

Smoke-Free Housing: Changing the Landscape of America

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Smoke-free apartments in 2000?

- **Virtually no smoke-free apartments could be found in Michigan or anywhere in the U.S. in market-rate or affordable housing**
- **Most apartment owners & many HUD officials thought it was illegal to have a smoke-free policy**
- **Many newspapers thought it was illegal to allow ads saying “no smoking” or “SF”**
- **Most tenants didn’t realize they had some rights to smoke-free housing**



2011: Market-rate housing

Hundreds of thousands of units of market-rate housing are smoke-free all across Michigan and the U.S.

Includes large, multi-state companies, moderate sized companies, small companies, and single-family home rentals.

Harwood's

Harwood Properties, Inc.

453 W. Three Mile Road
Sault Ste. Marie, MI 49783

Phone: (906) 632-9047

Smoke-Free Properties:

Woodfield Terrace Apts.

Bingham Ave. Apts





Our South Loop location is surrounded by great shopping, Grant Park, Lake Michigan, exciting night life, and eclectic restaurants. Residents can choose from a soft loft setting or a beautiful classically appointed apartment home. And choosing to live at AMLI 900 is a choice to minimize environmental impact, maximize energy efficiency, and embrace a cleaner, healthier living environment because we are a LEED Certified Building.

AMLI 900 residents breathe easy because we are a smoke-free community, inside and out.





2011: Other affordable housing

Tens of thousands of units of affordable housing are smoke-free all across Michigan and U.S.

Includes apartment buildings owned by for-profit and non-profit entities, as well as local governments and tribes.



Located in the contemporary urban setting of West Grand Boulevard, Lexington Village offers the best of Detroit right at your doorstep! Our community is perfect for families and features newly remodeled two- and three-bedroom townhomes with private patios and entrances. Our recently renovated one- and two-bedroom apartment homes are located in our high-rise building and are exclusively for our distinguished senior community, complete with community rooms, private balconies and planned resident activities. At Lexington Village, you're only minutes away from downtown Detroit's popular shopping, dining and entertainment destinations. Enjoy the convenience of walking to Henry Ford Hospital, area parks, The Fisher Theater and even the world-renown Motown Museum.

Lexington Village offers something for everyone.

Smoke Free

The Village of Bethany Manor
Senior Living Community
Presbyterian Villages of Michigan





FIRST CENTRUM™
LIVE WELL... YOU'VE EARNED IT!



First Centrum

21400 Ridgetop Circle, Suite 250

Sterling, VA, 20166

Phone: (703) 406-3471

Contact: Rob Couch, President

All buildings smoke-free.

**Over 50 smoke-free
buildings in 7 states; about
20 in Michigan.**





MI Smoke-Free Apartment

2011: Smoke-Free Housing Authorities

June, 2011: over 250 housing authorities in 28 states; about 8% of all PHAs.

Dec. 31, 2004: about 18 housing authorities
In 10 states had smoke-free policies for some or all their buildings.

An increase of about 1,400% in < 7 years.

About 3 new housing authorities per month



MI Smoke-Free Apartment

2011: Smoke-Free Michigan Housing Commissions

May, 2011: 57 public housing commissions have smoke-free policies; ranging from small to the largest, & including 4 tribal PHAs.

June 30, 2005: No Michigan housing commission had a smoke-free policy.

About 40% of Michigan PHAs are smoke-free



Are you or a loved one ready to make the move to convenient, low-maintenance housing? Comfortable apartments, duplexes, and quadraplexes are perfect for seniors, near elderly and those dealing with disabilities. **Our facilities offer a number of favorable features and amenities, including:**

- * 24 hour emergency maintenance
- * Secure units with extra safety precautions
- * Conveniently located near grocery stores, medical offices, & area churches
- * Spacious Parking
- * Carpeted Units with Curtain Rods provided
- * Kitchen stove and refrigerator provided
- * Barrier Free Units
- * Laundry Facilities or Laundry Hook-up
- * Emergency Call System in Each Unit
- * Hard-wired smoke detectors provided
- * Cable T.V. at a Reduced Rate
- * Lovely Community Room with Kitchen Facilities
- * Patio & Container Gardening space
- * **Smoke-free buildings for senior & disabled housing**



Grand Rapids Housing Commission: All GRHC apartments are smoke free!

