

## Membership Issue

**BREAKING NEWS...**  
Statewide MHC Rent  
Control Defeated – Again!



**WMA –**  
Changing  
Evolving  
Innovating  
Serving



SERVICING THE MANUFACTURED  
**SINCE  
1969**  
J.B. BOSTICK  
COMPANY  
INC.  
HOUSING INDUSTRY

*We'll Match any  
"Apples for Apples"  
Low-Bid! - Jim Bostick*

**Does Your Asphalt  
Look Like This ?**

**We Can Help !**

**Quality Installation, Repair  
& Maintenance at the Right Price!**



**J. B. BOSTICK  
COMPANY**

**Asphalt Paving Contractors**

2870 E. La Cresta Ave., Anaheim, CA 92806

TEL: 714.238.2121 • FAX: 714.238.2142

1 • 800 • 246 • PAVE

**Now Serving Northern California**

2175 PFE Road, Roseville 95747

TEL: 916.773.6067 • FAX: 916.773.6070

**Member and Supporter of WMA since 1969**

California State Lic. # 341573 • Nevada State Lic. # 35867  
Workers' Comp • State Fund • General Liability

### **Did You Know?**

1. **We'll match any competitive apples-for apples low bid!** It always makes sense to call us back after the bids are in...you get more for your money with J. B. Bostick.
2. Satisfaction guaranteed on all projects.
3. **FREE CONSULTATION:** Quite often, inferior work is received because you don't fully understand the bid. The special language, methods and techniques common to the asphalt industry often confuse park owners. You may actually pay more for less! After you receive our bid and 2 competitive bids, give us a call. We can help!

### **ABOUT OUR COMPANY:**

For over 54 years J.B. Bostick has delivered on-schedule planning and completion, constant supervision, top quality materials, experienced English speaking personnel and project durability.

### **SPECIALIZING IN:**

- Asphalt paving and resurfacing
- Asphalt removal and replacement
- Asphalt fabric overlays
- Asphalt maintenance and repair
- Asphalt coatings and striping
- Concrete removal and replacement



**MANUFACTURED HOME  
COMMUNITY INSURANCE**

*Low cost insurance for manufactured home communities  
and manufactured homes*



**Bill Joseph, CIC, President**

15105 Concord Circle #220,  
Morgan Hill, CA 95037  
25 Orchard, Suite 100, Lake Forest, CA 92630  
800.992.6966 toll free  
408.445.3095 direct line  
949.300.9109 cell  
949.588.8348 fax  
[bjoseph@csia-ins.com](mailto:bjoseph@csia-ins.com) email



**Josh Woods, Account Executive**

25 Orchard, Suite 100, Lake Forest, CA 92630  
15105 Concord Circle #220,  
Morgan Hill, CA 95037  
800.848.5882 toll free  
949.707.0471 direct line  
951.216.5611 cell  
949.588.8348 fax  
[jwoods@csia-ins.com](mailto:jwoods@csia-ins.com) email

Mobilehome communities have become some of the most sought after investment properties available in the marketplace. They are unique properties that are susceptible to exposures not found in other segments of commercial real estate. We, at California Southwestern Insurance Agency, have specialized in providing insurance to park owners since 1972.

We offer many more coverages that can enhance your overall insurance package, including:

- Tenant Discrimination
- Employment Practices Liability
- Difference In Conditions (Earthquake & Flood)
- Commercial Auto
- Pollution Liability
- Crime Coverage
- and Much More

**Make your life easier!**

visit us at

**[mobilehomeparkinsurance.com](http://mobilehomeparkinsurance.com)**



Cash Flow  
**Positive**

Stress Level  
**0**

Efficiency  
**100%**

Tenants  


An intuitive and powerful way to  
manage your communities from  
anywhere



Accounting



Operations



Marketing



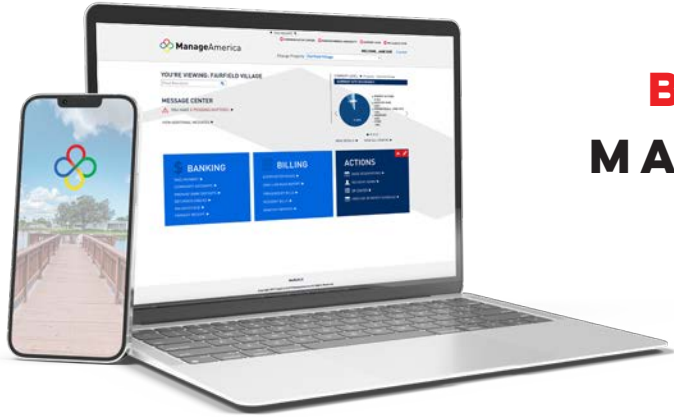
Leasing



Ready to make work a breeze?  
Get a personalized demo today.



yardibreeze.com | (800) 866-1144



## THE ONLY SOFTWARE **BUILT SPECIFICALLY FOR** MANUFACTURED HOUSING.

For 25 years, we've proudly served the industry's top owners & operators, streamlining their day-to-day operations and partnering in their growth.



**Drive**  
Occupancy



**Collect**  
Payments Quickly



**Save**  
Employees' Time



**Reduce**  
Risk & Errors

## A FULL SUITE OF SOLUTIONS TO MAXIMIZE PROFIT.

Book a Personalized Demo to Experience the ManageAmerica Difference for Yourself.

800.747.0259 · [ManageAmerica.com](https://ManageAmerica.com)



# Simplify Your Tenant Screening with RentSpree



## Save time

Forget physical documents—manage your entire screening process online from one dashboard



## Reduce liability

Let RentSpree handle all the sensitive personal information



## Speed up transactions

Start screening in minutes and get instant results to connect tenants and landlords fast

Get started for **free** in minutes

Scan to Start



or

Go to:

[www.rentspree.com/wma](http://www.rentspree.com/wma)

Need help? Call us at (323) 515-7757 or [support@rentspree.com](mailto:support@rentspree.com)





## 2023 - 2024 BOARD OF DIRECTORS

President

Virginia Jensen

President-Elect

Andy Balaguy

Secretary

Candy Holcombe

Treasurer

Ernie Schroer

Immediate Past President

Chad Casenhiser

At Large Regional Director

Ryan Jasinsky

At Large Regional Director

Walter Newell

At Large Regional Director

Greg O'Hagan

Northern Regional Director

Gregg Kirkpatrick

Central Regional Director

Jim Joffe

Southern Regional Director

Bob Baranek

Executive Director

Doug Johnson

Director of Communications & Events

Reporter Layout and Design

Regina Sánchez

Volume 50, Issue Number 5 of the WMA Reporter (ISSN 0747-3346) is published monthly by WMA, 455 Capitol Mall, Suite 800, Sacramento, CA 95814. Telephone: Editorial and Advertising 916.448.7002. Periodicals postage paid at Sacramento and additional mailing offices. Copyright 2024© by WMA, Inc. Reproduction in any form is expressly prohibited without prior consent. Subscription rate for members is \$49 per year, which is included in membership dues. Non-member subscriptions are not available.

Postmaster: Send address changes to WMA Reporter, 455 Capitol Mall, Suite 800, Sacramento, CA 95814.

The WMA Reporter is an official publication of WMA and publication herein shall satisfy any requirement of notification of the WMA membership. Programs and publications by WMA are intended to provide members with current and accurate information about the subjects covered. However, such information may not be sufficient in dealing with a member's particular problem, and WMA does not warrant or represent its suitability for such purpose. Members attending programs presented by WMA or using its publications do so with the understanding that WMA is not engaged in the practice of law and does not render legal or accounting services; and that the information published by WMA should not be relied upon as a substitute for independent research to original sources of authority.

Advertisers and/or their agents assume responsibility for content of advertisements and for any claims against the publisher based on the advertisement. Advertising copy must comply with federal, state, and local laws.

- 7 **Industry Updates**
- 9 **News & Information — Read It First: Assembly Bill 205 vs. Assembly Bill 1999**  
By Doug Johnson
- 11 **Capitol Update — WMA Members Make Victory and Success Possible**  
By Chris Wysocki
- 13 **Regional Focus — When in Rome — A Lesson from Diocletian**  
By Saulo Londoño
- 15 **Membership News — A Bright, Innovative Future Lies Ahead**  
By Melissa Martinez-Moore
- 17 **The President's Message — WMA's Changes Leading Our Industry Toward a Better Future**  
By Virginia Jensen
- 19 **Feature Article — WMA PAC Helping Elect Private Property Rights in the Legislature**  
By Clint Lau
- 21 **Feature Article — The Importance of Professional Development and How the WMA MCM Program Fulfills that Goal**  
By Candace Holcombe
- 23 **Community Member Benefits**
- 25 **Service & Industry Member Benefits**
- 26 **MCM Registration Form**
- 27 **The MCM Program**
- 29 **MCM Testimonials**
- 35 **WMA Foundation**
- 37 **Frank J. Evans Charitable Foundation**
- 39 **Member Spotlight — Inside the Mind of Barry Cole**  
By Patrick Revere

## DEPARTMENTS

- 9 New Members
- 12 Consumer Price Index
- 45 Industry Legislation
- 56 Community Membership Application
- 57 S&I Membership Application
- 59 Order Form for WMA Members

# #1

## MULTIFAMILY & COMMERCIAL RE COMPANY IN THE WORLD

# CBRE Manufactured Housing & RV Resorts (MHRV)

FOR SALE



**382 SITE PREMIER MHC**  
Western US (please contact us)

TRANSACTIONED



**200+ SITE 4 STAR MHC**  
Los Angeles County

FOR SALE



**STABLE W/STRONG OCCUPANCY**  
Lancaster, California

FOR SALE



**MHC IN COMPETITIVE MARKET**  
Hemet, California

FOR SALE



**RV PARK IN SCENIC LOCATION**  
Southern California

FOR SALE



**UPSIDE - 33 SITE PARK**  
Southern California

*The above includes featured current activity.  
Please contact to review additional offerings and sales information.*

### Recent & Proven Sales History

200+ Site 4 Star MHC - California
62 Site MHC - California
125+ Space 55+ MHC - Pacific Northwest
400+ Space MHC - Southwest
62 Space All Age MHC - California
12 Space 55+ MHC - Oregon
59 Space Snowbird RV Park - Arizona
39 Space All Age MHC - California
400 Space MH Development - Texas
130 Space RV Resort - Oregon
55+ MHC 24 Sites - California
55+ MHC 20 Sites - California

Park Sales, Lending & Advisory

### Park Sales



**NORM SANGALANG**  
SENIOR VICE PRESIDENT  
CA LIC. 01294930  
**+1 619 944 6676**  
norm.sangalang@cbre.com

### Park Loans



**ERIK EDWARDS**  
SENIOR VICE PRESIDENT  
CA LIC. 01841329  
**+1 760 402 1942**  
erik.edwards@cbre.com

### The Leading Team of Park Brokers

- National Top Producing MH/RV Sales
- Client Focused Reputation & Outcomes
- Serving Family, Private & Institutional Clients

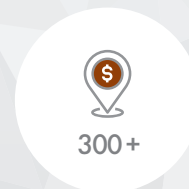
### & Park Lending Solutions

- Direct to Fannie Mae & Freddie Mac
- Complete CMBS, bank, life co, debt fund access
- Broadest range of possible lenders & structures



Top Producers

MHRV  
Specialists



300+

Career Sales  
Transactions



Since the 90s

Park Specialists  
For 25+ Years

**Call us to sell,  
buy or refi today**

**+1 619 944 6676**

# CBRE



# INDUSTRY UPDATES

## CALENDAR OF EVENTS

### MAY

#### Coffee Talk

May 2, 2024

Topic: Understanding and Promoting Organic Waste Recycling in Your Community

10:00 – 11:00 a.m.

For more information, contact [info@wma.org](mailto:info@wma.org).

#### MCM Webinar

May 16, 2024

Topic: Transforming Disaster into Disruption

10:00 – 11:30 a.m.

For more information and to register, visit [wma.org/event-registration](http://wma.org/event-registration). Registration form on page 26.

### JUNE

#### Coffee Talk

June 6, 2024

Topic: An Overview of the College Scholarship Program of the Frank J. Evans Charitable Foundation (FJE)

10:00 – 11:00 a.m.

For more information, contact [info@wma.org](mailto:info@wma.org).

#### CMHI Northern California Chapter Meeting

June 20, 2024

Embassy Suites Sacramento — Riverfront Promenade

Sacramento, California

For more information contact, [info@cmhi.org](mailto:info@cmhi.org).

### AUGUST

#### The RV/MH Hall of Fame Induction Ceremony

August 19, 2024

RV/MH Hall of Fame, Elkhart, IN

For more information, contact [rvmhhalloffame.org](mailto:rvmhhalloffame.org).

### SEPTEMBER

#### 2024 MHI Annual Meeting

September 23 – 25, 2024

Sheraton Wild Horse Pass, Phoenix, AZ

For more information, contact [manufacturedhousing.org](http://manufacturedhousing.org).

### OCTOBER

#### WMA Convention & Expo

October 14 – 17, 2024

M Resort Spa Casino, Henderson, NV

For more information, contact [regina@wma.org](mailto:regina@wma.org).

visit us at

**wma.org**

WMA — REPRESENTING OWNERS OF MANUFACTURED HOME COMMUNITIES SINCE 1945

The purpose of the *WMA Reporter* is to act as an industry resource, to generate interest in association activities, and to promote a positive image of manufactured home communities.



Keeping All Your Utilities  
Running Smoothly

**24/7**

**Electric, Gas and Water Utility Contractor**

Family owned and operated since 1970

Orange • Riverside • San Bernardino • Los Angeles • San Diego

**24-Hour Emergency**  
714-630-3377

[www.PSUC.net](http://www.PSUC.net)

800-724-5757



# NEWS & INFORMATION

Doug Johnson | Executive Director

## Read It First: Assembly Bill 205 vs. Assembly Bill 1999

Back in 2010 — when debate was raging over the Patient Protection and Affordable Care Act in Washington, D.C. — Speaker of the House Nancy Pelosi famously quipped: “We have to pass the bill, so that you can find out what’s in it.” Basically, it was an admonition to fellow lawmakers to vote for the landmark health care legislation without knowing the details, and more importantly, the far-reaching impact the law would have on the American people.

