

wma.org  
**REAL**  
**housing**  
**solutions**

2019 WMA Convention & Expo  
 Grand Sierra Resort & Spa, Reno, NV

October 7-10

You are invited to the 2019 WMA Convention and Expo at the Grand Sierra Resort & Casino. This year's theme is "wma.org: Real Housing Solutions". WMA has served the manufactured housing industry since 1945, and we continue to assist you in navigating uncharted waters through changing times because of your support. Owners, along with their managers and/or management companies, look for opportunities to ensure the successful operation of their communities. Here you will find everything! On a professional level, we will blend educational programs with entertainment and networking forums so that you will have everything you need to succeed in this business.

We will start you off with a no-cost, no-host networking event with light appetizers and a cash bar. This will be a great opportunity to catch up with peers and make new connections. Tuesday begins with seminars, the Kick Off Lunch, and the Expo opening after lunch. Later in the day, the popular wine tasting event takes place during the Welcome Reception in the Expo. Reconnect with exhibitors as you sample their wines and enjoy a dinner buffet. Wednesday brings another full day of events—everything to make your attendance worthwhile!

We are requesting email addresses for each individual attendee. This is for dinner dance purposes as well as a follow up with an overall evaluation at the conclusion of the Convention. The person's email listed at the bottom of the form will still receive all receipts for registrations on that particular form. So please complete the section right next to the attendee's badge city on the registration form.

REGISTER TODAY! Go to [wma.org/conv2019](http://wma.org/conv2019) OR complete the registration form in this brochure, then mail or fax to: WMA, 455 Capitol Mall, Suite 800, Sacramento, CA 95814, 916.448.7085 (fax). Please DO NOT email the registration form with payment information to WMA as the email server is not secure — the fax number IS secure. For guest room reservations, please refer to the information inside this brochure as well. Can't wait to see you there!

**SCHEDULE-AT-A-GLANCE**

**Monday, October 7, 2019**

**Golf Tournament/Optional** **Red Hawk Golf and Resort**  
 TBD Pick up from GVR Resort & Spa  
 9:00 a.m. Golf Registration  
 10:00 p.m. Shotgun Start

**1:00 p.m. to 6:00 p.m.** **Convention Pre-registered Badge/  
 Tickets Pick Up**

**5:00 p.m. to 7:00 p.m.** **Networking Cocktail Reception**

**Tuesday, October 8, 2019**

**8:00 a.m.** **Registration Opens**

**8:00 a.m. to 10:00 a.m.** **Coffee Service Only**

**9:00 a.m. to 11:15 a.m.** **Educational Seminars**

**11:30 a.m. to 12:30 p.m.** **Kick Off Lunch**

**12:30 p.m. to 2:45 p.m.** **Expo Opens**

**3:00 p.m. to 4:30 p.m.** **Educational Seminars**

**4:30 p.m. to 7:00 p.m.** **Wine Tasting During Welcome Reception in Expo  
 with a Dinner Buffet**

**Wednesday, October 9, 2019**

**7:30 a.m. to 3:00 p.m.** **Expo Hours**

**7:30 a.m. to 8:45 a.m.** **Continental Breakfast in Expo**

**8:00 a.m.** **Registration Opens**

**9:00 a.m. to 11:15 a.m.** **Educational Seminars**

**11:00 a.m. to 12:00 p.m.** **Pre-Lunch Cocktails in Expo**

**12:00 p.m. to 1:30 p.m.** **Annual Meeting & Luncheon**

**1:30 p.m. to 2:30 p.m.** **Dessert Reception with Drawings in Expo**

**3:00 p.m.** **Expo Closes**

**2:45 p.m. to 4:15 p.m.** **Educational Seminars**

**5:30 p.m. to 6:30 p.m.** **Pre-Dinner Cocktails**

**6:30 p.m. to 10:00 p.m.** **President's Dinner Dance**

**Thursday, October 10, 2019**

**8:00 a.m. to 9:00 a.m.** **Final Breakfast**

**9:00 a.m.** **2019 WMA Convention Closes**

# EDUCATIONAL SEMINARS

**Tuesday, October 8, 2019**

**9:00 a.m. to 11:15 a.m.**

**9:00 a.m. to 10:00 a.m.**

## **Property Rights: U.S. Supreme Court Reverses Itself — Property Owners Can Have their Day in Federal Court**

For more than three decades, most property owners have been relegated to state courts when pursuing a takings claim against a state or local agency. In a recent 5-4 decision the U.S. Supreme Court reversed itself and opened the door to the federal courthouse, allowing property owners to bypass the state courts and file a Fifth Amendment takings claim in federal court in the first instance. *Knick v. Township of Scott*, 588 U.S. (June 21, 2019). Our panel, moderated by Greg Evans, Chairman of the Committee to Save Property Rights, will discuss what this eventually means for property owners, rent control takings cases and the federal courts. *(Greg Evans, Moderator)*