Campau Commons

821 South Division Ave.

Grand Rapids, Michigan

92 units

Serving families, senior citizens
and the disabled



ADAMS PARK

APARTMENTS

1440 Fuller Ave. SE

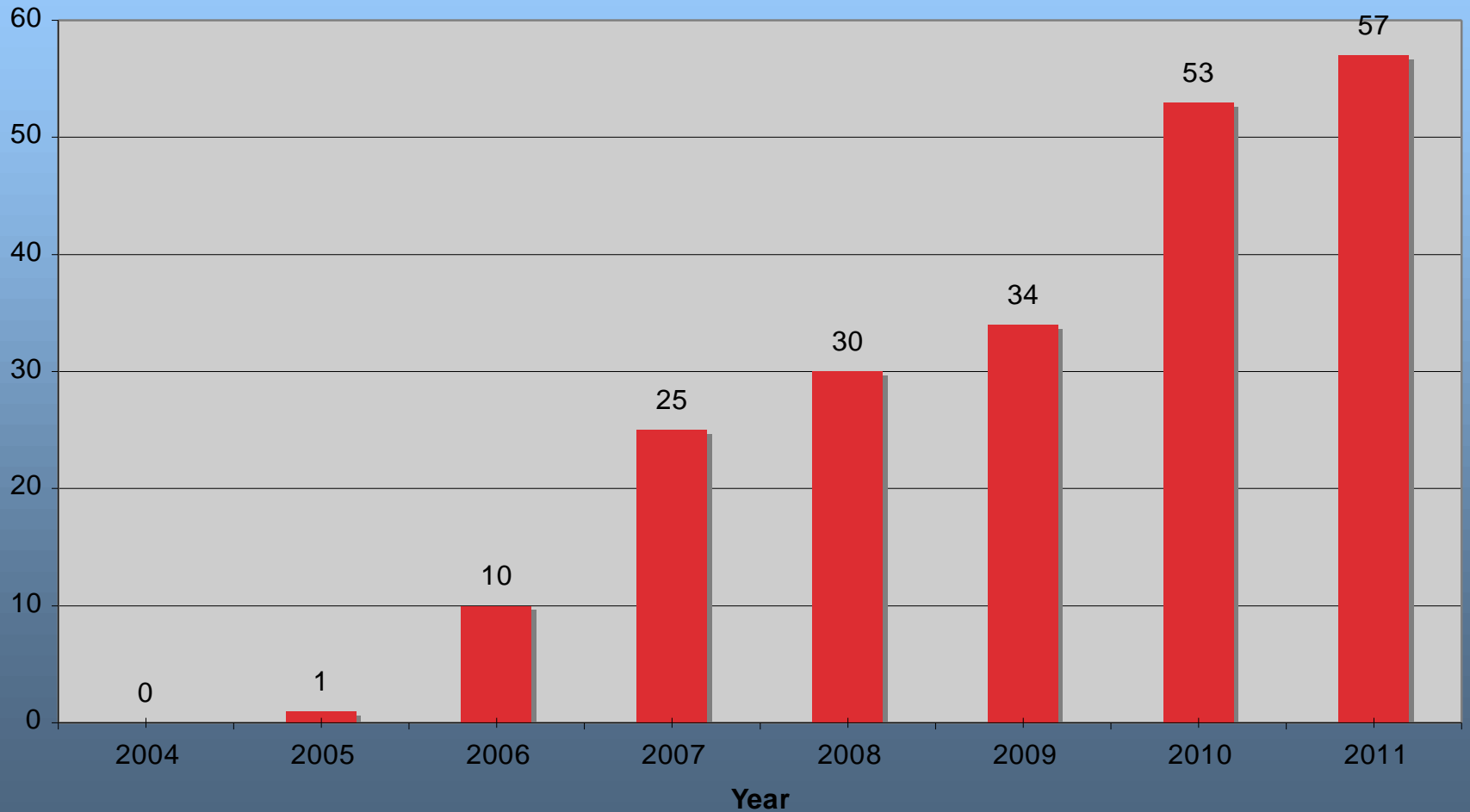
Grand Rapids, Michigan