This “vote now — read later” law-making philosophy is also popular inside California’s capitol building. In mid-2022, Assembly Bill 205 was surreptitiously inserted into a massive budget trailer bill. It was amended on June 26, passed the Senate on June 29 and then passed the Assembly and was signed into law on June 30. The complicated legislation that ordered the California Public Utilities Commission (CPUC) to impose an income-based rate structure on investor-owned electric utility customers was not heard in a single policy committee; it was literally passed in the dead of night. Hidden from public scrutiny, as so many bills are.

Fast-forward two years, and the notion of setting utility rates based on household income is turning out to be a pretty lousy idea. Many argue that high fixed-rate charges will increase electric bills for millions of Californians and pose significant legal, administrative, privacy, and energy conservation concerns. Liberal Democrats who voted for AB 205 — without reading or understanding it — are now hearing from angry constituents who want to see the law significantly amended. Assemblywoman Jacqui Irwin lamented: “AB 205 should have had a very robust conversation.” It didn’t, but that didn’t stop Irwin from voting for the bill in 2022.

A cleanup bill, Assembly Bill 1999 — supported by Irwin, many of her colleagues and even a large contingent of California members of the U.S. House of Representatives — would eliminate the income-based billing provision of AB 205.

WMA supports this repeal as well. In a March letter to the legislators, WMA’s Chris Wysocki wrote: “We applaud your effort to correct a policy that should have been fully

vetted in a policy committee instead of bypassing the committee process by using the budget trailer bill process in the final days of budget discussions. AB 205 is a prime example that highlights the unintended consequences that often emerge by inserting public policy into the state budget process, and we thank you for attempting to correct what arguably was a misuse of the legislative process.”

Assembly Bill 1999 has not yet been set for a hearing. ■

## Welcome New Members

Cedar-Oaks Park,  
Jamestown

Sherwood Forest  
Mobilehome Park,  
Paradise

West Wind Mobilehome Park,  
Loleta

Western Manufactured Housing  
Community, LLC,  
San Jose

■

Doug Johnson is WMA’s Executive Director and can be reached at 455 Capitol Mall, Suite 800, Sacramento, CA 95814; phone 916.448.7002, extension 4025; fax 916.448.7085; and email [doug@wma.org](mailto:doug@wma.org).

# Unparalleled Experience

## HOPKINS & CARLEY MANUFACTURED HOUSING LEGAL TEAM

For more than three decades, manufactured housing community owners and park management companies throughout California have relied on the seasoned attorneys at Hopkins & Carley for assistance with all of the legal issues that arise in this highly regulated industry.

Our team provides clients the full benefit of business and legal advice on various matters, including collaboration with our tax and land use practice groups on redevelopment projects related to the development, sale, financing, and operation of mobile homes, manufactured housing, and similar communities.



**Andrew Ditlevsen** | [ajd@hopkinscarley.com](mailto:ajd@hopkinscarley.com)

Andrew Ditlevsen advises manufactured housing community owners, managers and operators throughout California concerning all facets of manufactured housing community acquisition, management and operation, including those clients seeking to convert the use of existing parks located throughout California, as well as assist clients in their efforts to redevelop the same.



**Paul T. Jensen** | [pjensen@hopkinscarley.com](mailto:pjensen@hopkinscarley.com)

For more than 35 years, Paul Jensen has represented manufactured housing community owners and operators in all aspects of manufactured housing communities' law. Paul has been deeply involved in the industry, including through his many annual speaking engagements for the Western Manufactured Housing Communities Association, and service on various WMA committees.



**Lucas Coe** | [lcoe@hopkinscarley.com](mailto:lcoe@hopkinscarley.com)

Lucas Coe works with clients in the manufactured housing community industry regarding their operation and management, including preparation of lease agreements and community rules/regulations, rules enforcement and litigation, and eviction matters.

**hopkins carley**<sup>®</sup>

408.286.9800 | [hopkinscarley.com](http://hopkinscarley.com)



# CAPITOL UPDATE

## Chris Wysocki | Legislative Advocate

### WMA Members Make Victory and Success Possible

After we effectively stopped state-wide rent control this year, which would have come courtesy of Assembly Bill 2778, the Assembly Housing and Community Development Committee decided to not grant the bill a hearing.

My first thought was how honored and blessed I am to be a part of the WMA team serving our members who want nothing more than to provide housing opportunities for people in California.

Stopping AB 2778 was no easy task, but what made doing so possible is the work our members do every day and the support they provide to WMA. The manufactured housing community industry, for whatever reason, seems to be always in the crosshairs of legislators who choose to portray owners of communities nothing more than greedy landlords taking advantage of innocent renters.

Thankfully, that perception is starting to change. This isn't just because of our team of dedicated professionals working for WMA at the state and local levels of government, but also because so many of our owners and managers have made themselves available to engage in the legislative and political process.

Whether it has been participating in tours with your legislators, donating to the WMA PAC, or utilizing our legislative VoterVoice program to easily correspond with legislators, the members of WMA deserve the credit for our successes.

When we started organizing a series of community tours with legislators and candidates, I had my doubts about the success of the program. My doubts were quickly squashed once I began to receive calls from legislators who participated in these tours with questions about how WMA would react to a bill or idea. Many of these calls have come from legislators with whom we historically have had a challenging relationship. But having legislators get to know our members and visit our communities has made a real difference in how our industry is perceived.

Our members have also been instrumental in helping shape the makeup of the Legislature. While still overwhelmingly controlled by Democrats, the WMA PAC Board of Trustees has embarked on an aggressive mission of creating a coalition of Republicans and moderate Democrats who believe in private property rights. Those efforts began in earnest in the 2022 election cycle,

and ultimately resulted in many bad bills being stopped in their tracks. The 2024 election is poised to yield a significant increase in moderate Democrats. Nearly 90 percent of the candidates supported by the WMA PAC in the Primary election will be on the General election ballot, and we have a great chance to gain as many as 12 moderate Democrats in the Assembly and Senate.

While it is true that donations do not influence a legislator's decision on key bills, donations help ensure that the right person is elected. If our strategy is successful (as it was in the Primary), the California Legislature will have a more moderate makeup of legislators in the 2024–2025 legislative session. This will make our mission of stopping bad bills and promoting good ones more promising. Donations that our members make to the WMA PAC are all greatly appreciated.

I would be remiss if I failed to recognize the countless hours the WMA Legislative Committee, which is made up of community owners and management companies, puts in while going over hundreds of bills to provide WMA's legislative team the direction we need to advocate on behalf of our members. Our staff relies greatly on the information pro-

vided by the men and women who serve on the Legislative Committee. This allows us to make the best possible arguments to legislators who cast votes affecting owners around the state.

In addition to the policy arguments articulated by our Legislative Committee, our dedicated team of legal advisors provides insightful legal analysis on bills and amendments throughout the year. Often, last-minute amendments are introduced, and our legal advisors make themselves available with only a few

hours' notice to review the impact of these amendments.

Our accomplishments as an advocacy arm of WMA depend on the continued support of our members. Participating in tours of our communities, responding to calls to action through our VoterVoice system, and donating to the WMA PAC are key elements of preserving manufactured housing communities represented by WMA. At times, it seems like a lot — but WMA works because of our members, and I am truly grateful to be of service to the

many men and women I have had the privilege of getting to know and respect.

It is often said that working hard is easy if those you work for are respected and hard working. As the state legislative advocate for WMA, I am proud to have an opportunity to work for people who simply want to stay in business and keep providing housing opportunities for people around the state. I am truly blessed, and it is an honor to work for WMA and our members. ■

Chris Wysocki is WMA's Legislative Advocate and can be reached at 455 Capitol Mall, Suite 800, Sacramento, CA 95814; phone 916.288.4026; fax 916.448.7085; and email [chris@wma.org](mailto:chris@wma.org).

# Consumer Price Index

*Percent Change — March 2024*

## All Urban Consumers

	12 Months Ending		One Month Ending
	February 2024	March 2024	March 2024
US City Average	3.2	3.5	0.6
Los Angeles/Long Beach/Anaheim	3.4	4.0	0.7
Bimonthly Data	Year Ending		Two Months Ending
	December 2023	February 2024	February 2024
San Francisco, Oakland, Hayward	2.7	2.2	0.7

## Urban Wage Earners and Clerical Workers

	12 Months Ending		One Month Ending
	February 2024	March 2024	March 2024
US Average City	3.1	3.5	0.7
Los Angeles/Long Beach/Anaheim	3.0	3.9	0.8
Bimonthly Data	Year Ending		Two Months Ending
	December 2023	February 2024	February 2024
San Francisco, Oakland, Hayward	2.8	2.9	1.8

Release date April 10, 2024. For the latest data, visit <http://www.bls.gov/regions/west/cpi-summary/home.htm>.



# REGIONAL FOCUS

## Saulo Londoño | Regional Representative

### When in Rome — A Lesson from Diocletian

Recently, my wife noticed a new internet trend in which women create videos expressing surprise at how often the men in their lives (husbands, friends, sons, etc.) think about the Roman Empire. Knowing my passion for history and my interest in internet trends, she suspected I would enjoy it, and I saw an opportunity to connect this trend with our world at WMA. Therefore, in order to do so, we will rewind the clock by about 1,740 years.

Diocletian, born Diocles, came from a humble background in Dalmatia (modern-day Croatia), from a family of low status. He rose to power during a tumultuous time in Roman history, becoming Emperor in 284 AD after a period commonly referred to as the “Crisis of the Third Century.” This period saw the Roman Empire come close to collapse, marked by civil wars, external military threats, and — most importantly to this column — dire economic turmoil. Diocletian responded to these threats by announcing significant administrative, military, and economic reforms.

Diocletian’s most known reform is the Tetrarchy, or the “Rule of Four.”

Rising through the ranks of the Roman military, Diocletian saw firsthand the challenges of governing such a vast empire. Considered too challenging for one individual, the Tetrarchy divided the empire into



four administrative units, each with its own ruler. This selfless decision showed his pragmatic approach to governance. In the short term, this system brought stability to the empire by dividing power and providing a succession framework.

Furthermore, Diocletian implemented additional administrative reforms to enhance government

efficiency. He divided provinces into smaller units, established regional commands, and appointed officials to oversee governance at a smaller, more local level. These reforms laid the groundwork for later developments, including the rise of Emperor Constantine and the eventual transition to medieval Europe. He also reorganized the legions, increased recruitment, invested in military fortifications, and took steps to professionalize the Roman army.

I tell you all this to emphasize that ultimately, Diocletian was serious about addressing the issues plaguing the Roman Empire. He looked at the poor state of the empire from top to bottom and said: “Let’s do everything we can to get this mess under control, no matter who gets the credit.”

Which brings us to Diocletian’s economic reforms. His economic policies were primarily aimed at addressing the pressing issue of inflation, which had been steadily eroding the value of Roman currency for decades. The devaluation of the denarius, the empire’s primary coinage, had led to rising prices for goods and services — and with it,

economic and social unrest. The Emperor undertook efforts to regulate and stabilize the currency by issuing new coinage and imposing strict controls on the minting and circulation of money, including measures to combat counterfeiting and devaluation of the currency. Nonetheless, hyperinflation remained a central concern.

Without modern economic theory to rely on, Emperor Diocletian addressed inflation in a manner that suited him best. Like many other leaders and politicians after him, he made the mistake of using the heavy hand of government to impose his most significant economic measure: The Edict on Maximum Prices, issued in 301 AD. Also known as the Edict of Diocletian, it established price controls on various goods and services throughout the empire. It fixed the maximum prices at which certain goods and services could be sold, including food basics, as well as non-food items like clothing, fuel, transportation, and other services.

Diocletian's price controls were enforced through a system of bureaucratic oversight. Merchants and producers found guilty of selling above maximum prices faced severe penalties, including confiscation of goods and property, fines, imprisonment, and even execution in some cases. These price controls led to shortages, widespread discontent among merchants and consumers, and the creation of black markets.

The rigid bureaucracy required to enforce these measures added to the administrative burdens of the empire and contributed to its eventual decline. By the end of Diocletian's reign in 305 AD, less than four years after going into effect, the Edict on Maximum Prices was, for all practical purposes, ignored. The Roman economy, as a whole, was not substantively stabilized until the coinage reforms of Emperor Constantine in 310 AD.

Diocletian's heavy-handed approach to addressing inflation highlights the risk of government intervention in markets. Today, policymakers face challenges in navigating complex economic landscapes while balancing competing interests. Diocletian's Edict serves as a cautionary tale, emphasizing the need for evidence-based, flexible policies that promote economic resilience and stability.

In the process of writing this article, I researched whether or not rent control was a part of the Edict. Ultimately, there is no explicit evidence to confirm or refute the inclusion of rent control provisions in Diocletian's Edict on Maximum Prices, so let's just say the topic remains a subject of scholarly debate. With that said, it's fascinating to me that leaders make similar mistakes throughout history. The Edict isn't even the earliest example of attempts to control prices. There are mentions of regulations on the prices of goods in Mesopotamia as

well as ancient Greek city-states like Athens. In the Roman Empire itself, prior to Diocletian, both Emperor Augustus and Emperor Nero issued edicts to regulate prices in response to economic crises. However, Diocletian's edict is notable for its comprehensiveness and the extent of its enforcement.

Emperor Diocletian was a pragmatic man. Though not entirely selfless, he showed a willingness to compromise and a genuine desire to improve the lives of ordinary Romans. I admire what he did during his reign a lot more than what most Emperors chose to do with theirs. In that spirit, I like to think that if Diocletian had the benefit of knowledge of modern economic theory, he never would have made the obvious mistake that was the Edict on Maximum Prices.

And that's my excuse for thinking of the Roman Empire for the day. ■

Missing a past  
*Reporter* issue?

Visit us at  
**wma.org**

and go to the  
NEWS tab.

Saulo Londoño is WMA's Regional Representative for the Northern California/Bay areas. He can be reached via phone 714.227.4009; or email [saulo@wma.org](mailto:saulo@wma.org).