**9:00 a.m. to 11:15 a.m.**

## **Legal and Management Advice**

As laws change and court decisions are handed down, it becomes necessary to adjust our business practices to keep pace with the changes. This seminar will focus on recent developments in the industry and the adjustments owners need to make. These open forums will bring together leading industry attorneys and property managers to answer your questions and address your concerns. *(Andy Carey, Moderator)*

## **MCM: Management Chews 'Em Up and Legal Spits 'Em Out: Reasonable Accommodations, Fair Housing, & Navigating the Do's and Don'ts**

We will discuss pragmatic approaches to reasonable accommodations and how to avoid the often litigious underbelly of discrimination. We will look at questions such as "Is it reasonable?" and "Is it necessary?" In addition, we will walk through the valley of "Are you prepared for DFEH and HUD testers?" We will review protected classes, statute of limitations, and what to do if you find yourself in murky waters. We will review the Do's and Don'ts of proof of citizenship, criminal background screenings, and much more. We will wrap up this course by reviewing the often overlooked "written word" of business. *(Ruben Garcia and Joe Carroll)*

## **Reinventing Your Community — Extreme and Not So Extreme Make-Over**

Resulting from years of hard work by the WMA Utilities Task Force, the CPUC established the Pilot Program whereby serving utility companies will install new gas and electric systems in our communities. Overall, the program is a great success. However, it's not the right decision for all parkowners. For some, there are alternatives that are a better fit, as you will learn from experienced operators and contractors. Switching gears, the second half will be an opportunity for an update of facts and figures on new manufactured home sales and how that impacts parkowners and operators, as well as how to reinvent and rejuvenate your community, and why you should do so. *(Jim Joffe, Moderator)*

**10:15 a.m. to 11:15 a.m.**

## **Our Fight Against Rent Control Continues**

Since last year's Convention, we've enjoyed many successes in our ongoing battle against rent control. Proposition 10, which would have repealed the Costa-Hawkins Rental Housing Act, was soundly defeated. Measure F, a referendum upholding a rent control ordinance adopted by the St. Helena City Council, was overwhelmingly rejected by voters. Proposed ordinances in Anaheim, Atascadero, Fullerton, Santa Ana and Santa Maria were also sidelined. But the news has not all been good. San Leandro fell to an ordinance in June and Los Angeles County is poised to adopt some form of rent control in the coming months. So how did we win? Why did we lose? Please join us for an in-depth discussion on the ever-changing challenges rent control presents in a state intractably plagued by a lack of affordable housing. *(Doug Johnson, Julie Paule and Jarryd Gonzales)*

**3:00 p.m. to 4:30 p.m.**

## **MCM: Best Practices for Evictions Including Potential Alternatives**

Evictions are often expensive and time consuming. Thus, it is vital to ensure you are in the best legal position to move forward with an eviction while also understanding how to negotiate alternative resolutions with tenants. This seminar will explore the contours of preparing for and litigating a successful eviction, while exploring ways to successfully negotiate with tenants prior to, and in lieu of, eviction, so that you can obtain your desired result in the most cost-effective manner. *(Margaret E. Nanda and Matthew K. Telford)*

## **MCM: HCD Updates — Latest News for Mobilehome Park Owners/Managers**

Come learn about the latest HCD news. Gain insight to the Fee and Tax Waiver Program, HCD Registration and Titling including new online services available, rebuilding mobilehome parks after a disaster, and much more. Interact directly with HCD staff by asking questions. *(Aaron Taras and Louis Turol)*

## **MCM: Self Leadership**

Power doesn't have to come with a title. You may not be a supervisor, but you always have Self Leadership! Personal power is drawn from influence over others, the source of which resides in the person instead of being vested by the position held. Are you being your best self at work and with your customers? Learn how to identify and take control over your own growth and success, personally and professionally! This dynamic session includes great exercises and group engagement. *(Daniela Devitt)*

## **Update on New Laws**

Laws impacting the industry change from year to year. This seminar will bring you current on recent legislative measures and how they impact you at all levels of operation in your communities. WMA's legislative advocate, along with advisors to the WMA Legislative Committee, will present the latest laws affecting the industry. *(Catherine Borg, Terry Dowdall and Paul Jensen)*

Seminars and/or speakers subject to change without notice.