188 units

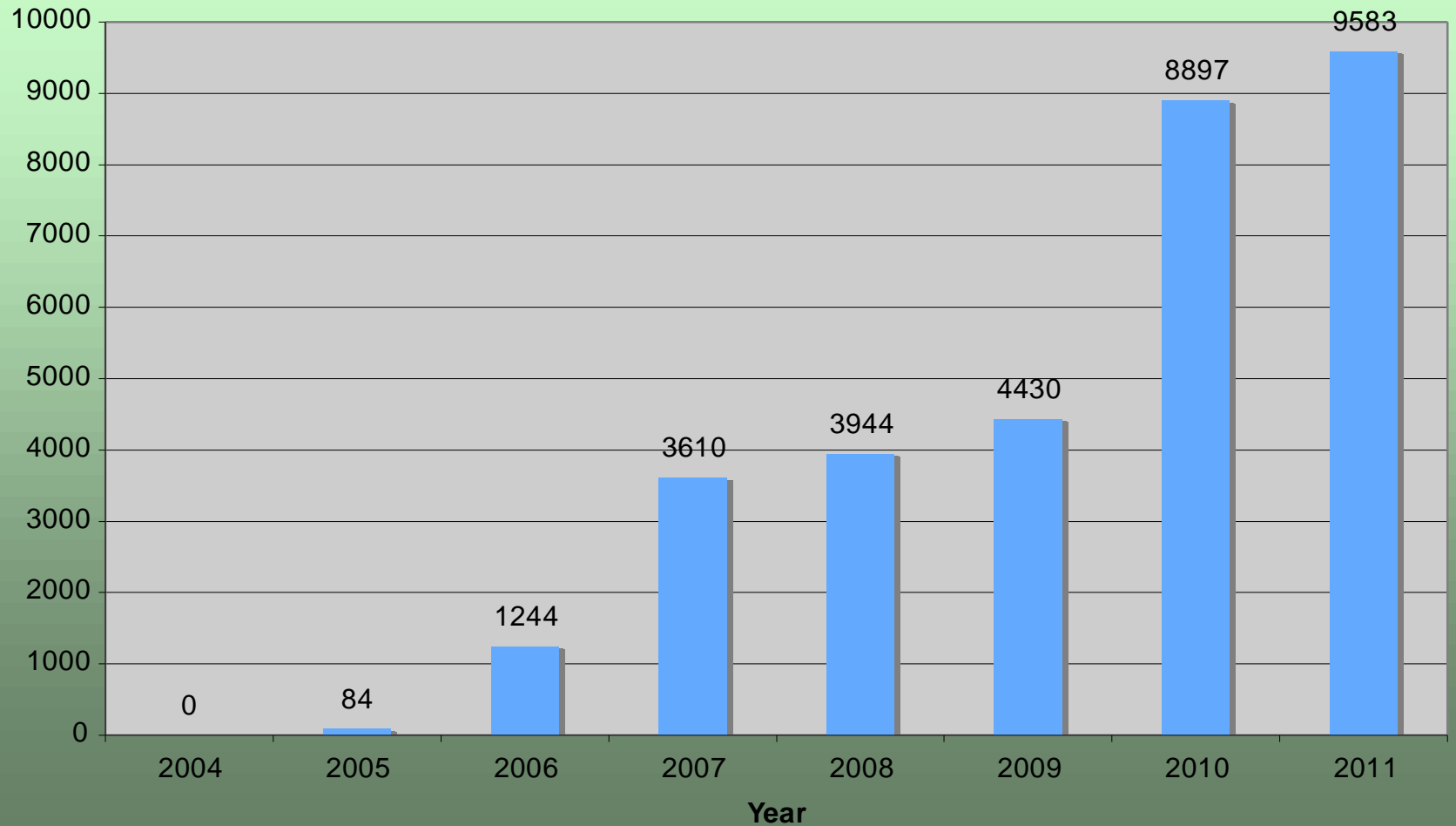
Serving ages 62 and older, and disabled
adults



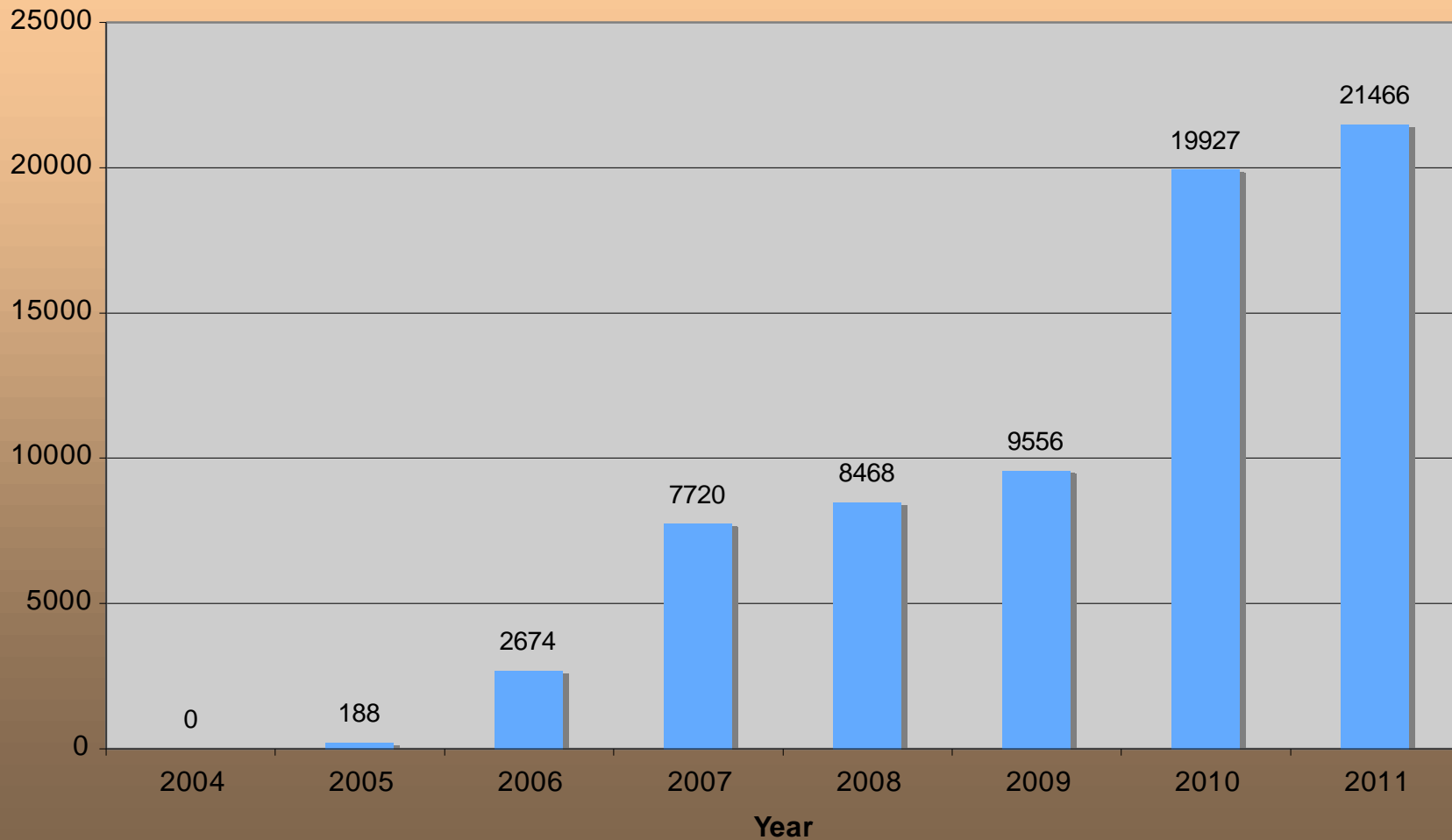
Michigan Housing Commissions & Tribal Housing Authorities with Smoke-Free Policies