# MEMBERSHIP NEWS

Melissa Martinez-Moore | Director of Membership & Education

## A Bright, Innovative Future Lies Ahead

As a foundational pillar in the manufactured housing industry, WMA is a crucial link between industries, government bodies, and the public. We empower our members, enabling them to tackle challenges, navigate regulatory complexities, and seize growth opportunities. Our platform for networking fosters connections that can lead to partnerships and innovation. By championing best practices and industry standards, we uphold integrity and quality within our industry.

### Where We Are Now

WMA remains steadfast in our advocacy efforts, particularly at the State Capitol, always keeping our industry's priorities and interests at the forefront. Our dedicated Legislative team works tirelessly to ensure we have a stake in the process. So far this year, we've conducted over 15 community tours in California, enabling staff and members to engage with their representatives and introduce them to the complexities — from rent control to water meters — associated with operating a community.

In addition to connecting with elected officials, WMA also connects our members with industry professionals. From member attorneys with years of experience in

manufactured housing communities to other industry partners, we serve as a hub for our members to access multiple resources. This year, we were able to dive into some of our partner services with RentSpree and FormsRUs in our free monthly Coffee Talk.

In addition to our Coffee Talk, WMA MCM webinars have maintained their popularity by providing exceptional subject matter experts to explore topics pertinent to our audience. We are grateful to our presenters, the Board of Directors, and the Western Manufactured Housing Education Group (WMEG) members for providing guidance on relevant issues of the day. We review all attendees' surveys to ensure our members are in the driver's seat.

Those involved in our advancement, from the attendees to our subject matter experts, continue to push us to provide you with the best we can offer.

### Where We Are Headed

The California Department of Housing and Community Development (HCD) held a focus group in February regarding the Park Manager Training Program, which will become effective in May 2026 and impact all communities in the state.

As the state finalizes rules and the overall structure of implementing and enforcing the program, we at WMA continue to work hard to meet your training needs.

WMA recognizes that in-person training and social networking opportunities continue to serve an important need. As we prepare for the state requirement, WMA ultimately envisions maximizing the on-demand learning structure for our audiences. Imagine not needing to cancel important webinar registrations for the unexpected! See your staff maximizing their time by fulfilling state requirements and balancing their day-to-day tasks.

As an adult learner, knowing I can set the time and place to immerse myself in a course entirely is exciting and convenient. This would be a stepping stone to move in the direction of providing more opportunities for valuable networking.

As we undertake these efforts, we want to assure members that WMA is committed to providing the platforms and resources necessary to allow members to succeed. We welcome input and feedback to help us serve you better. Remember, WMA is there for its members every step of the way. ■

Melissa Martinez-Moore is WMA's Director of Membership & Education. She can be reached at 455 Capitol Mall, Suite 800, Sacramento, CA 95814; phone 916.448.7002, extension 4022; fax 916.448.7085; and email [melissa@wma.org](mailto:melissa@wma.org).



**American Asphalt**

EMPLOYEE OWNED

# We Pave The Way To A Beautiful Community



## Caring For Mobile Home Communities Since 1983

Show us your ugliest asphalt, your worst walkway and we will restore it to its former glory. To start, schedule a FREE Pavement Evaluation. We can help identify the priority area and the best approach with the budget you have.

We are your trusted advisors for asphalt and concrete pavement maintenance including:

- ✓ Asphalt Repairs
- ✓ Concrete
- ✓ Sealcoating
- ✓ Slurry Seal
- ✓ Striping



**PAVEMENT**

**2020 TOP  
CONTRACTOR**



American Asphalt

EMPLOYEE OWNED

Paving • Striping • Sealcoating

**Contact Us Today!**



800-541-5559



info@americanasphalt.com



24200 Clawiter Road, Hayward, CA 94545





# THE PRESIDENT'S MESSAGE

Virginia Jensen | WMA President

## WMA's Changes Leading Our Industry Toward a Better Future

As Winston Churchill wisely noted, "However beautiful the strategy, you should occasionally look at the results."

WMA was created in 1945, and there is no doubt that our association has succeeded beyond the wildest dreams of our first President, Paul Carriere, and our founding members who believed it was important for parkowners to join forces to serve, protect, and defend our industry against those who would like nothing more than to deprive us of our constitutional right of private property.

Our team of dedicated professionals have accomplished a lot over the past few years.

It would have been very easy to settle into complacency and rest on our laurels of successfully fighting rent control at the local level and winning all over the state.

It would have been easier to avoid taking risks with our political program by just giving in to incumbents and ballot measures.

It would have been simpler to accept that the Legislature is overwhelmingly progressive and instead, focus our efforts on making an awful bill only marginally better for our industry and to put more of our energy into filing litigation against the worst of the worst legislative ideas.

What I have seen over the past several years has reinvigorated my excitement about WMA. There is a renewed belief that we can accomplish victory if we are willing to take risks and adapt to changing realities. As President, I'm very optimistic about our future. I am proud to work with so many fellow parkowners and management companies who share my belief that WMA's brightest days are ahead because we are working to improve on our past success.

For starters, I am excited to announce that WMA is moving its Sacramento office out of the expensive real estate market of downtown to an office a couple of exits up Interstate 5. The existing office made sense when most meetings took place in person. In a post-COVID world, many meetings are held virtually over Zoom, so the need to have a physical office downtown is considerably less.

Our professional staff and our PAC Board of Trustees have embarked on a new course of action when it comes to making political donations to legislative candidates. We have adapted to the reality that California is a state controlled by Democrats. We have made electing a majority coalition of Republicans and moderate Democrats a top priority. Our efforts appear to be working, as shown by our recent legislative suc-

cesses, which include the blocking of statewide rent control and giving tenants a right of first refusal to purchase a manufactured housing community.

Our Membership Department has also worked closely with our Legislative Department as WMA prepares to ramp up to handle mandatory manager training for every community in the state — not just WMA members.

While WMA opposed this mandate in the Legislature, our Legislative Department has worked with HCD officials in stakeholder meetings that will result in WMA having an opportunity to provide this training to every community in California. Even better, the training mandate has fast-tracked our Membership Department's upgrade of our website and database to make it more user-friendly and useful to our members.

It's an exciting time to be a part of WMA. All our departments — membership, legislative, communications, accounting, and our regionals — are working together with one voice toward the goal of providing better service to our members. WMA members who serve on our Board of Directors, committees, and task forces are actively engaged and provide regular direction to staff,

making themselves available to help our staff and advisors with key and timely information.

WMA has taken Winston Churchill's advice to look at the results of our strategy, and I'm proud to report that our strategy is working. We are stronger today than ever, and I feel very fortunate to serve as President with so many dedicated community owners and managers committed to making sure manufactured housing communities remain an important part of solving California's housing crisis. ■

Virginia Jensen is WMA's current President on the Board of Directors. She helps run and operate her family's portfolio of properties located throughout San Diego County. She can be reached at [terryentparks@aol.com](mailto:terryentparks@aol.com).

**Amtec**  
Service Company, Inc.

- Gas System Maintenance Programs
- Gas Leak Surveys
- Cathodic Protection Installation
- Leak Repairs
- Meter Change-outs
- Qualification Classes for Park Management
- Annual Check-out of existing Cathodic Protection Systems
- Member of WMA since 1976
- Product Sales including Gas, Electric and Water Meters

**Serving Southern California**  
California Contractor License #658925

**Toll Free**  
**(888) We Fix Leaks**  
**933-4953**

*Veteran  
Owned  
and  
Operated*

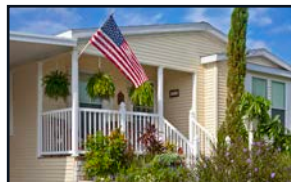
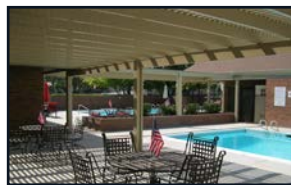


# STORZ MANAGEMENT COMPANY

MANAGEMENT SERVICES FOR MANUFACTURED HOME COMMUNITIES



“CREATING VALUABLE  
COMMUNITIES SINCE 1971”



WHAT SETS US APART

**UNRIVALED EXPERIENCE**  
40+ YEARS

**PURCHASING POWER**  
UNIQUE ACCESS FOR  
CLIENTS

**LEADER IN INNOVATION**  
NEWEST TECHNOLOGY FOR  
IMPROVED EFFICIENCY

**PROPRIETARY SYSTEMS  
AND TECHNIQUES**  
INCREASED ASSET VALUE

READY TO PUT YOUR  
INVESTMENT IN EXCEPTIONALLY  
CAPABLE HANDS?



LET'S GET IN TOUCH!

(916) 989-5333  
[INFO@STORZCO.COM](mailto:INFO@STORZCO.COM)  
[STORZCO.COM](http://STORZCO.COM)



# FEATURE ARTICLE

## Clint Lau | Chair, PAC Board of Trustees

### WMA PAC Helping Elect Private Property Rights in the Legislature

As Chair of the WMA PAC Board of Trustees, I want to express my sincere gratitude for the generosity so many of our members have shown to help WMA elect legislators and local candidates around the state that share our values of private property rights. The entrepreneurial spirit still exists in California!

I am often asked by fellow WMA members why they should contribute to the WMA PAC when it seems that the deck is stacked against them with elected officials who constantly attack our industry. Because of our trusted team of advisors, we are making progress toward leveling the playing field in Sacramento. We are able to help elect Republicans and Democrats who oppose rent control, believe in private property rights, and have a track record of supporting the private sector that is providing housing opportunities to California families.

Although our industry is under continued attack, we have made great progress over the past couple of election cycles to elect legislators and local officials who support our beliefs that manufactured housing is an important part of the solution to California's housing crisis.

We believe that participating in elections and electing the right people

to public office makes the job of our legislative team a little easier as they work to pass good laws and stop bad legislation. Their job of protecting our industry would be nearly impossible without us being involved in campaigns and elections at the state and local levels.

In the Primary election, the WMA PAC provided significant financial support to 49 candidates for state legislative offices. Some were more willing than others to offer support, but we decided to help as many moderate Democrats in safe Democrat seats as possible. I am proud to say that 44 of the 49 candidates the WMA PAC supported came in either first or second in their races, meaning that they will appear on the November general election ballot. With a success rate of over 89 percent, it shows that the WMA PAC is wisely spending the precious resources given by our members.

Our goal of helping to elect Republicans AND moderate Democrats began in the 2022 election cycle, and those victories helped us stop state-wide rent control of manufactured housing communities from becoming law and kept so-called "tenant groups" from passing a law to give residents a right of first refusal to purchase a manufactured housing

community. While these issues have once again emerged, our WMA team is doing everything possible to defeat them, again.

Our political successes in 2022 are yielding results. But our 2024 goal is to further increase the number of moderate Democrats and Republicans we can call upon to support our industry in the Legislature in 2025 and beyond. The progressive liberals who believe our industry takes advantage of homeowners who rent land in our communities fought very hard in the Primary to maintain their overwhelming majority in the Legislature. But our efforts paid off, and many of the progressive candidates failed to make it to the November election.

There are several Assembly and Senate districts currently represented by progressive liberal candidates which will, or could, be represented by moderate Democrats. The moderate Democrats, with the help of the WMA PAC, could well increase their numbers by nine seats in the Assembly and three in the Senate. This could result in a coalition of up to 43 Republican and moderate Democrat legislators in the Assembly who share WMA's values and 18 Republican and moderate Democrat legislators in the Senate.

Accomplishing this goal will require a continued giving strategy from the WMA PAC that is only possible with the generosity of our members who participate. Many of the races that will decide the philosophical makeup of the 2024–2025 legislative session will see millions of dollars spent between moderate Democrats and radical progressives — but our success is shaping the field. With a continued commitment to building a coalition of legislators who believe in private property rights, WMA’s future legislative efforts stand a better chance of success.

Many trade associations in Sacramento choose to give to as many

legislators as possible, but that is not the WMA PAC’s goal. Our PAC Board of Trustees has decided to invest heavily in races where we can make a real difference. Our early involvement with many first-time lawmakers creates a relationship that carries on well into the legislative careers of these men and women whom the WMA PAC supports.

I know it is difficult to give money to the WMA PAC when operational costs have increased and continue to do so. But if we stop being involved in supporting campaigns of Republicans and moderate Democrats who believe as we do that private property is a fundamental right,

our industry’s future will be decided by radical progressives who would make it virtually impossible for us to stay in business. That is something we cannot afford.

Again, thank you to all our members who participate in the WMA PAC. It is because of your support that our strategy of electing a coalition of legislators who share our values is beginning to bear fruit. This would not be possible without your generosity and the trust you have placed in us to make sure your precious resources are effectively used to accomplish our goal. ■

Clint Lau is a former President of WMA and currently serves as Chair of the WMA PAC Board of Trustees and Vice Chair the WMA Legislative Committee. He can be reached at email: [clintlau@lfgmgt.com](mailto:clintlau@lfgmgt.com).

**Get your inventory sold.**  
**With a proven formula for success,**  
**by a 5-star team of tech marketing experts.**

**Lead Generation | Sales Automation | Digital Marketing**

Packages Starting At **\$199/mo.**

**Schedule a demo today:**  
**(866) 524-4744 ext. 108**  
**[sales@bigrigmedia.com](mailto:sales@bigrigmedia.com)**

**BIGRIGMEDIA®**  
**[www.bigrigmedia.com](http://www.bigrigmedia.com)**



# FEATURE ARTICLE

Candace Holcombe | Chair, Western Manufactured

Housing Education Group (WMEG)

## The Importance of Professional Development and How the WMA MCM Program Fulfills that Goal

Professional development is essential for individuals striving to advance their careers and remain competitive in a constantly evolving job market.

Continuously improving skills, acquiring new knowledge, and staying current with industry trends are crucial components of professional growth. Engaging in professional development opportunities not only enhances individual expertise, but also increases job satisfaction, boosts productivity, and opens doors for career progression. In today's competitive landscape, investing in professional development is a strategic decision that can lead to long-term success and fulfillment in one's career.

The WMA MCM program offers a comprehensive curriculum that covers a range of topics specifically directed at providing students with the knowledge and skills they need to succeed in their careers.