**Wednesday, October 9, 2019**

**9:00 a.m. to 11:15 a.m.**

**How to Make the 2017 Tax Cuts and Jobs Act Reduce Your Tax Liability**

We will review the existing Passive Activity Loss rules and why mobilehome parkowners may be limited on loss deductions. We will share ways of avoiding the loss limitations. The new tax reform act provides MANY new benefits to mobilehome parkowners with the new 20% flow through deduction. We will decipher this new law and show you how to maximize the flow through deduction. Some owners want to contribute to a 401K/IRA and may be currently limited on those deferrals. We will show owners how to structure the entity to qualify for retirement deferrals. *(Burton Douglass)*

**Legal and Management Advice**

As laws change and court decisions are handed down, it becomes necessary to adjust our business practices to keep pace with the changes. This seminar will focus on recent developments in the industry and the adjustments owners need to make. These open forums will bring together leading industry attorneys and property managers to answer your questions and address your concerns. *(Chad Casenhiser, Moderator)*

**MCM: Best Ways to Handle Problem Residents**

This panel will discuss the most cost-effective ways to prevent and/or resolve disputes with park residents, our most valued customers! The panel will also focus on the “companions,” “guests,” and “live-in caregivers” who stay in a community and the special issues that arise with such “non-tenants” living in a park. Focus will be on key provisions that should be in rental agreements as well as basic public relations issues. *(Rob Coldren)*

**MCM: Workplace Safety**

By fostering a safe work environment, property owners can protect and retain their most valuable asset, their employees. Keeping employees safe doesn't benefit just them — it also benefits your business by reducing downtime, keeping productivity and morale high, and cutting workers' compensation costs. This interactive workshop will review State requirements, provide best practices for creating and implementing a comprehensive and fun workplace safety program and inspire employees to be safe. *(Candy Holcombe and Char Garza)*

**2:45 p.m. to 4:15 p.m.**

**MCM: Leveraging Digital Tools to Automate Record Keeping**

How to use readily available tools (spreadsheets, databases, cloud-based storage) to automate the tracking of collections, payments, deposits, tenant communication, etc. How to automate daily tasks unique to the mobilehome industry with customized solutions so you can get on with the business of running a community. *(Robert Staehle)*

**MCM: Service Animals — The Definitive Guide for Property Managers**

Learn about FHA/ADA regulations inside your mobilehome park, including how to protect your park from FHA/ADA lawsuits, top FHA/ADA “claim” violations, and understand the difference between a pet, service animal and support animal. *(Bill Dahlin and John Pentecost)*

**Grand Sierra  
Resort & Casino**

**HOTEL GUESTROOM  
RESERVATIONS**



You must make your hotel reservations directly with the Grand Sierra Resort & Casino to get the nightly rate of \$75 for the Summit Room or \$95 for the A Rooms Rate (Sunday through Thursday). The cut-off date for guest room reservations is September 1. Reservations received after September 1 will be accepted on a space-and-rate-availability basis

You can make your reservation in one of three ways:

Go online to <https://book.passkey.com/event/49794769/owner/16854/home>; or go to WMA's website at [wma.org/conv2019](http://wma.org/conv2019) and click on the “Guestroom Reservations” tab and you will find a link there. The link takes you directly to the resort's website specifically set up for the convention; or, call them at 800.648.5080 and use code WMA9.



Please note: Should anyone contact you identifying themselves as a “Convention Housing” organization or an “Expo Representative” offering lower rates for Convention at the Grand Sierra Resort, do not give them any credit card information as the resort does not randomly call guests with offers like this, nor has the resort or WMA contracted with any convention housing organization. Do not provide any information or accept a confirmation number UNLESS you contacted the resort directly.

# Registration Form

Duplicate this form if you have more than two registrants. Fees include admittance for one person to a Kick Off lunch, Welcome Reception/Expo Opening with wine tasting and dinner buffet, breakfast in the Expo, Annual Meeting & Luncheon, President's Dinner Dance, cocktail receptions in the Expo, and the final breakfast, seminars, educational materials, and exhibit activities.

## Cancellations

For a full refund, cancellations must be received on or before September 2, 2019; an 85% refund for cancellations received September 3 through September 13, 2019. No refunds for no-shows, cancellations or event tickets on or after September 14, 2019. Call Regina Sánchez immediately for cancellations at 916.448.7002.