Number of Units of Public Housing in Michigan Covered by Smoke-Free Policies by Year



Number of People Covered by Smoke-Free Policies in Public Housing in Michigan by Year





What's the problem?

Secondhand smoke spreads throughout multi-unit dwellings:

Air quality studies in apartment buildings show that anywhere from 5% to 60% of the air in apartment units comes from other units in the building.



MI Smoke-Free Apartment

Secondhand Smoke Problem

- There is no risk-free level of exposure to secondhand smoke. Breathing even a little secondhand smoke can be harmful.
- The only way to fully protect yourself and your loved ones from the dangers of secondhand smoke is through 100% smoke-free environments.

Surgeon General's Report on Secondhand Smoke, issued June 27, 2006



Smoke-Free Policies are Legal

- Smoke-free policies are legal in market-rate housing, in HUD-subsidized and other affordable housing, and in HUD public housing. *That is: in all housing.*
- **Neither federal nor state law prohibits an owner from making their apartment building totally smoke-free.** “*The right to smoke or not to smoke is **not a right that is protected under the Civil Rights Act of 1964** because smokers are not a protected class under federal law.*”



**U.S. Department of Housing and Urban Development
Office of Public and Indian Housing
Office of Healthy Homes and Lead Hazard Control**

SPECIAL ATTENTION OF:

Regional Directors; State and Area
Coordinators; Public Housing Hub
Directors; Program Center Coordinators;
Troubled Agency Recovery Center Directors;
Special Applications Center Director;
Public Housing Agencies;
Resident Management Corporations;
Healthy Homes Representatives

NOTICE: PIH-2009- 21 (HA)

Issued: July 17, 2009

Expires: July 31, 2010

Cross Reference:
24 CFR 903.7(b)(3)
24 CFR 903.7(c)(1)

Subject: Non-Smoking Policies in Public Housing

1. **Purpose.** This notice strongly encourages Public Housing Authorities (PHAs) to implement non-smoking policies in some or all of their public housing units. According to the American Lung Association, cigarette smoking is the number one cause of preventable disease in the United States. The elderly and young populations, as well as people with chronic illnesses, are especially vulnerable to the adverse effects of smoking. This concern was recently addressed by the Family Smoking Prevention and Tobacco Control Act, P.L. 111-31, signed by the President on June 22, 2009. Because Environmental Tobacco Smoke (ETS) can migrate between units in multifamily housing, causing respiratory illness, heart disease, cancer, and other adverse health effects in neighboring families, the Department is encouraging PHAs to adopt non-smoking policies. By reducing the public health risks associated with tobacco use, this notice will enhance the effectiveness of the Department's efforts to provide increased public health protection for residents of public housing. Smoking is also an important source of fires and fire-related deaths and injuries. Currently, there is no Departmental guidance on smoking in public housing.

2. **Applicability.** This notice applies to Public Housing.

3. **Background.** Secondhand smoke, which is also known as environmental tobacco smoke (ETS), is the smoke that comes from the burning end of a cigarette, pipe or cigar, and the smoke exhaled from the lungs of smokers. ETS is involuntarily inhaled by nonsmokers, and can cause or worsen adverse health effects, including cancer, respiratory infections and asthma. The 2006 Surgeon General's report on secondhand smoke identifies hundreds of chemicals in it that are known to be toxic. The report (*The Health Consequences of Involuntary Exposure to Secondhand Smoke*) is located at www.cdc.gov/tobacco/data_statistics/sgr/index.htm. Secondhand smoke causes almost 50,000 deaths in adult non-smokers in the United States each year, including approximately 3,400 from lung cancer and another 22,000 to 69,000 from heart disease.

Secondhand smoke exposure causes disease and premature death in children and adults who do not smoke according to the U.S. Environmental Protection Agency (EPA)
www.epa.gov/smokefree/healtheffects.html.