By completing the program, individuals can enhance their expertise in key areas such as strategic planning, communications, maintenance, operations, and management. This program also allows students to network with their peers and indus-

try professionals while gaining practical experience through hands-on training and real-world experiences.

Additionally, the program offers flexibility for working professionals, with online training. This allows students to continue their education while balancing their work and personal commitments.

The training is designed to empower individuals to take their careers to the next level and achieve their professional goals. Students can develop the skills and knowledge needed to succeed in today's competitive job market, and advance in their chosen field of management. The WMA MCM designation holds significant importance to me for several reasons.

It signifies an elevated level of expertise and specialization in the field of manufactured housing community management.

By earning the designation, you demonstrate the commitment to continuous learning and professional development, displaying your dedication to staying current with industry trends and best practices. Successful individuals in our industry understand that staying

informed on regulations, laws, and best practices is one of the most powerful tools to protect assets and avoid litigation.

The designation allows for new opportunities for career advancement and growth. Employers often value professionals who have earned specialized certifications or designations, as it demonstrates a higher level of competency and expertise in their field. With the WMA MCM designation, you are better positioned to pursue leadership roles, secure promotions, and stand out on job applications.

Additionally, the designation provides credibility and recognition within the industry. It serves as a mark of distinction that sets you apart from your peers and validates your skills and knowledge in a very specialized field of management. This can enhance your professional reputation, increase your credibility with clients and colleagues, and ultimately lead to greater success in your career.

Overall, the WMA MCM designation is important because it represents a significant investment in your professional development, career progression, and continued

success in this dynamic and competitive field as a Manufactured Housing Community Manager (MCM).

The program began in 1993 and has continued to grow in popularity and numbers through the years. The Western Manufactured Housing Education Group (WMEG), in conjunction with WMA, awards this designation to community management professionals who have distinguished themselves in

areas of experience, education, and ethical conduct.

I applaud those who have received their (MCM) designation and encourage all in the industry to strive for this prestigious achievement. The dedication and hard work required to earn the (MCM) designation is truly commendable, and I know that those who have achieved it have shown a commitment to excellence in their chosen field.

Continuing education and professional development are key components to success in any industry, and the MCM designation is a wonderful way to demonstrate that commitment.

I look forward to seeing you at our next WMA MCM event. ■

Candace (“Candy”) Holcombe is the Vice President of Operations — Manufactured Housing Division for Watt Capital Partners. She currently serves as Secretary on WMA’s Board of Directors, and as Chair of the WMEG. She can be contacted at [cholcombe@wattcap.com](mailto:cholcombe@wattcap.com).

visit us at [wma.org](http://wma.org)

WE SEE THE FOREST  
AND THE TREES  
AND THE PATH

Optimize Your Park’s Performance  
Contact Monolith Properties  
916.292.9473  
[monolithparks.com](http://monolithparks.com)

  
**Monolith**  
*Reduce headaches.  
Increase Returns.*



# COMMUNITY MEMBER BENEFITS

## ADVOCACY

- Receive weekly legislative updates with our Capitol Update
- Get involved and have your voice heard with VoterVoice
- Local assistance from WMA's Regional Representatives



## EDUCATION & EVENTS

- Savings on the WMA annual Convention & Expo
- Free monthly virtual Coffee Talks led by industry experts
- Discounts on WMA's manager accreditation program for your whole staff

## PROFESSIONAL SERVICES

- Landlord/tenant forms and manuals
- Free 15-minute legal advice from experienced attorneys
- Stay informed with WMA's monthly *Reporter* magazine
- WMA classified advertising opportunities and referrals
- WMA staff-provided assistance and guidance on day-to-day community operations
- Access to a network of service providers through our WMA *Service & Industry Directory*



## PARTNER SERVICES

- Discounts on Group Workers' Compensation Insurance (NOW open to qualified non-member communities)
- Tenant screening service discounts with RentSpree
- WMA forms online subscription (\$95 annual subscription)
- Savings on Office Depot, HD Supply, and Motion Picture Licensing

Visit our website for more information: [wma.org/member-benefits](http://wma.org/member-benefits) or contact [info@wma.org](mailto:info@wma.org).

**ALBANO**  
**DALE**  
**DUNN**  
**LEWIS**  
**ADD&L INSURANCE INC.**

**ESTABLISHED 1957**

**800.346.7958**



- ◇ Access to Hard-to-Place Property Markets
- ◇ General Liability, Property and Package Policies in 49 states
- ◇ Flood Including Flood Business Income
- ◇ Difference in Conditions (Earthquake & Flood)
- ◇ Workers Compensation
- ◇ Tenant Discrimination
- ◇ Excess/Umbrella Liability
- ◇ Mobilehome Dealers
- ◇ Employment Practices Liability
- ◇ Property Managers E&O
- ◇ Many more coverage options available

Tony Albano ([talbano@addlins.com](mailto:talbano@addlins.com))  
 Megan Mackinnon ([mmackinnon@addlins.com](mailto:mmackinnon@addlins.com))  
 Angie Heinz ([aheinz@addlins.com](mailto:aheinz@addlins.com))  
 Megan Ellinghouse ([megan@addlins.com](mailto:megan@addlins.com))  
 Josh Horch ([josh@addlins.com](mailto:josh@addlins.com))

**Industry Leaders in the  
 Mobilehome Park Business  
 Since 1957!**



**A full-service independent insurance agency with a broad range of carriers for all types of COMMERCIAL and PERSONAL Insurance needs.**

**[addlins.com](http://addlins.com)**  
 License #0442296

# SERVICE & INDUSTRY MEMBER BENEFITS

## GET NOTICED!

- See your name and your listing on our website under WMA's approved service providers
- Your services will also be included in our *Service & Industry Directory*
- Discounts offered on advertising in WMA's monthly *Reporter* magazine



## BE IN THE KNOW

- Stay on top of your industry with a subscription to WMA's monthly *Reporter* magazine
- Grow your business and attract new clients by attending WMA's annual Convention & Expo at a member rate
- Reach our members by taking advantage of WMA's direct mail service

Show our members your support for the manufactured housing community industry in California.

Visit our website for more information: [wma.org/member-benefits](http://wma.org/member-benefits) or contact [info@wma.org](mailto:info@wma.org).

# Registration Form

Name \_\_\_\_\_ Email Address \_\_\_\_\_

Name \_\_\_\_\_ Email Address \_\_\_\_\_

Community/Firm \_\_\_\_\_ Membership # \_\_\_\_\_

Address \_\_\_\_\_ City, State \_\_\_\_\_ Zip \_\_\_\_\_

Phone Number \_\_\_\_\_ Fax Number \_\_\_\_\_

Registration Fees			
Registrations for	Member Rate	Non-Member Rate	Sub Totals
May 16	\$129	\$258	\$ _____
		# of Registrants	X _____
		<b>Grand Total</b>	<b>\$ _____</b>

**Date: May 16, 2024**  
**Time: 10:00 – 11:30 a.m.**

This webinar will be presented via Zoom. Link will be sent prior to the webinar in a separate email.

**Registration Policies:** To qualify for member rates, attendees must be either community owners or managers of member communities, work directly for a S&I member, or be directly employed by a member management company. Managers or assistant managers directly employed by a non-member community, but managed by a member management company, do not qualify for member rates.

No refunds for “no shows.” Please register at least five business days prior to the event. **Confirmations will be delivered via email.**

Please return this form with your check or credit card information completed below.

Confirmations will be delivered via email; course materials will be provided at the seminar. **Protect your financial information — please DO NOT email this form to WMA. Faxing is a secure protocol.**

Check/Money Order     Visa     Mastercard     AMEX     Discover

Name on Card \_\_\_\_\_

Card # \_\_\_\_\_ Exp \_\_\_\_\_

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

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Signature \_\_\_\_\_ Email Address \_\_\_\_\_

## WMA MCM 2024 Webinar

**Thursday,  
May 16, 2024**

**Register Today!  
Limited Space Available!**

### Transforming Disaster into Disruption

Our properties exist in a world of extreme uncertainty. From the COVID-19 pandemic to earthquakes to wildfires, our management teams face challenges unprecedented from the past. But we don't need to take a doom-and-gloom or “sky is falling” approach, which inevitably leads to us becoming weaker. Instead, we can take what others would call a “disaster” and transform it into a “disruption” that actually makes our properties stronger and more resilient than before.

This presentation is more than just talking about the tools of disaster plans, training, drills, or fancy equipment. The emphasis will be on the “Culture of Preparedness” that a property has to develop to ensure a robust response capability that energizes those tools into a transformative response machine to whatever disasters they face.

Longtime WMA presenter and emergency preparedness expert Patrick Hardy will use his usual energetic, exciting delivery to leave the audience with a fresh approach to their disaster preparedness programs.

Participants will earn six units of MCM credits. Webinar will be 1.5 hours in duration. All details can be found at [wma.org/maywebinar2024](http://wma.org/maywebinar2024).





# THE MCM PROGRAM

WMA continues to provide educational opportunities through its Manufactured Housing Community Manager (MCM) program and applauds this commitment to excellence as a manufactured housing community professional. Thank you for your dedication and for being a valued WMA member.

## What is MCM?

WMA's Manufactured-Housing Community Manager (MCM) program began in 1993 and has continued to grow in popularity and numbers throughout the years. The Western Manufactured Housing Education Group (WMEG), in conjunction with WMA, awards this designation to community management professionals who have distinguished themselves in areas of experience, education, and ethical conduct.

## About MCM Seminars

WMA presents seminars every year, including the January Update of New Laws seminar and the additional webinar courses in the MCM Series, which are presented throughout the year. Our MCM faculty is drawn from our members and represents experienced industry attorneys, community owners, and management leaders. We encourage you to subscribe to our email list so you do not miss any seminar announcements.

Successful individuals in our industry understand that staying informed on regulations, laws, and best practices is one of the most powerful tools to protect assets and avoid litigation. ■



### Exclusive WMA Member Benefit



#### Wanna chat?

WMA's monthly Coffee Talks debuted in 2022 and have become highly anticipated events. These informal Zoom chats feature guest speakers covering the latest industry trends and topics ranging from HCD issues and WMA forms to EV charging and so much more!

Join the conversation! The next Coffee Talk will be held on Thursday, June 6, 2024, and will highlight the Frank J. Evans Charitable Foundation. To learn more, please visit: [wma.org/wma-coffee-talk](http://wma.org/wma-coffee-talk)



**Announcing the  
2024 WMA  
Convention & Expo  
October 14 – 17**

**M Resort Spa Casino  
Henderson, Nevada**

**SAVE THE DATES!**

**Visit us at [wma.org/Conv2024](http://wma.org/Conv2024)  
(Website is updated as more  
information becomes available.)**

**Manufactured Home  
Community Lending**



**Over \$1,000,000,000 closed since 2020.**

**We're your trusted  
financing source for your  
next community mortgage.**

**Recent Loan Closings:**

Arizona RV Resort  
70+ Sites  
\$1,275,000

Southwest Oregon  
Beachfront Resort  
\$9,200,000 Loan Amount

**Call us Today!**

**Anthony DiMarco  
Gerard DiMarco, Jr.**

**2370 Monroe Avenue, Rochester, NY**

**Anthony@securitymortgage.com  
Gd@securitymortgage.com**

**(585) 423-0230  
Securitymortgage.com**



# MCM TESTIMONIALS

WMA's Manufactured Housing Community Manager (MCM) program continues to grow and allows community management professionals to distinguish themselves in areas of experience, education, and ethical conduct. Hear what members are saying about the MCM program:

“ The most significant benefit to WMA membership is indeed a community. We work within a close-knit and highly supportive industry. WMA, as the centerpiece, focuses on bringing members together through educational programs, publications, coffee talks, and membership. The benefits of continuing education through WMA begin with the introduction of valuable topics and the opportunity to learn from a variety of presenters. When a course is introduced, WMA provides in-depth information about the presenters, offering a clear glimpse into their roles within the industry and the expertise they will bring to the table. This provides WMA's members with exposure to a broad knowledge base from industry-wide experts that they may not engage with otherwise. Webinars offer a unique opportunity for members to interact and, most importantly, pose questions and situations that invite new perspectives. With open forums and communication, one person's question can spark a valuable conversation and provide unique learning opportunities. They also allow members the chance to stay up to date with new legislation impacting our industry. Webinars offer an interactive opportunity via the chat feature. There is always an exchange of warm greetings, and connections are made within this feature. I have often observed members answering questions and supporting those in need. The WMA team meticulously manages the chat, ensuring all questions are responded to and providing clarification when necessary. Post-event emails thank members for attending and include the materials used during the presentation. This follow-up allows members to focus on the presentation without feverishly taking notes. These resources can be utilized to educate team members who could not attend. Also included is the participant survey, which is an excellent opportunity for members to offer their thoughts on the presentation's effectiveness and suggestions for what they seek to learn in the future. Overall, the education opportunities from WMA are exceptionally well-rounded, well-presented, and neatly concluded. Attend the next WMA webinar to learn more about our industry!

”

Patricia Davis  
Assistant Director of  
Property Management  
Brandenburg,  
Staedler & Moore  
Mobile Home Communities  
of America, Inc.

*(Testimonials continued on page 33.)*



# SHOREBREAK ENERGY

THE LEADER IN MOBILE HOME PARK SOLAR

FULL-SERVICE PROVIDER OF SOLAR INTEGRATION, MONITORING & MAINTENANCE,  
ELECTRICAL CONTRACTING, ENERGY MANAGEMENT SOLUTIONS, AND UTILITY UPGRADES.



CLSB # A, C10-972616

[WWW.SHOREBREAKENERGY.COM](http://WWW.SHOREBREAKENERGY.COM)  
**949.502.0800**



# TURNKEY UTILITY UPGRADES & SERVICES

- ELECTRIC
- GAS
- WATER
- SEWER
- EXPANSIONS
- STORM DRAIN



**"We are very pleased with Shorebreak Energy and their team on the execution of our solar energy systems. Their turnkey solar and infrastructure solutions have become a valuable tool in upgrading our communities."**

**- Pat Zilis – President Hometown America**

# Manufactured Home Community Financing



Wells Fargo Commercial Real Estate understands that making business decisions in the current environment is more challenging than ever. Our experienced bankers can provide the financial guidance you need to help navigate your company's most pressing issues. With our industry knowledge, products, and services, we're confident we can help keep your business moving forward.