## Hotel Reservations

Make your hotel reservations directly with Grand Sierra Resort by calling 800.648.5080 (use code WMA9) or going online to [wma.org/conv2019](http://wma.org/conv2019) and follow the link for guest room reservations. Reservations received after September 2 will be accepted on a space-and-rate-availability basis. See "Hotel Guestroom Reservations" regarding scam alert as part of this packet.

## Special Needs

- I require special dietary meals.
- I require special meeting/event space accommodations in order to fully participate. Regina will contact you by phone or email.

## Travel

WMA was unable to secure an agreement for discounted air fares. We suggest that you try to book your flights in advance so that you can enjoy discounted rates with airlines such as Southwest Airlines ([southwest.com](http://southwest.com) or 800.435.9792) or websites that offer discounted airfares such as [expedia.com](http://expedia.com) or [travelocity.com](http://travelocity.com). WMA has negotiated special meeting rates with Hertz for car rentals during Convention at all California and Nevada locations. Contact Hertz ([hertz.com](http://hertz.com) or 800.654.2240) and refer to CV#02RE0033.

Go ONLINE to [wma.org/conv2019](http://wma.org/conv2019)  
 MAIL OR FAX  
 this completed form with payment to:

WMA  
 455 Capitol Mall, Suite 800  
 Sacramento, CA 95814  
 fax 916.448.7085 | phone 916.448.7002

**DO NOT EMAIL** this form with payment information to WMA as the email server is not secure.

Badge Name #1	Badge City	Attendee Email Address
Badge Name #2	Badge City	Attendee Email Address
Community/Firm Name (as it is to appear on badge)		Member ID#

Attendee Address for Confirmation

City, State, ZIP

Daytime Telephone Number

Fax Number

### REGISTRATION TYPE – CHECK ONE:

- Member - Owner
- Non-Member
- Member - Manager
- Allied Association
- Member - S&I
- Exhibitors use Booth Personnel Form from Exh Packet

### RIBBON CODE (Check all that apply):

- Board Member
- Committee Member
- Chapter President
- Speaker
- Committee Chair

## EXPO REGISTRATION FEES

(Fees listed below are per person rates)

	BEFORE SEPT 13	ON or AFTER SEPT 14		
Member	\$425 pp	\$495 pp	x _____ (total registrants)	= \$ _____
Non-Member	\$850 pp	\$990 pp	x _____ (total registrants)	= \$ _____
<b>Total Convention &amp; Expo Registrations Due</b>				<b>(A) \$ _____</b>

## Benefits for the Frank J. Evans Foundation • Monday, October 7, 2019

### GOLF

All fees listed are per person and due by September 2. Space is limited.

Golf Tournament \$155 per person x \_\_\_\_\_ (total participants) = \$ \_\_\_\_\_  
 I will take the shuttle to/from the golf course.  I will drive myself to the course.

Pairings request: \_\_\_\_\_ Handicap \_\_\_\_\_

**Total Golf Due (B) \$ \_\_\_\_\_**

### CASH DRAWING DONATION

Yes, I wish to donate:  \$100  \$250  \$500 toward the "seed money" for the cash drawing! (This is not a ticket for the drawing.) = \$ \_\_\_\_\_

**Total Cash Donation (C) \$ \_\_\_\_\_**

**GRAND TOTAL DUE (A + B + C) \$ \_\_\_\_\_**

## Networking No-Host Cocktail Reception • Monday, October 7, 2019 • 6:00 p.m.

Yes, I/we plan to attend the networking event. Total number of people attending: \_\_\_\_\_

Check enclosed (make payable to WMA) or charge to  VISA  MasterCard  AMEX  Discover

Cardholder's Name \_\_\_\_\_ Sec Code \_\_\_\_\_

Account # \_\_\_\_\_ Expires \_\_\_\_\_

Billing Address \_\_\_\_\_

City/State \_\_\_\_\_ ZIP \_\_\_\_\_

Signature \_\_\_\_\_ Email\* \_\_\_\_\_

(\*Providing your email address guarantees you an immediate receipt of your charges.)



# HIGHLIGHTS

## **GOLF TOURNAMENT — Monday, October 7**

The Lakes Course at Red Hawk Golf and Resort is this year's home to WMA's Convention & Expo golf tournament — a benefit for the Frank J. Evans Charitable Foundation. The \$155 fee includes shuttle transportation, a boxed lunch, two alcohol drink tickets and unlimited non-alcohol beverages. Registration begins at 9:00 a.m. and a shotgun start at 10:00 a.m. The golf course is located at 6600 N Wingfield Parkway in Sparks, Nevada. The telephone number is 775.626.6000.