Healthy Homes Manual

Smoke-Free Policies in Multiunit Housing



National Center for Environmental Health
Division of Emergency and Environmental Health Services



Leading Our Nation to Healthier Homes:

The Healthy Homes Strategic Plan



U.S. Department of Housing and Urban Development
Office of Healthy Homes and Lead Hazard Control





Tenants want smoke-free apts

- Sault Tribe survey of housing authority residents in December, 2008 found 70% of respondents preferred to live in smoke-free housing. The % of residents who smoke or live with a smoker was 44%, so clearly even some smokers preferred smoke-free housing.
- Healthy Androscoggin in Auburn, Maine surveyed 850 tenants; 76% would choose to live in a smoke-free apartment complex
- Twin Cities (MN): random sample survey -- 55% of renters said they had moved or would move from an apartment because of secondhand smoke seepage

For opinion surveys: www.tcsg.org/sfelp/public.htm

Sault Tribe is first Michigan tribe to establish smoke-free tribal housing





MI Smoke-Free Apartment

Smoke-free Households Are the Norm and Increasing

In 2007, 71% of Michigan households were SF

In 1999, 51% of Michigan households were SF

In 2007, 78% of U.S. households were SF

In 2003, 72% of U.S. households were SF

In 1999, 60% of U.S. households were SF

In 1992, 43% of U.S. households were SF



% of Nonsmoking Population Exposed to Secondhand Smoke

Exposure to secondhand smoke (SHS) by nonsmokers aged 3 and over has decreased from 88% in 1988-91. In 1999-2000, 52% of nonsmokers were exposed to SHS. In 2007-08, 40% of nonsmokers were exposed to SHS. Much of this exposure is in the home, especially for children.

HOWEVER, low income persons are exposed at much higher rates:

	1999-2000	2007-08
Below poverty level:	71.6%	60.5%
At/above poverty level:	48.8%	36.9%

Nonsmokers' Exposure to Secondhand Smoke – United States, 1999-2008
Report from the Centers for Disease Control & Prevention
Morbidity & Mortality Weekly Report September 7, 2010



Marketplace is changing

Multi-unit housing associations & their publications are focusing on the benefits of smoke-free policies:

NAA and NMHC policy memos, Feb., 2008

UNITS magazine, Dec., 2007

**Assisted Housing Management Insider,
March, 2007**

MultiFamily Executive, Nov., 2006

www.naahq.org

UNITS

December 2007



NATIONAL APARTMENT
ASSOCIATION
AMERICA'S LEADING ADVOCATE
FOR QUALITY APARTMENT HOUSING



Clearing the Air

Industry Discusses Trend
Toward Smoke-Free Housing

Also

- Top 10 Markets for 2008
- Student Housing Grows Up
- Annual Report Inside



MI Smoke-Free Apartment

Addressing marketplace inertia

“Smoke-free apartment communities not only promote a healthy resident population, but also a healthy bottom line for owners and investors.”

-Dave Watkins, Chairman of the Board, National Apartment Association

- Quote: UNITS magazine, December, 2007





MI Smoke-Free Apartment

Cost/Benefits of smoke-free policies

Smoking residue increases cost of rehabbing apartment when smoker leaves.

Owners estimate it costs \$500 to \$8,000 more to rehab a unit in which a smoker lived than a non-smoker.

Cigarette-caused fires can be very costly.

Fire, smoke & water damage create costly repairs.

Residents may move out.

Insurance may be lower wi/ smoke-free policy.



You Have Resources Online

MISmokeFreeApartment web site:

www.mismokefreeapartment.org

Smoke-Free Environments Law Project site:

www.tcsg.org/sfelp/home.htm

SFELP Apartments site:

www.tcsg.org/sfelp/apartment.htm

SFELP Condominium site:

www.tcsg.org/sfelp/condos.htm

Tobacco Control Legal Consortium site

<http://tclconline.org>



You Have Resources Online

CDC Healthy Homes web site:

www.cdc.gov/healthyhomes

HUD Healthy Homes site:

www.hud.gov/healthyhomes

CDC Office on Smoking and Health site:

www.cdc.gov/tobacco

Surgeon General's Smoking/Tobacco site:

www.cdc.gov/tobacco/data_statistics/sgr/2010/index.htm



MI Smoke-Free Apartment

Smoke-free Apartment Decal



Welcome to Our SmokeFree Building

All Apartments are Smoke-Free!