Learn more at [wellsfargo.com/mhc](https://wellsfargo.com/mhc).

**Tony Petosa**  
760-505-9001  
[tpetosa@wellsfargo.com](mailto:tpetosa@wellsfargo.com)

**Nick Bertino**  
858-336-0782  
[nick.bertino@wellsfargo.com](mailto:nick.bertino@wellsfargo.com)

**Matthew Herskowitz**  
760-840-3608  
[matthew.herskowitz@wellsfargo.com](mailto:matthew.herskowitz@wellsfargo.com)



Denny Drossos,  
Director of  
Manufactured Housing  
HCA Property  
Management, Inc.

“ I have been attending WMA's MCM seminars since 2014. Over the past decade, they have been instrumental in helping me sharpen my skills and stay abreast of the ever-evolving industry landscape. Webinars offer a fantastic platform for managers to collaborate, share insights, and tackle the challenges we encounter in our communities. Moreover, WMA consistently delivers invaluable updates on changes to MRL and Fair Housing regulations, keeping us well-informed and compliant in our day-to-day operations. One of the standout features of WMA's webinars is the caliber of presenters they bring on board. Their commitment to sourcing top-notch experts ensures that each session is informative, engaging, and insightful. I am genuinely grateful to be part of such a well-run and informative organization like WMA.

I wholeheartedly recommend WMA's MCM webinars for any manager seeking to stay ahead in this dynamic field. They have been an invaluable resource on my professional journey, and I am confident they will continue to be for years to come. ”

“ At Evans Management we believe continuing education for our staff is an integral part to running a successful business. WMA's MCM training program continues to build upon our team's knowledge with new leading information as well as refresher courses for business practices that have been in place.

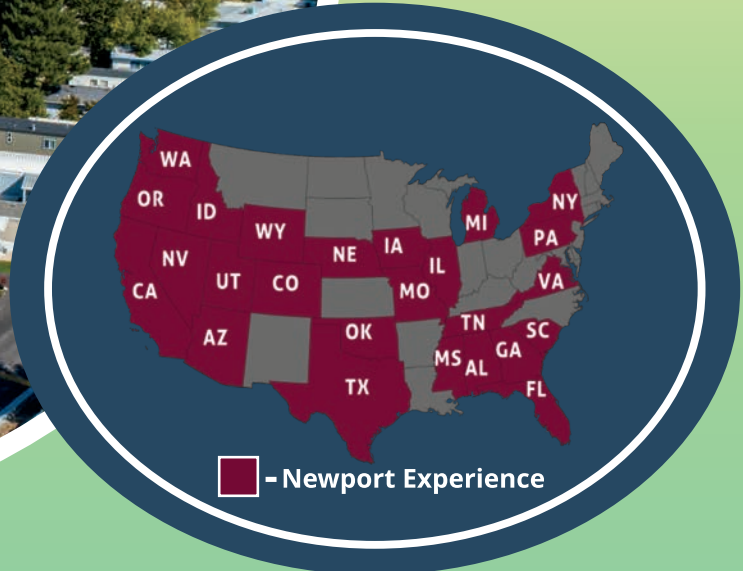


Charlene Solyman  
Vice President  
Evans Management Services



Wendy Romero  
Division Coordinator  
Western Division  
Hometown America  
Communities

“ Hometown America greatly values the MCM program provided by WMA. For years, we have incorporated this platform into our Community Manager training and continuing education. It is undoubtedly reassuring knowing we can count on WMA to provide the most updated and relevant industry information, keep us updated on new laws, and always be a resource for best business practices. The accreditation obtained through the MCM program is truly a bonus that our team strives to acquire and proudly maintains year after year. Our Community Managers thoroughly enjoy and look forward to every educational opportunity provided by WMA and are eager to join all webinars, seminars, and Coffee Talk sessions. Overall, the education opportunities from WMA are exceptionally well-rounded, well-presented, and neatly concluded. Attend the next WMA webinar to learn more about our industry! ”



Experience. Integrity. Reliability.

# NEWPORT PACIFIC

FAMILY OF COMPANIES

# WE ARE HERE FOR YOU!

## Your property is our priority:

- Accounting
- Consulting
- Ground Lease Transition
- Marketing
- Staffing

Our mission is to provide property owners and investors with professional, transparent, and efficient property management services. We are committed to maximizing the value of our clients' real estate investments while ensuring the satisfaction and comfort of tenants.



### WE'RE HERE!

- +1 (800) 437-6178
- Hello@NewportPacific.com
- NewportPacific.com

### CLIENT FOCUS ~ LEADERSHIP ~ RESPONSIBILITY

For over 40 years, Our commitment to integrity and reliability support our mission to provide Professional Management Services to enhance the property values for owners and investors and promote a sense of harmony among the residents who live, work and play in the communities we have the privilege of managing. Learn more about us by scanning the QR code.



## “THE MISSION OF THE WMA FOUNDATION

is to enrich the quality of life for all persons living in manufactured housing communities in California who are disadvantaged due to income or other circumstance.”

### ABOUT THE FOUNDATION

The WMA Foundation is a California nonprofit public benefit corporation established in 2005 to provide financial or other assistance to residents of manufactured housing communities who have been touched by disaster.

The WMA Foundation operates a fund designed to help residents who have been struck by fires, floods, earthquakes, or other disasters, and who are in need of immediate financial assistance. The purpose of the fund is not to act as FEMA or other governmental agency, but to respond immediately with cash assistance in their time of need.



### OUR IMPACT

WMA Foundation’s disaster relief fund has made it possible to give contributions to families in urgent times of need.

Whether the disaster affects an individual family or an entire manufactured housing community, the WMA Foundation has been there with financial support. It has provided more than \$412,000 to over 1,200 families to date.

This has been possible only because of the tremendous generosity of the manufactured housing industry!

Your gift, whether large or small, will help us to continue to help meet the needs of those profoundly impacted by disaster.

You can make a difference!



### HOW YOU CAN HELP

Please help us maintain the strength of the WMA Foundation’s disaster fund by sending a generous contribution.

The WMA Foundation is approved by the IRS as a 501(c)(3) charitable organization; therefore, your contribution is completely tax-deductible for federal income tax purposes. The tax identification number is 68-0474336.

Call WMA at 916.448.7002 if you have any questions or to find out how you can contribute to the WMA Foundation.

Or visit us at  
[wma.org/wma-foundation](http://wma.org/wma-foundation)



WMA Foundation  
455 Capitol Mall, Suite 800  
Sacramento, CA 95814

The federal tax identification number is 68-0474336.

# Park Owners/Management Save Thousands with Factory Direct Wholesale Cost!

*(And, You Get Our 36 years Experience at No Cost!)*



***No Job is Too Big or Too Small! We Do it All and We Will Finance it!***

- ✓ Sale & Removal of Existing Home
- ✓ Lot Prep, City Permits & Designing
- ✓ Delivery, Set-Up, Skirting, Steps
- ✓ Awnings, Sheds, Driveways, Walkways
- ✓ Utility Upgrades, A/C, Landscaping
- ✓ Project Supervision from Start to Finish

***#1 Volume Dealer in California!***

Visit our New Model Homes on Display! 6 Locations to Choose From.

You Name It, We Have It & We Have Homes in Stock Ready to Go!

**Call Now!**  
**Sean Feeney**  
**760-801-6912**



[www.pacifichomes.net](http://www.pacifichomes.net)

# FRANK J. EVANS CHARITABLE FOUNDATION

*“Kindness is something you can never give away, it always returns.”*

— Frank J. Evans

## What Is the Frank J. Evans Charitable Foundation?

Last year, the Frank J. Evans Charitable Foundation (FJE) proudly awarded \$2,000 scholarships to 37 college-bound for the first time, or returning, students who reside in manufactured housing communities across California. These students — seeking financial assistance — received crucial support, empowering students from manufactured housing communities statewide.

WMA engaged with legislators representing these communities, informing them of the scholarship program. Several recipients had the honor of meeting legislators who presented them with letters of recognition. Thanks to these contributions, many students were able to afford laptops, books, or tuition.

For more information on supporting the foundation, visit [wma.org/fje-scholarship-foundation](http://wma.org/fje-scholarship-foundation), or call 831.475.0335, extension 12, to inquire about making a tax-deductible donation to the Frank J. Evans Charitable Foundation.



## CONGRATULATIONS

TO THE FRANK J. EVANS CHARITABLE FOUNDATION'S  
SCHOLARSHIP RECIPIENTS



**CELESTE ESCAMILLA**  
Grand Canyon University  
Pictured with  
Assemblymember,  
Laurie Davies



**HONG NGUYEN**  
Cal Poly Pomona  
Pictured with  
Senator Rosilicie  
Ochoa Bogh



**LANA MARTINEZ**  
Saddleback Junior College,  
Mission Viejo  
Pictured with  
Assemblymember,  
Laurie Davies

# Alvarado Pacific Insurance



*Dedicated to  
Service,  
Professionalism  
And Integrity.*



- ▶ **Insuring Manufactured Housing Communities Since 1964**
- ▶ **WMA Service and Industry Member Since 1970**
- ▶ **Licensed and Serving All of the Western United States**
- ▶ **A Full Service Insurance Agency Offering a Broad Range of Products Specific to the Need of the Manufactured Housing Community Owner**



**api** | ALVARADO  
PACIFIC  
INSURANCE  
SERVICES

7777 Alvarado Rd., Ste. 605, La Mesa, CA 91941  
Toll Free: 1-800-479-4600 tel: 619-668-4600  
[www.alvaradopacific.com](http://www.alvaradopacific.com)  
License 0520661

Alvarado Pacific Insurance Services  
is being rebranded as:

 **ACRISURE®**





# MEMBER SPOTLIGHT

Patrick Revere | *MHInsider*

## Inside the Mind of Barry Cole Life Stories from a Manufactured Housing Professional — with Varied Interests

*Reprinted with permission from the MHInsider*

Anyone who has taken the time to sit and chat with manufactured housing industry veteran Barry Cole knows ... well, anything is possible. And you should prepare to be surprised.

Perhaps he has lived two lifetimes or more. But when Cole starts his professional story, and begins to tell of his childhood, it seems fantastical — like something from a feature film.

In fact, it is — but from the mind of someone who didn't really experience the story. The story is fiction; however, Cole lived it.

One word of note, from the source — typically the kid who lived in hotels and got dropped off at school by the bellhop, got beat up for a bit, had a 15-year-old bodyguard, and had to make some plans to normalize his relationships.

"It's an odd life, and you have to get creative," Cole said.

Charles W. ("Curly") Cole — Cole's father — was a protege of the legendary hotelier, Conrad Hilton. Cole said his father, during that time, ran The New Yorker Hotel, an art deco masterpiece that remains

in business today, where he was the president of the hotel association and seemed to know everybody. He was best pals with Yankees slugger Mickey Mantle, was close to many



celebrities, and had been "Honorary Mayor" of Hell's Kitchen, alongside theater and screen icon Sydney Poitier.

The hotel was famous worldwide. It had an indoor ice rink, direct access to the subway, and was the first hotel to have a TV in each room.

His mother, Lola (Cogan) Cole, was a dancer, and worked with Carmen Miranda, Esther Williams, and Betty Davis. She is in the Three Stooges Hall of Fame Museum and was crowned "Queen of the Stardust Ballroom" in Hollywood and is in the California Swing Dance Hall of Fame. She met Curly while singing in big bands and married in 1945.

He lived in the Senator Hotel in Sacramento before the move to the New Yorker. The family returned to California by the time he was out of grade school. During that time, the family had interests far and wide — including in Albuquerque, New Mexico, where the Cole Hilton was and remains the only co-branded hotel in Hilton history. They owned The Deshler in Columbus, Ohio, included in the best-selling book *Harry Truman's Excellent Adventure: The True Story of a Great American Road Trip*.

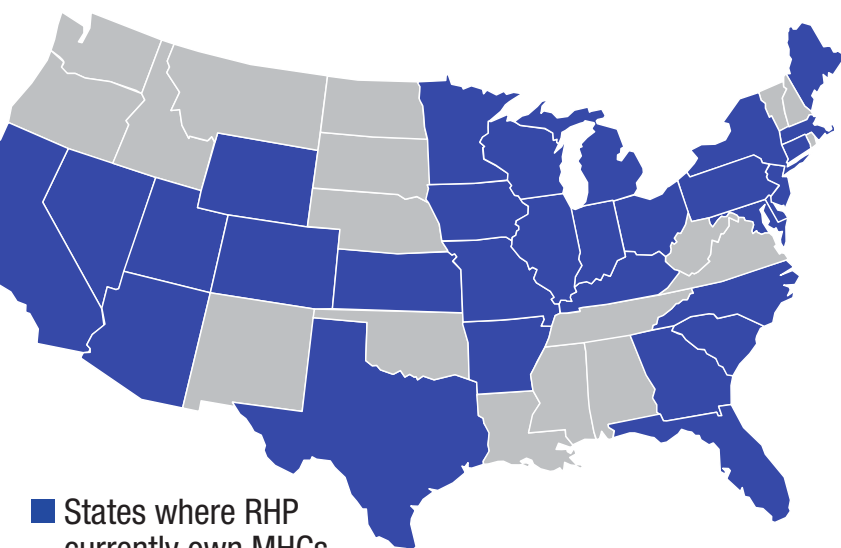
Flamboyant Curly had ladies on swings in the lobby and horses in elevators going to the top floor.

It was with all that he saw in front of him, from those early "hotel offices," that Cole began to have thoughts about his own future —



# WE'RE BUYING MHCs

*Across the Nation*



- All Cash
- Highest Price Paid for MHCs
- 35 Years of Experience Buying Manufactured Home Communities of Every Size & Complexity
- 100% Confidential
- Comfortable with Private Utilities & Community Owned Homes
- Smooth & Efficient Closing Process
- Privately Owned & Operated

Brokers Protected



business ideas and how to capture the imagination of customers.

### High School Ideals

By the time he was back in Southern California in his high school years, Cole was the first President of West Coast Surfers.