## **NETWORKING EVENT — Monday, October 7**

Before we get to business, we are going to start you off with a no-cost, no-host networking event where you can catch up with industry colleagues during a leisure evening. If this is your first WMA Convention, then you must come to this event. Introduce yourself and make connections with people who will give you helpful advice for years to come. This is a very popular event so make sure to sign up for it!

## **KICK OFF LUNCH — Tuesday, October 8**

Kick off this year's Convention and Expo with a delicious lunch! We will give you ample opportunity to network with friends, but keep an eye open for that new face in the crowd and welcome new members. President Marilyn Green will welcome you and officially open the 2019 WMA Convention and Expo. After that, the scholarship recipients from the Frank J. Evans Charitable Foundation will be announced—perhaps one of them is from your community! Catherine Borg will give a brief legislative update and announce the winners of the golf tournament, then Doug Johnson will close the luncheon with updates on rent control before you head into the Expo.



## **EXPO ACTIVITIES — Tuesday, October 8 and Wednesday, October 9**

We will open the Expo right after lunch on Tuesday—giving you two hours to connect with exhibitors. The Expo will continue later in the day with the traditional Welcome Reception and Wine Tasting that you've come to love! A dinner buffet is included. Exhibitors have been invited to bring their favorite wines again! The Expo continues Wednesday, stopping only for the Annual Meeting and Luncheon. Dessert will be served on the Expo floor following lunch. Do feel free to stop in between seminars! You'll experience a dynamic day interacting with outstanding exhibitors who represent cutting edge products and services of the industry. Drawings will be held during the close of the Expo on Wednesday.



## **ANNUAL MEETING AND LUNCHEON — Wednesday, October 9**

Take a well-deserved break from the fast paced Expo and educational seminars. As you enjoy your lunch at the Annual Meeting and Luncheon, we will begin our awards program for the Craig Biddle/Don Durant PAC Award being presented to a member whose political contributions have stood out above and beyond all those who support WMA and the President's Award going to another member whose selfless contributions have impacted the industry. You will also learn the state of WMA, and watch the Board of Directors for 2019-2020 be elected and sworn in. Then get ready to laugh! Vicki Barbolak is one of America's funniest comedians — a fan favorite and top 10 finalist on Season 13 of America's Got Talent. Drawing on her roller-coaster life of working in a family carpet business, dueling with ex-husbands who think alimony is an Italian ice-cream flavor and raising two great kids all while living in the ultra posh Vista Manor Trailer Park near San Diego. Vicki has created a comic persona that has earned her well-deserved praise. You don't want to miss this!



## **To benefit the Frank J. Evans Charitable Foundation...**

The Foundation has been awarding college scholarships to deserving college-bound youth residing in WMA-member communities since 1999. Money given away comes through generous contributions to the Foundation from people like you! This popular cash drawing continues this year. The presentation is made at the President's Dinner Dance. We appeal to you to make a \$100 (or more) contribution toward this drawing, and then to purchase a chance to win once you get there. This is such a worthy cause. Your \$100 donation towards the cash drawing is fully tax deductible. Please use the Convention registration form to donate.

## **THE PRESIDENT'S DINNER DANCE — Wednesday, October 9**

You are cordially invited to WMA's signature black tie event on Wednesday evening. We will be there to welcome you, our honored guests. Join family, friends and colleagues for an elegant dinner. Then sit back and celebrate as the new President of the WMA Board of Directors, Andy Carey, is sworn into office and delivers his inaugural address. Next, join us in feting the 2019 recipient of WMA's most recognized and esteemed honor: The Busch, Carr & McAdoo Memorial Award. Once business has been wrapped up, prepare to dance the night away to the music of the Jeff Leep Orchestra! We promise this will be a night to remember!



*You* are cordially invited to  
*The President's Dinner Dance*

*Wednesday evening, the ninth day of October in this year*

*Beginning at half past six o'clock until ten o'clock*

*Come in fine attire and enjoy an elegant dinner, and  
witness the installation of our new president Andy Carey*

*Then celebrate the recipient of the  
Busch, Carr & McAdoo Memorial Award*

*Afterwards, stay and dance the night away*

*This will be a night to remember!*



**Andy Carey**  
President Elect

**The FJE Charitable Foundation**

The 50/50 cash drawings take place on this evening. WMA is requesting \$100 donations as seed money. The amount of donations determines the final amount given away. The Foundation's volunteers will be selling tickets during the Convention, as well as before and during the evening gala. So you will have many opportunities to buy your tickets for a chance to win a nice cash prize.

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PRESORTED  
FIRST CLASS  
US POSTAGE  
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Association**  
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