Parkside Commons Apartment Homes

Parkside Plan

Apartment Features

Amenities

100% Smoke Free

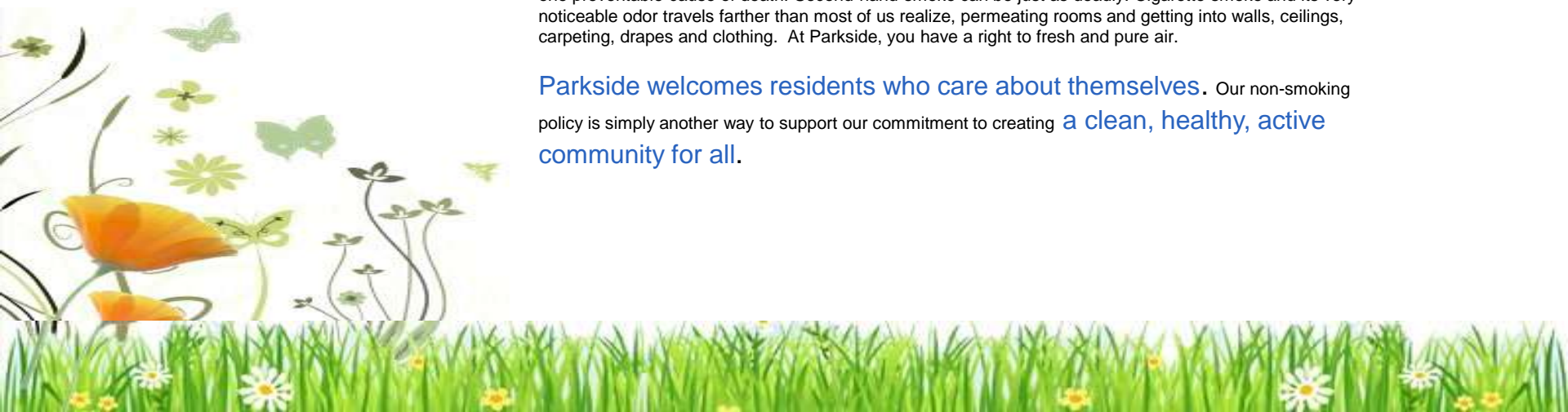
100% smoke-free environment

The demand for smoke-free environments is rising, and Parkside is listening.

Parkside Commons will be a **100% smoke-free environment**, making it one of Massachusetts' premier smoke-free rental communities, inside and out. Smoking is banned in all common areas, on the grounds, and in the apartments themselves. Why 100%? Cigarette smoking is hazardous to your health and it's the number one preventable cause of death. Second-hand smoke can be just as deadly. Cigarette smoke and its very noticeable odor travels farther than most of us realize, permeating rooms and getting into walls, ceilings, carpeting, drapes and clothing. At Parkside, you have a right to fresh and pure air.

Parkside welcomes residents who care about themselves. Our non-smoking policy is simply another way to support our commitment to creating **a clean, healthy, active community for all.**

Chelsea's
Read Blog





www.smokefreeforme.org

**Smoke-Free Housing:
Changing the Landscape of
America**



The Maine Success

- ⦿ Coalition model with diverse group of stakeholders, including public health, housing, environmental and legal professionals.
- ⦿ We advocate for voluntary policy change by landlords, public housing authorities and property managers.
- ⦿ The Coalition has met with success primarily due to the engagement of stakeholders, collaborative partnerships and consistent market-friendly messaging.
- ⦿ Goal is for supply of smoke-free housing to meet demand.
- ⦿ Everything you will see was done on a small budget.

Lessons Learned: Collaborations



- ◎ Key to Coalition success has been the ability to make & keep friends.
- ◎ Community coalitions, ‘champion’ housing professionals and others have had a huge impact on Coalition success.

Lessons Learned: Collaborations

- ⊙ Landlord Associations
- ⊙ Private Market Housing
 - Condos, vacation/seasonal
- ⊙ Public & State Housing
- ⊙ Tribal Housing
- ⊙ Fire Marshal's Office
- ⊙ Social Services
 - Homeless
 - Immigrant Services
 - General Assistance



Lessons Learned: Collaborations



- ◎ Behavioral Health Community
 - In-patient and transitional housing facilities
- ◎ Look for non-traditional public health partners
 - Insurance industry
 - Environmental health/indoor air quality advocates
 - Tenants and tenant advocacy groups
 - Anyone else who is willing to listen
- ◎ Don't assume anyone knows anything about the issue- including your friends and co-workers!

Lessons Learned: Outreach

- ◎ Direct mail is generally the best way to reach landlords and trusted partners (i.e. clinics, WIC, Head Start) are the best way to reach tenants.
- ◎ Reach populations where they are:
 - Tenants
 - Craigslist, Laundromats, grocery stores, coffee shops, college campuses, libraries, doctor's offices/clinics, e-mail /e-blasts and social media.
 - Landlords
 - Landlord association meetings & newsletters, public housing authorities, realty groups, finance authorities, local media outlets, email, direct mail, etc.

Lessons Learned: Speaking Their Language



Lessons Learned: Speaking Their Language



Lessons Learned: Stay on Cue

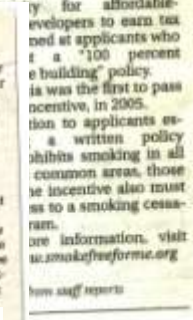


- It's about the smoke, not the smoker.
- Smoke-free living is becoming the norm, not the exception.
- Smoke-Free does not require anyone to quit smoking.
- Tenants want this! 78% of tenants want to live in a smoke-free environment.
- **Smoke-free housing saves property managers and landlords MONEY!**

Lessons Learned: Outreach

Media sources such as the USA Today, Boston Globe, Portland Press Herald, Bangor Daily News, Sun Journal, Kennebec Journal, WMTW, WCSH, WABI, WCSH, Fox News, several local weeklies and others have all run stories on the initiative in Maine.

Other affiliates and partners have run additional articles as well: PTM's The Link, MaineHousing's rental guide, HMP's The Scuttle Butt, Asthma Regional Council's Innovations, the State Fire Marshal's newsletter, Tribal Health Newsletter and more.



Staff Writer, Nechile Cooper, August 22, 2008. Infinite Management, at right, and the rental manager, Alan Hall, stand in front of one of the new smoke-free apartments in Bangor. Photo by Nechile Cooper.