“I was a terrible surfer and they felt sorry for me, but I had a garage in Hermosa Beach storing boards,” he said.

He also started Cole Racing Enterprises, because he and many young people of that day thought Corvettes were beyond cool.

“I went to the drag strip and sold T-shirts with the logo,” Cole said. “We sewed in first and last names, too, or whatever they wanted. They were really great and people loved them.

“Then I got the ‘cease and desist’ letter. Corvette got mad at me,” he said.

### Live and Learn

He was a member of the Screen Extras Guild appearing in shows like “Hogan’s Heroes,” “The Time Tunnel,” “Please Don’t Eat the Daisies,” “The Man from U.N.C.L.E.,” “Bob Hope Presents the Chrysler Theatre,” “The Felony Squad,” and many others.

### Six Years of Service

During the Vietnam War, Cole enlisted in the Navy. He was active for two years at Port Hueneme, during which time, he worked in the records office, and as a yeoman at builders school. Then he had two

years of meetings, and two years of inactive service.

“At some point, I was asked how it was I hadn’t been assigned to a Seabee Construction battalion — which is how you ended up seeing combat,” Cole said. “I said ‘I don’t



know — probably coincidental bad records.”

Cole admitted that returning from the military, he expected to be a famous actor. Instead, he got married to his first wife in St. Louis, moved back to California, and got a job selling beer.

“All I did was drink beer, play darts, and shoot pool all day while buying patrons drinks,” he said. “I got up to a 40-inch waist.

“Then I started selling mobilehomes in 1972,” Cole said.

Cole gained his footing in retail sales in Compton, and also spent much time with the builders, in operations with Lancer Homes, Levitt Homes, and Westway Homes.

“In mid-1976, I was speaking with the paper easel and stick, pointing to all the stuff HUD is doing, and that we wanted everyone to start calling them manufactured homes ... and 50 years later people are still

calling and asking about mobile-home insurance and mobilehomes.”

It was in those years that Cole’s desire to start his own operation re-emerged. In 1986, he started Red Label Housing, a retailer in Orange, California, which evolved into Community Mobile Home Sales in 1992, which was a top dealer for eight years.

In 1999 he launched Manufactured Housing Insurance Services, the entity under which he continues to do business in 38 states. He and his team provide only manufactured home insurance, an anomaly in today’s market.

### Insurance in California

Manufactured housing insurance premium rates are regulated by the state. Fire risk, regulations, and fraud have caused much of the pain and carriers could not raise their rates to maintain profitability, Cole said.

It also has caused many providers to discontinue writing new policies, he said, in a state where they are losing billions as the state makes it unreasonable to raise rates.

“Aegis, Century National, Foremost, Cabrillo Coastal, Pacific Specialty — they and others have all left. American Modern and American Bankers are still here but will only do newer homes, homes built within the last 30 years, and will only do business in designated areas. That leaves out most of the homes in the state,” Cole said. “When there is a catastrophe, the unfortunate homeowner loses everything — memora-

SCAN TO JOIN OUR  
EMAIL LIST!



# MARTINEZ & ASSOCIATES, INC.

## BROKERAGE | PROPERTY MANAGEMENT | CONSULTING

**Martinez & Associates, Inc.** is an advisory commercial real estate brokerage firm specializing in the investment sales of Mobile Home Parks, Apartments Self Storage Centers, Campgrounds and RV Parks. For over 23 years, Martinez & Associates has represented both buyers and sellers to become the years, Martinez & Associates has represented both buyers and sellers to become the **preeminent** commercial brokerage firm in California. We have a **proven track record** of success that begins with a thorough understanding of our individual clients' goals and real estate needs.

Our **mission** is to **continuously analyze** our clients' real estate portfolios, **maximize revenue**, and seek out additional income streams for our clients by **increasing** their real estate holdings and **overall wealth**.

If you are curious about the current **value** of your commercial property, have questions regarding other properties in your area, or would like rental or sales **comps**, we would be happy to provide this information for you and your partners/family. We offer financial **analyses** and **market** information at **no cost or obligation** to you. Please contact us at one of our numbers below if you are interested in one or all of these services.

Additionally, if you are in need of **property management services** or currently employ a management company that is not fulfilling your properties needs, please contact us for a **free confidential evaluation** and to discuss our management approach and strategy. Our company employs a **team of high-level managers**, leasing agents, contractors, vendors and maintenance individuals who provide the best results for our properties and our clients. Let us show you how **we stand out** from other firms!

### VMA's FEATURED LISTING'S

#### SHADY OAKS TP



**ADDRESS:** 4582 COUNTRY ROAD,  
ORLAND, CA 95963  
**SPACES:** 43 TOTAL SPACES  
**YEAR BUILT:** 1960  
**LOT SIZE:** 1.97 AC  
**PARK TYPE:** ALL-AGE COMMUNITY

Contact Victor Martinez  
at 909 945 8989 for  
more information!

#### FOREST GLEN MHP



**ADDRESS:** 18285 CHINA GRADE RD,  
BOULDER CREEK, CA 95006  
**SPACES:** 16 TOTAL SPACES  
**YEAR BUILT:** 1982  
**LOT SIZE:** 1.97 AC  
**PARK TYPE:** ALL-AGE COMMUNITY

Contact Jonathan  
Mikhail at 909 727 8445  
for more information!

### JUST SOLD

#### FAIRVIEW MHP



**ADDRESS:** 165 RUSSELL AVENUE,  
SUSANVILLE, CA 96130  
**SPACES:** 20 TOTAL SPACES  
**SALE PRICE:** \$495,000

#### COVE MOBILE VILLA



**ADDRESS:** 6431 OLD HIGHWAY 99  
YREKA, CA 96067  
**SPACES:** 70 SPACES  
**SALE PRICE:** \$2,400,000

## VMA OVERVIEW

**308**  
TOTAL  
LISTINGS  
SOLD

**23+**  
YEARS OF  
EXPERIENCE

**76**  
MANAGED  
PROPERTIES

**5500+**  
MANAGED  
SITES

FOR INFORMATION ON RECENT SALES, NEW LISTINGS OR A CONFIDENTIAL ANALYSIS CONTACT:

3595 INLAND EMPIRE BLVD,  
BUILDING 2 - SUITE 2100  
ONTARIO, CALIFORNIA 91764

VMA.COM

**Victor M. Martinez**

VICTOR@VMA.COM

909 945 8989

909 945 8929

866 759 8585

bilia, cherished possessions, valued property, and lives.

“It’s a tough deal; it’s tough to get insurance. We get 300 calls a week and unfortunately, many times respond and say, ‘Sorry, wish you the best’ to most of them,” Cole added. All of this will be supported soon, because within a year of when all the renewals come, most of those customers will go with the California FAIR Plan.”

The plan is an initiative to help state residents get fire insurance, though it only covers the home. A second plan is required to cover contents.

“It’s a lot more cumbersome than our regular manufactured home insurance,” Cole said.

Cole has felt the pain himself, having his commercial coverage pulled after being with the same group for 24 years.

Manufactured Housing Insurance Services had 300 sub-producers at one point. He’s paring that back. Several years ago he sold off part of his insurance interest of ten offices in Southern California to concentrate solely on manufactured housing clients.

It is a business he loves.

In addition to providing insurance for the industry’s customers, he also is a partner in 32 communities in California, Colorado, Idaho, Illinois, North Carolina, Utah, Virginia, and Washington.

Cole is a founding member of the California Manufactured Housing

Institute (CMHI), has served multiple terms as chairman, and continues as a CMHI officer to give resources toward state and regional efforts within the industry.

Nationally, he has served on the Board of Governors for the Manufactured Housing Institute, has been the recipient of numerous awards and honors, and in 2014 was elected into the RV/MH Hall of Fame and is Chairman Emeritus in Elkhart, Indiana — an organization he has supported steadfastly throughout his career.

Cole has been on the board of non-profit Affordable Community Living Corporations for 22 years, and ACLC has placed over 300 veterans in manufactured homes.

### **Dipping Back into Hospitality**

After decades of work, Cole’s tireless energy and optimism for all things good brought him back into the hospitality industry — but not hotels. Cole, along with being a manufactured housing professional, is a noted restaurateur.

“We have two restaurants in the desert, RD RNNR (roadrunner) and the DSRT CLUB,” Cole said. “They get really great ratings. Most days and nights there are lines to get in. RD RNNR is top-rated in the area as a bar and restaurant, and the beautiful DSRT CLUB is new; it’s only been open a few months.

“It was fun when so many of my friends and colleagues, about 140 people, were in town last fall for

an MHI meeting and dined at the RD RNNR. It was a great night, I felt like the maître d’ in a classic old place, going to each table and saying hi, asking how things are.”

Cole said RD RNNR is a lively place frequented by the younger crowd, including many celebrities and the famous golfers, who come to the Palm Springs area for the famous golf courses.

“DSRT CLUB opened for fine dining, a place that some of the older crowd likes to duck into because it’s a little quieter,” Cole said.

Unsurprisingly, Cole says he has no plans to retire. He continues to live and work primarily from Orange, California.

“My old friend, boxer Jerry Quarry — who fought Muhammad Ali, was living with me and convinced, on my behalf, a young lady named Donna, who was working at American Mobile Homes to go out with me,” Cole said. “We did go out, and she never left, so Jerry had to move out.”

He and Donna have been happily married for 38 years.

“I have two girls, two grandsons, and four great-grandchildren,” he said.

When he’s not running his businesses, or doting on his dog, Sammi, he’s engaged in his favorite hobby — restaurant and bar hopping. ■

Patrick Revere is Vice President of Communications for MHVillage, and publisher for the *MHI Insider* magazine and a blog for industry professionals. His background is in print news, language, and communication. *MHI Insider* is the leader in manufactured housing news and is a product of MHVillage, the top marketplace to buy, sell, or rent a manufactured home.



## What is it? What Does it Do?

As the Legislature is shifting into high gear, many legislative battles will come to a head soon.

Please keep an eye out for requests from WMA's Legislative Team to engage with your Assemblymember and Senator on key bills that affect the manufactured housing industry in California.

VoterVoice is a tool WMA uses to put our members into direct contact with their legislators, and clicking on the links that you will receive allows you to write or call your legislators on many bills. You will receive messages on various legislative proposals.

VoterVoice is an easy tool to use, so WMA hopes you will respond to requests to express your position on bills we oppose and those we support. If you have any questions on how to use VoterVoice, please email Ray Perez at [ray@wma.org](mailto:ray@wma.org).

WMA's Legislative Team lobbies every day in the State Capitol, but legislators often respond more favorably and directly from constituents, and that is why we provide VoterVoice to our members to reach out to elected officials. ■

# Your Trusted UTILITY PARTNER

## 1-866-400-1MHP

Our dedicated team has over **40 years** **experience** in park utilities. Contact us today to see how we can service your park needs.



[mhp@boudreaupipeline.com](mailto:mhp@boudreaupipeline.com)

(866) 400-1647

[www.BoudreauUtilityServices.com](http://www.BoudreauUtilityServices.com)

# INDUSTRY LEGISLATION

May 2024 | Provided by *CapitolTrack*

---

## LEGISLATION SPONSORED BY WMA

---

### [AB 661](#)

(Patterson, Joe)

#### **Utility services: electronic communication.**

The Mobilehome Residency Law prescribes various terms and conditions that regulate tenancies in mobilehome parks. That law requires management to post written notice on the mobilehomes of all affected homeowners and residents of a mobilehome park of an interruption in utility service at least 72 hours in advance, as specified. This bill would authorize management, upon consent of the homeowner or resident, to provide that notice through electronic communication, as defined.

#### **Sponsored by WMA**

*Position: Sponsored*

**Status:** Senate Rules

### [AB 3200](#)

(Hoover)

#### **Master-metered mobilehome parks and manufactured housing communities: transfer of water systems.**

Would require the Public Utilities Commission to authorize and establish a pilot program for specified water corporations to accept the transfer of ownership and operational responsibility of water systems in master-metered mobilehome parks or manufactured housing communities, and provide that the exemption described above does not apply to the maintenance or provision of water service by a water corporation pursuant to that pilot program, as specified. The bill would authorize the owner of a master-metered mobilehome park or manufactured housing community that provides water service to residents to transfer ownership and operational responsibility to the water corporation providing service in the area in which the park or community is located, or as the park or community owner and the serving water corporation mutually agree. The bill would impose specified duties on a water corporation and on the owner of the mobilehome park or manufactured housing community in connection with the transfer. The bill would require the commission to establish procedures for initiating and completing the transfer, as provided, including by requiring the owner of the mobilehome park or manufactured housing community to provide written notice of the intent to transfer ownership and operational responsibility of a water system in a mobilehome park or manufactured housing community to the water corporation. The bill would require the commission to authorize the water corporation to recover in its revenue requirement and rates all costs to acquire, improve, upgrade, operate, and maintain transferred mobilehome park or manufactured housing community water systems. The bill would also require the commission to adopt a standard form contract for these transfers that would be the basis for an expedited approval of the transfer. The bill would prohibit costs related to the transfer of ownership process from being passed through to the park or community residents, but would provide that those costs would be recoverable in rates. The bill would authorize the mobilehome park or manufactured housing community owner, by written notice, to stop the transfer process at any time.

#### **Sponsored by WMA**

*Position: Sponsored*

**Status:** Assembly U. & E.

### [SB 1108](#)

(Ochoa Bogh)

#### **Mobilehome parks: notice of violations.**

Existing law, the Mobilehome Parks Act, establishes requirements for the construction, maintenance, occupancy, use, and design of mobilehome parks. Existing law generally requires the Department of Housing and Community Development to enforce the act, except that a city, county, or city and county may assume the responsibility for the enforcement of the act upon the approval of the department, as provided. Existing law makes a violation of the act a crime. This bill would revise and recast the above-described requirements to extend their operation indefinitely and would additionally require an enforcement agency, after conducting an inspection and determining that a violation exists, to issue the notice to correct the violation to the responsible person. With respect to notice of violations, the bill would impose various duties on an enforcement agency, including requiring that agency to be responsible for exhausting all administrative and legal recourse against a resident who fails to correct violations, as provided.