Lessons Learned: Outreach



**Landlords:
Are your profits
going up in smoke?**



**As the
demand for
smoke-free
housing
increases,
will you
stand
out?**



**ANDROSCOGGIN COUNTY
LANDLORDS & PROPERTY MANAGERS:**

**List your
apartments for
FREE
and win a \$200
Gift Certificate!**



**Find all your
tenants
under
one roof**

*Smoke-Free Housing and MaineHousingSearch.org
have merged their housing registries*

Lessons Learned: Outreach



Looking for
an apartment
for the
fall semester?

Tired of
breathing
secondhand
smoke?

Does your
room smell
like an
ashtray?

Give smoke-free housing a try!

Smoke-free housing is safer, cleaner, and more comfortable.

Now you can easily find **hundreds** of listings
for smoke-free apartments, condos, and homes throughout Maine.

Visit www.smokefreeforme.org today!

The Smoke-Free Housing Coalition of Maine's mission, through education, advocacy, and policy change, is to reduce the number of residents living in multi-unit housing who are involuntarily exposed to secondhand smoke.

Lessons Learned: Outreach



Want Smoke-Free Housing?



You and your family deserve clean air.
Shut the door on secondhand smoke.
www.SmokeFreeForMe.org

**DOES YOUR NEIGHBOR SMOKE?
THEN YOU MIGHT TOO.**



Lessons Learned: Resources



www.smokefreeforme.org

Higher profits. Happier tenants. A healthier apartment.



Waxaad Ku Noolaan Kartaa Hawo Nadiifta Oo Lahayn Qiiga Uu Sigaarka Keeno

Talaabo faad. Adiga iyo merkaagu waxaa ku noolaaan kartaan hawo nadiifta oo lahayn qiiga sigaarka keeno. Kaib hadii qiiga iyo leh guriga aad ku jirtid in guriga uu yahay mid ka nadiifan qiiga sigaarka keeno.

Was share! Sigaar Joortu. Way awoodaan dadka iska leh gurigaha aad ku noolayn inay nooladaan guriga ka nadiifan sigaarka caadiga.

Qoraal ahaan u qaydo. Eeg wixii laga adkaasay marka aad guriga dagaal u dhismaalid iyo kastaab sharciga dalka in lagu cabo sigaar deynta iyo baloonka guriga 100%.

Sharciga ayaan dilaaga in lagu cabo sigaar (idka dheer oo dhac maara guriga dalka degaynta). Qiiga dheer lagu dhaco, ho qabalka daweyntu ku kalmaan. Sharciga u yaqaan gobolka Mahe ayaan dilaaga in sigaar lagu cabo meelaha daweyntu ku kalmaan.

Qoortu maada hadda sigaar cabo dhibta ayaa ku keentaa hawo wayaa. Sigaar ka qiiga wayaa gadaal dagaal guriga iyo meelaha korontada ay maro, wayaa adiga-hay sida looga nadiifyo qiiga sigaarka ee dagaal gadaal.

Qalabka aadillaaha hawada. Ma nadiifin karo qiiga gadaal hawada aad ku noolaynaysaan, balseo kamaayaa cuduro badan oo kasoo kaga mid yahay.

Waan Kaa Caawin Karnaa.
Hadi aad dhib ku qabtid qiiga sigaarka waxaa aad degaynta aadka caadiga faham badan.

- Nagu soo booqo websiteka www.smokefreeforme.org
- Nagu soo wac balaaraha 874-8774
- Hadi aad u baahato hada hesho guriga aad sigaar lagu cabin.
- Booqo gurigaha aad lagu cabin sigaarka dhowranyahay www.smokefreeforme.org/listings.php

© Richard Korman, U.S. Supreme Court
June 27, 2009

“Sawirka yahanilaha waxay caawiyeen hadii qalabka sigaar lagu ay cabo hadda kama kalmaynta dhibtaaha ayaa caawiyeynta ayaa wax yaalo wayn gaarsiiin.”



www.smokefreeforme.org

Higher profits. Happier tenants. A healthier apartment.

Allowing smoking in your building is expensive and dangerous.

- Apartment turnover costs could be as much as six times greater when smoking is allowed (see chart).
- Smoking is the leading cause of low fire deaths in Maine.
- Implementing a smoke-free policy may save you money on your property casualty insurance. Ask your carrier today!
- There is no safe level of exposure to secondhand smoke, and you can't blow the problem away. Air filter systems are designed to remove odors, not the cancer-causing chemicals that are the result of tobacco smoke.
- Under current law, common areas, such as laundry rooms, hallways and recreation rooms, must be smoke-free. However, this isn't enough, since secondhand smoke travels from unit to unit.

Smoke-free policies are legal, easy and popular.

- There is no legal barrier to enacting a smoke-free policy. People who smoke are not a protected class under Maine or Federal anti-discrimination laws.
- You can make your entire property smoke-free, including all apartment units and outdoor spaces. Everyone deserves to breathe clean air.
- Recent Maine public housing surveys show that as many as 78% of tenants, including smokers, would choose to live in a smoke-free complex.
- Change the language of the lease to include a smoke free policy. When new or renewing tenants sign, the policy will be clear. For more information, including adopting a smoke-free policy in subsidized housing, please go to our web site.

The Financial Bottom Line

Scenario	Annual Turnover Costs	Annual Insurance Costs
100% Smoking Allowed	\$1,000	\$1,000
100% Smoke-Free	\$100	\$100
Total	\$900	\$900

Applies to a 100-unit property. 100 units x 10 units per floor x 100 sq ft per unit.

Why wait? We can help!
Visit the Smoke-Free Housing Coalition of Maine at www.smokefreeforme.org.
(207) 874-8774



Secondhand Smoke and Your Pet - Don't be Fooled!

Secondhand smoke is a known cause of cancer and illness in humans and pets. Allowing smoking in your home harms pets. Here is why...

- Pets breathe secondhand smoke.
- Pets may eat cigarette or cigar butts which contain hundreds of toxins.
- Pets may drink water that contains cigar or cigarette butts.
- Pets groom themselves by licking their fur and ingest the poisons that have settled on their fur.

Your pets are impacted by secondhand smoke. The toxins in secondhand smoke cause...



- Lung and nasal cancer in dogs.
- Potential death to any animal that ingests even one cigarette butt.
- Feline lymphoma, a deadly form of cancer in cats.
- Heart trouble.
- Breathing problems and asthma-like symptoms.
- Salivary, urinary and vomiting.

Making your home smoke-free is one of the most important and loving things you can do for your pets!

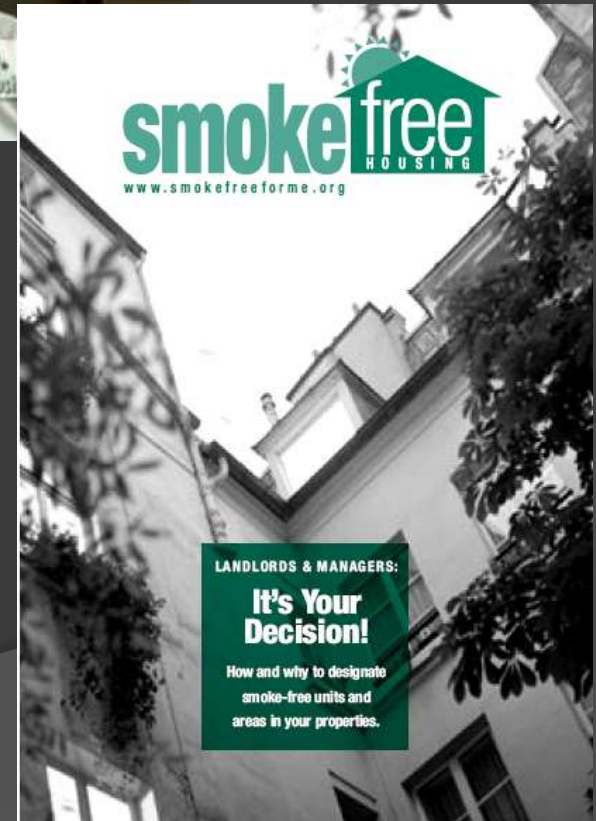
For more information on secondhand smoke exposure for pets and people and how to make your home smoke-free, visit www.smokefreeforme.org



Fact Sheets: Landlords, Tenants (several languages), Pets & SHS, Legal counsel, Condo, Seasonal Rental

Lessons Learned: Resources

- 8 ½ minutes video contains commentary from health professionals, landlords, tenants, housing authority executives, and legal authorities. Streamed, distributed and played on public access throughout State.
- Comprehensive brochure: along with our website, is the most comprehensive piece of education on smoke-free policies available, covering everything from legal protections, cost savings, to the health effects of secondhand smoke.



Lessons Learned: Resources

**This is a
smoke-free
building.**

Breathe easy, you're in Maine.

 **Healthy Maine Partnerships**
Partnership For A Tobacco-Free Maine
Maine Department of Health and Human Services
Maine Center for Disease Control and Prevention



Call To Quit

1-800-207-1230

THE MAINE TOBACCO HELPLINE

 **Healthy Maine Partnerships**
Partnership For A Tobacco-Free Maine
Maine Department of Health and Human Services
Maine Center for Disease Control and Prevention

Lessons Learned: Summary

- Keep in contact with housing professionals (and tenants) who have already gone smoke-free-- engage them in your efforts.
 - They will become your champions!
- Focus on factors most important to them.
 - Financial impact, legal complications, ease of enforcement, etc.
- Work with state housing authority and larger developments to set precedence around smoke-free housing.
- Make it easy—always provide them with the resources to make the process as effortless as possible.

Lessons Learned: Summary

- Assess your population- don't assume you know what they want/need.
- Use the press whenever possible.
- Be passionate- its contagious!
- Perseverance and follow-up/through needed- policy making can be slow but the impact is long lasting.



- www.smokefreeforme.org
- Landlord brochure, fact sheets, packets, training video- all downloadable from site
- Tenant fact sheets in several languages-downloadable from site
- Email info@smokefreeforme.org or tinapettingill@gmail.com