*Position: Sponsored*

**Status:** Senate Appropriations

**JLL's MHC/RV Group drives value for owners of MHCs and RV Resorts through community financing (debt) advisory, equity placement, investments, and sales transaction solutions.**



**Moore Portfolio (Debt)**  
44 assets across 6 states  
9,771 Home Sites  
\$302,687,000



**Tahoe & Texas MHC Portfolio (Sale)**  
1 California, 2 Texas MHCs  
598 Home Sites  
*Confidential*



**Diamond K Estates & Carman Ranch MHC (Sale & Debt)**  
Sacramento & San Diego, CA  
410 Home Sites  
*Confidential*



**Audubon Estates MHC (Debt)**  
Alexandria, VA  
700 Home Sites  
*Confidential*



**DFW MHC Portfolio (Debt)**  
Dallas, TX  
1,345 Home Sites  
\$166,050,000



**Multi-State MHC Portfolio (Debt)**  
Florida, Nevada, Colorado, Virginia  
999 Home Sites  
\$122,500,000



**5-Pack MHC Portfolio (Debt)**  
Florida, Ohio, Massachusetts  
1,115 Home Sites  
\$98,000,000



**West Coast Portfolio Refi (Debt)**  
3 California MHCs  
404 Home Sites  
\$81,540,000

## MHC/RV FINANCING & INVESTMENT SALE ADVISORS



**Zach Koucos**  
*Senior Managing Director*  
MHC/RV Platform Leader  
JLL Capital Markets  
M: +1 619 248 9738  
zach.koucos@jll.com



**Chris Collins**  
*Senior Director*  
JLL Capital Markets  
M: +1 858 945 0199  
christopher.collins@jll.com



**Anja Jauregui**  
*Senior Director*  
JLL Capital Markets  
M: +1 971 344 0737  
anja.jauregui@jll.com



**Robert Nisbet**  
*Senior Director*  
JLL Capital Markets  
M: +1 503 488 9978  
robert.nisbet@jll.com

### Specializations:

- » MHC/RV Portfolio & Single Asset Sales & Acquisitions
- » MHC/RV Financing (Debt) & Equity Placement
- » Institutional & Private Capital Investment Advisory & Consulting
  - » Proprietary Database of Owners & Investors
  - » MHC/RV Valuation Analysis & Research



---

**LEGISLATION OPPOSED BY WMA**

---

**[AB 2022](#)**

(Addis)

**Mobilehome parks: emergency preparedness.**

Current law, under the Mobilehome Parks Act, requires every park with 50 or more units to have a person who is responsible for, and will respond in a timely manner to, emergencies concerning the operation and maintenance of the park that resides in the park and has knowledge of emergency procedures relative to utility systems and common facilities under the ownership and control of the owner of the park, and familiarity with the emergency preparedness plans for the park. This bill would require that person who is responsible for emergencies concerning the operation and maintenance of the park to have knowledge of emergency procedures relative to access to park entrances and exits.

*Position: Oppose*

**Status:** Assembly Housing and Community Development

**[AB 2539](#)**

(Connolly)

**Mobilehome parks: sale: notice: right of first refusal.**

The Mobilehome Residency Law requires the owner of a mobilehome park who enters into a written listing agreement with a licensed real estate broker for the sale of the mobilehome park or who offers to sell the mobilehome park to any party to provide written notice of the owner's intention to sell to specified members of a resident organization formed by homeowners for purposes of converting the mobilehome park to condominium or stock cooperative ownership interests and for purchasing the mobilehome park. Current law requires the owner to provide this notice not less than 30 days nor more than one year before entering into the listing agreement or offering to sell the mobilehome park. Current law prohibits an offer to sell a park from being construed as an offer unless it is initiated by the park owner or their agent. Current law provides various exceptions to this notice requirement, including that no notice is required unless the resident organization has first furnished the park owner or park manager with a written notice of the name and address of the president, secretary, and treasurer of the resident organization, as specified. This bill would require the owner to provide the above-described notice if they accept an offer from any buyer. The bill would also require the owner to provide the above-described notice to all residents of the mobilehome park and the Department of Housing and Community Development not less than 120 days nor more than one year before entering into the listing agreement or offering to sell the mobilehome park.

*Position: Oppose*

**Status:** Assembly Housing and Community Development

**[AB 2778](#)**

(Muratsuchi)

**Mobilehome Affordability Act: mobilehome parks: rent caps.**

Would enact the Mobilehome Affordability Act. The bill would prohibit the management of a mobilehome park from increasing the gross rental rate for a tenancy for a mobilehome space more than 3% plus the percentage change in the cost of living, as defined, or 5%, whichever is lower, of the lowest gross rental rate charged for a tenancy at any time during the 12 months prior to the effective date of the increase, as specified. The bill would prohibit management from increasing the gross rental rate for a tenancy in more than 2 increments over a 12-month period, after the tenant maintains the tenancy over a 12-month period. Notwithstanding these provisions, the bill would authorize management to increase the rental rate by 5% after a transfer of a mobilehome park, as specified.

*Position: Oppose*

**Status:** Assembly Housing and Community Development

**[SB 1095](#)**

(Becker)

**Cozy Homes Cleanup Act: building standards: gas-fuel-burning appliances.**

The Manufactured Housing Act of 1980 (the "act"), requires the Department of Housing and Community Development to enforce various laws pertaining to the structural, fire safety, plumbing, heat-producing, or electrical systems and installations or equipment of a manufactured home, mobilehome, commercial coach, or special purpose commercial coach. The act defines "manufactured home" and "mobilehome" to mean a structure that meets specified requirements, including that the structure is transportable in one or more sections and is 8 body feet or more in width, or 40 body feet or more in length, in the traveling mode, or, when erected onsite, is 320 or more square feet, and includes the plumbing, heating, air-conditioning, and electrical systems contained within the structure. The act specifies that it does not prohibit the replacement of water heaters or appliances for comfort heating in manufactured homes or mobilehomes with fuel-gas-burning water heaters or fuel-gas appliances for comfort heating that are not specifically listed for use in a manufactured home or mobilehome, as specified. This bill would extend those provisions to also apply to electric water heaters and electric appliances for comfort heating that are not specifically listed for use in a manufactured home or mobilehome.

*Position: Oppose\_Unless\_Amended*

**Status:** Senate Appropriations

**[SB 1103](#)**

(Menjivar)

**Tenancy of commercial real properties: agreements: securities.**

Current law regulates the terms and conditions of tenancies, including the charging of certain fees for commercial leases. This bill would state the intent of the Legislature to subsequently amend this bill to increase transparency and equity in the application of common area maintenance and other fees charged to qualifying commercial tenants for leases executed on or after January 1, 2025.

*Position: Oppose*

**Status:** Senate Judiciary



# We build beautiful, affordable homes

At Manufactured Home Works, we use our extensive experience and knowledge to provide the widest variety of services for manufactured homeowners, potential buyers, and the owners and managers of land lease communities in Southern California. We pledge to work tirelessly to ensure that your residents become happy homeowners. Our time-honored values form our time-tested practices.

In Southern California us at **1-800-NEW-HOME**  
Outside of Southern California call us at 714-600-2054  
or visit [www.home-works.net](http://www.home-works.net)

---

**LEGISLATION SUPPORTED BY WMA**

---

**[AB 1999](#)**

(Irwin)

**Electricity: fixed charges.**

Under current law, the Public Utilities Commission may authorize fixed charges for any rate schedule applicable to a residential customer account. Current law requires the commission, no later than July 1, 2024, to authorize a fixed charge for default residential rates. Current law requires these fixed charges to be established on an income-graduated basis, with no fewer than 3 income thresholds, so that low-income ratepayers in each baseline territory would realize a lower average monthly bill without making any changes in usage. This bill would repeal the provisions described in the preceding paragraph. The bill would instead permit the commission to authorize fixed charges that, as of January 1, 2015, do not exceed \$5 per residential customer account per month for low-income customers enrolled in the California Alternate Rates for Energy (CARE) program and that do not exceed \$10 per residential customer account per month for customers not enrolled in the CARE program. The bill would authorize these maximum allowable fixed charges to be adjusted by no more than the annual percentage increase in the Consumer Price Index for the prior calendar year, beginning January 1, 2016.

*Position: Support***Status:** Assembly U. & E.**[AB 2291](#)**

(Alanis)

**Mobilehomes.**

The Mobilehome Residency Law Protection Act, until January 1, 2027, establishes the Mobilehome Residency Law Protection Program within the Department of Housing and Community Development to assist in taking and resolving complaints from homeowners relating to the Mobilehome Residency Law. Current law requires the department, in administering the program, to contract with one or more qualified and experienced nonprofit legal services providers and refer complaints selected for evaluation, and which are not resolved, to these nonprofit legal service providers for possible enforcement action, as specified. This bill would require a nonprofit legal services provider contracted with the department to provide the department, in its role as the contract manager overseeing the performance of nonprofit legal services contracts, with full access to information regarding the status of each case and the services provided to complainants. The bill would prohibit laws relating to the attorney-client privilege or attorney work product doctrine that protect the confidentiality of communications or records from preventing disclosure, as provided. To the extent any information disclosed to the department includes confidential information subject to the attorney-client privilege or work product protection, the bill would prohibit any described disclosure from constituting a waiver of that privilege or protection.

*Position: Support***Status:** Assembly Housing and Community Development**[AB 2387](#)**

(Pellerin)

**Mobilehome parks: additional lots: exemption from additional fees or charges.**

The Mobilehome Parks Act (act) generally regulates various classifications of mobilehome and related vehicle parks, and imposes enforcement duties on the Department of Housing and Community Development and local enforcement agencies. The act authorizes any person to file an application with the governing body of a city or county for a conditional use permit for a mobilehome park. The act requires a person, before operating a mobilehome park, and each year thereafter, to obtain a valid permit from the enforcement agency in order to operate the park. The act also requires the owner of a mobilehome park to obtain a permit to create, move, shift, or alter park lot lines. This bill would authorize an owner of an existing mobilehome park that is subject to, or intends to qualify for, a valid permit to operate the park, to apply to the enforcement agency to add additional specified lots to the mobilehome park not to exceed 10% of the previously approved number of lots in the mobilehome park, if the owner has not had their permit to operate suspended.

*Position: Support***Status:** Assembly Appropriations**[AB 2997](#)**

(Patterson, Joe)

**Subdivisions: manufactured homes.**

The Manufactured Housing Act of 1980 defines "manufactured home" for these purposes to mean a structure that meets specified requirements, including that the structure is transportable in one or more sections and is 8 body feet or more in width, or 40 body feet or more in length, in the traveling mode, or, when erected onsite, is 320 or more square feet, and includes the plumbing, heating, air-conditioning, and electrical systems contained within the structure. The California Environmental Quality Act (CEQA) requires a lead agency, as defined, to prepare, or cause to be prepared, and certify the completion of, an environmental impact report on a project that it proposes to carry out or approve that may have a significant effect on the environment or to adopt a negative declaration if it finds that the project will not have that effect. This bill would exempt the review and approval, conditional approval, or denial of a subdivision for a manufactured home development project from CEQA if the project satisfies specified conditions. In this regard, among other things, the bill would require the manufactured home development project to (1) be located on a site that is zoned for residential use and that is no larger than 10 acres, (2) consist of no more than 100 manufactured homes, and (3) include a childcare facility. The bill would require all of the housing units of the project be manufactured homes and subject to specified state building standards. The bill would require a project proponent subject to these provisions to certify to the local government that certain wage and labor standards will be met,

METERMAN INC



UTILITIES PRO

951-672-6909

GAS • WATER • ELECTRIC • SEWER

Beyond The Meter Installers



Servicing mobile home parks since 1991! Call us today ...

951-672-6909 / [Metermaninc.com](http://Metermaninc.com)



- Directional Boring
- Utility Pipeline, transformer Installation & Repairs
- Fire Hydrant/Backflow Testing & Installation
- Cathodic Protection & Gas Leak Surveys
- Operator Qualification
- O&M / Subpart N Manuals & certifications

24 hour emergency service  
Competitive Bids & pricing!

C-10 C-16 C-36 A GENERAL ENGINEERING CA 729180 Owner: Randy Cornelius



## LET US DEAL WITH THE HEADACHES

- Clint Lau

We manage investor-owned, resident-owned and municipally-owned parks of all sizes, specializing in:



COMMUNITY OPERATIONS



ACCOUNTING & FINANCIAL



HUMAN RESOURCES

To learn more visit [LFGMT.com](http://LFGMT.com) or scan the QR code



(310) 798-1102  
[info@LFGMT.com](mailto:info@LFGMT.com)

## WRITERS!

Do you have an idea for an article in the *Reporter*?

Would you like to write it?

We are always looking for writers!

Go to [wma.org/news-0](http://wma.org/news-0) and download the 2024 Editorial Calendar for the monthly topics and submission dates.

Contact  
Regina Sánchez  
[regina@wma.org](mailto:regina@wma.org)  
916.288.4034

including a requirement that all construction workers be paid at least the general prevailing rate of wages, as specified.

*Position:* Support

**Status:** Assembly Housing and Community Development

[SB 1052](#)

(Seyarto)

**Mobilehomes.**

The Mobilehome Residency Law Protection Act, until January 1, 2027, establishes the Mobilehome Residency Law Protection Program within the Department of Housing and Community Development to assist in taking and resolving complaints from homeowners relating to the Mobilehome Residency Law. Current law requires the department, in administering the program, to contract with one or more qualified and experienced nonprofit legal services providers and refer complaints selected for evaluation, and which are not resolved, to these nonprofit legal service providers for possible enforcement action, as specified. This bill would require a nonprofit legal services provider contracted with the department to provide the department, in its role as the contract manager overseeing the performance of nonprofit legal services contracts, with full access to information regarding the status of each case and the services provided to complainants. The bill would prohibit laws relating to the attorney-client privilege or attorney work product doctrine that protect the confidentiality of communications or records from preventing disclosure, as provided. To the extent any information disclosed to the department includes confidential information subject to the attorney-client privilege or work product protection, the bill would prohibit any described disclosure from constituting a waiver of that privilege or protection.

*Position:* Support

**Status:** Senate Housing

---

**OTHER LEGISLATION**

---

[AB 2187](#)

(Bryan)

**Office of Tenants' Rights and Protections.**

Current law provides that there is in state government, in the Business, Consumer Services, and Housing Agency, the Civil Rights Department under the direction of an executive officer known as the Director of Civil Rights, who is appointed by the Governor. Among other responsibilities, the department is required to issue publications that in its judgment will tend to promote goodwill and minimize or eliminate discrimination in housing, as specified. This bill would, upon appropriation by the Legislature, establish the Office of Tenants' Rights and Protections in the Business, Consumer Services, and Housing Agency, administered by a director appointed by the Governor, and would require that office to create and maintain an up-to-date, digestible, and language-inclusive list of statewide tenants' rights and protections.

**Status:** Assembly Judiciary

[AB 2216](#)

(Haney)

**Tenancy: common household pets.**

Would prohibit a landlord, before the landlord has accepted a prospective tenant's application for a dwelling unit, from asking the prospective tenant or otherwise inquiring into whether the prospective tenant plans to own or otherwise maintain a common household pet in the tenant's dwelling unit. The bill would require a prospective tenant, no later than 72 hours before entering into a rental agreement, to inform the landlord if the prospective tenant plans to own or otherwise maintain a common household pet.

**Status:** Assembly Judiciary

[AB 2247](#)

(Wallis)

**Mobilehome Parks Act: notice of violations: Manufactured Housing Opportunity and Revitalization (MORE) Program.**

Current law requires the Department of Housing and Community Development to enforce the Mobilehome Parks Act, unless a city, county, or city and county has assumed responsibility for enforcement. Current law also requires an enforcement agency to issue a notice to correct a violation to specified parties depending on the violation and provides for procedures for owners or operators to dispute and appeal violation notices, as specified. Existing law repeals these notice provisions on January 1, 2025. This bill would extend that repeal date to January 1, 2030.

**Status:** Assembly Housing and Community Development

[AB 2257](#)

(Wilson)

**Local government: property-related water and sewer fees and assessments: remedies.**

The California Constitution specifies various requirements with respect to the levying of assessments and property-related fees and charges by a local agency, including notice, hearing, and protest procedures, depending on the character of the assessment, fee, or charge. Current law, known as the Proposition 218 Omnibus Implementation Act, prescribes specific procedures and parameters for local jurisdictions to comply with these requirements. This bill would prohibit, if a local agency complies with specified procedures, a person or entity from bringing a judicial action or proceeding alleging noncompliance with the constitutional provisions for any new, increased, or extended fee or assessment, as defined, unless that person or entity has timely submitted to the local agency a written objection to that fee or assessment that specifies the grounds for alleging noncompliance, as specified. This bill would provide that local agency responses to the timely submitted written objections shall go to the weight of the evidence supporting the agency's compliance with the substantive limitations on fees and assessments imposed by the constitutional provisions.

**Status:** Assembly Local Government



visit us at: [lre-inc.com](http://lre-inc.com)

183 Sargent Court  
Monterey, CA 93940

t: 831.373.3013

f: 831.373.2582

email: [amhpkings@gmail.com](mailto:amhpkings@gmail.com)

## NEED PARKS

Call for a no obligation analysis

## FOR SALE

69 spaces  
+ four homes  
— \$4.6m

Large 4-star —  
55% interest  
— \$14.9m

## IN ESCROW

Lake Tahoe  
— near Lake



LOFTIN | BEDELL  
ATTORNEYS AT LAW

### *Guidance. Creative Solutions. Dedication*

With 40+ years of experience in the manufactured home industry, **Loftin | Bedell, P.C.** provides clients with valuable experience, knowledge, and a business minded-goal oriented approach, especially in the face of ever changing regulations and laws.

MH & RV Park Ownership, Operations, & Enforcement • Litigation • Acquisitions, Sales & Creative Exit Strategies • Title 25 & Regulatory Compliance



### LOFTIN | BEDELL, P.C.

Ariel R. Bedell, Esq.  
2540 Gateway Road  
Carlsbad, CA 92009  
[www.loftinbedell.com](http://www.loftinbedell.com)  
760.431.2111



### Manufactured Housing Group



**April Simmons**  
Managing Director  
(916) 960-5776  
[asimmons@tri-pm.com](mailto:asimmons@tri-pm.com)  
CA DRE #01729593



**John Gallagher**  
President  
(916) 960-5777  
[jgallagher@tri-pm.com](mailto:jgallagher@tri-pm.com)  
CA DRE #01049566

#### Serving The Mobile Home Park Industry

##### Property Management

- Accounting & Financial Reporting
- Asset Supervision
- Staffing
- Payroll & Benefit Administration
- Capital Improvements

##### Brokerage Services

- Acquisition
- Disposition
- Opinions of Value
- Due Diligence
- Consulting

TRI Property Management Services, Inc.

[@tri-pm.com](https://www.tri-pm.com)

Manufactured Housing

[AB 2304](#)

(Lee)

**Unlawful detainer: case records.**

Current law requires the court clerk to allow specified persons access to case records, including the court file, index, and register of actions, filed in unlawful detainer actions that are limited civil cases. Current law requires that this access must be given to any other person 60 days after the complaint has been filed if judgment against all defendants has been entered for the plaintiff within 60 days of the filing of the complaint, and other persons as specified. Current law exempts from these requirements records in a case that seeks to terminate a mobilehome park tenancy if the statement of the character of the proceeding in the caption of the complaint clearly indicates that the complaint seeks termination of a mobilehome park tenancy. This bill expands the access requirement described above to include all unlawful detainer actions.

**Status:** Assembly Appropriations

[AB 2373](#)

(Rendon)

**Mobilehomes: tenancies.**

The Mobilehome Residency Law Protection Act, until January 1, 2027, requires the Department of Housing and Community Development to provide assistance in resolving and coordinating the resolution of complaints relating to the Mobilehome Residency Law. Under the Mobilehome Residency Law, management of the mobilehome park may only terminate a tenancy for certain reasons. These specified reasons include nonpayment of rent, utility charges, or reasonable incidental charges, or change of use of the park or any portion thereof. This bill would prohibit a tenancy from being terminated and a notice of termination from being issued pursuant to the above-specified reasons during the period of any suspension or expiration of the permit to operate the park. The bill would permit the tenancy to be terminated after both the violation that was the basis of the suspension or expiration has been corrected and a valid permit to operate has been issued by the enforcement agency.

**Status:** Assembly Housing and Community Development

[AB 2493](#)

(Pellerin)

**Tenancy: application screening fee.**

Current law authorizes a landlord or their agent, when they receive a request to rent a residential property, to charge an application screening fee to cover the cost of obtaining information about the applicant. Current law also prohibits a landlord or their agent from charging an applicant an application screening fee when they know or should have known that no rental unit is available at that time or will be available within a reasonable period of time, unless the applicant agrees in writing. This bill would instead prohibit a landlord or their agent from charging an applicant an application screening fee to be entered onto a waiting list when they know or should have known that no rental unit is available at that time or will be available within a reasonable period of time.

**Status:** Assembly Third Reading

[AB 2747](#)

(Haney)

**Tenancy: credit reporting.**

Would require a lessor of a dwelling unit of residential real property to report the lessee's positive rental payment information to at least one nationwide consumer reporting agency, as specified. The bill would authorize a lessee to opt out, or opt back in after opting out, of this positive rent reporting at any time, as specified. The bill would require the lessor to provide a notice containing certain information at the time of execution of a rental agreement and at the time of execution of a renewal or extension of a rental agreement.

**Status:** Assembly Judiciary

[SB 1148](#)

(Blakespear)

**Electrical service: master meters.**

Current law requires the Public Utilities Commission to require every residential unit in an apartment house or similar multiunit residential structure, condominium, or mobilehome park issued a building permit on or after July 1, 1982, with certain exceptions, to be individually metered for electrical and gas service. This bill would add an exception from the requirement that every residential unit be individually metered for electrical service for a multifamily site, as defined, that includes deployment of an electrical generation and energy storage facility and that meets specified requirements, including, among other things, that deployment of the electrical generation and energy storage facility is capable of providing backup electricity to the multifamily site using renewable energy resources, that the owner of the multifamily site does not increase rent in association with the costs of the deployment's components or lease agreement, that each tenant's electricity costs are less than what the effective fully bundled rate would have been if billed by the relevant load-serving entity, and that the owner bills the nonresidential meters and residential tenants for electricity usage directly, as measured by private submeters installed by the owner for each individual unit at the site, as specified.

*Position: Neutral*

**Status:** Senate Energy, Utilities and Communications

[SB 1190](#)

(Laird)

**Mobilehomes: solar energy systems.**

The Mobilehome Residency Law governs tenancies in mobilehome parks and includes provisions that are applicable to those who have an ownership interest in a subdivision, cooperative, or condominium for mobilehomes, or a resident-owned mobilehome park, as specified. Among other things, these provisions set forth the rights of residents and homeowners regarding the use of the property. Current law provides that it is the policy of the state to promote and encourage the use of solar energy systems, as defined, and to limit obstacles to their use. Current law prohibits any covenant, restriction, or condition contained in any deed, contract, security instrument, or other instrument

# Alston, Alston & Diebold

Attorneys at Law



*Representing owners and operators of  
manufactured home communities in California.*

Alston, Alston & Diebold is a law firm specializing in mobilehome park law and general business litigation. We have extensive experience in evictions, failure-to-maintain actions, discrimination, rent control, park closures, leases and rules. Other areas of emphasis include: corporate and LLC formation, real estate, business, and employment law.

27201 Puerta Real, Suite 300, Mission Viejo, CA 92691  
phone 714.556.9400 ♦ fax 714.556.9500 ♦ email: [info@aadlawyers.com](mailto:info@aadlawyers.com) ♦ [aadlawyers.com](http://aadlawyers.com)

CALL FOR A FREE VALUATION TODAY



**BUY  
SELL  
FINANCE**

**MHC &  
RV RESORTS**

[YALEADVISORS.COM](http://YALEADVISORS.COM) | 877-889-9810

**CHAD LEDY**  
PACIFIC NORTHWEST  
424-228-6200

**DAN COOK**  
PACIFIC SOUTHWEST  
818-474-1031





affecting the transfer or sale of, or any interest in, real property, and any provision of a governing document from effectively prohibiting or restricting the installation or use of a solar energy system, but allows for reasonable restrictions thereof. This bill would make any covenant, restriction, or condition contained in any rental agreement or other instrument affecting the tenancy of a homeowner or resident in a mobilehome park, in a subdivision, cooperative, or condominium for mobilehomes, or in a resident-owned mobilehome park that effectively prohibits or restricts the installation or use of a solar energy system, as defined, on the mobilehome or the site, lot, or space on which the mobilehome is located void and unenforceable.

**Status:** Senate Judiciary

**[SB 1408](#)**

(Roth)

**Mobilehome parks: vehicle removal.**

The Mobilehome Residency Law authorizes management, upon the expiration of 7 days, to remove a vehicle from a driveway or designated parking space, when the vehicle remains in violation of a park rule, as specified. Current law provides an exception from these provisions for vehicles that pose a significant danger, as specified. This bill would prohibit management from removing a vehicle used or required by the homeowner for work or employment, or which advertises any trade or services on the vehicle, from a homeowner's or resident's driveway or designated parking space, or a space provided by management for parking vehicles, unless any part of that vehicle extends into the park roadway or otherwise poses a significant danger, as specified.

**Status:** Senate Consent Calendar

**[SB 1474](#)**

(Allen)

**Public utilities: intervenor compensation.**

Current law provides compensation for reasonable advocate's fees, reasonable expert witness fees, and other reasonable costs to public utility customers for preparation for and participation in a hearing or proceeding of the Public Utilities Commission. Current law defines "customer" for these purposes to include, among other individuals, a participant representing consumers, customers, or subscribers of any electrical, gas, telephone, telegraph, or water corporation subject to the jurisdiction of the commission. Current law requires the commission to award a customer compensation if certain requirements are satisfied, including that the customer's presentation makes a substantial contribution to the adoption of the commission's order or decision. Current law defines "substantial contribution" for these purposes to mean that, in the judgment of the commission, the customer's presentation has substantially assisted the commission in the making of its order or decision because the order or decision has adopted in whole or in part one or more contentions or recommendations presented by the customer. Current law requires a customer who intends to seek compensation to timely file and serve on all parties to the proceeding a notice of intent to claim compensation, as specified. Current law requires the commission to issue a decision on the request for compensation within 75 days after the filing of the request or within 50 days after the filing of a report on an audit of the customer by the commission, whichever occurs later. This bill would add a participant representing patrons or employees of any electrical, gas, telephone, telegraph, or water corporation to the definition of "customer" for these purposes. The bill would expand the definition of "substantial contribution" to include situations in which the commission's order or decision is informed by reasoned decisionmaking made possible by the customer's presentation even if the customer's contentions or recommendations are not adopted by the commission.

**Status:** Senate Energy, Utilities and Communications ■

Copyright © 2008-2024 *CapitolTrack*. All rights reserved.

Visit us at  
***wma.org***  
or contact  
*info@wma.org*.



Community Membership Categories

- Community Membership: Consists of mobilehome/manufactured housing communities, including communities that rent spaces to recreational vehicles.
501(c)(3) Community: Consists of mobilehome/manufactured housing communities that are nonprofit corporations.
Resident-Owned Community: Consists of mobilehome/manufactured housing communities that are resident-owned.

COMMUNITY INFORMATION (Please complete a separate application for each community.)

COMMUNITY \_\_\_\_\_ NO. OF SPACES \_\_\_\_\_
COMMUNITY ADDRESS \_\_\_\_\_ COUNTY \_\_\_\_\_
MAILING ADDRESS \_\_\_\_\_
CITY \_\_\_\_\_ STATE \_\_\_\_\_ ZIP \_\_\_\_\_
PHONE \_\_\_\_\_ EMAIL \_\_\_\_\_

DOES THIS COMMUNITY RECEIVE MAIL DELIVERY? YES NO
IF YES, INCLUDE IN MAIL LIST? YES NO
Do you have operational fire hydrants? Yes No What are the age rules? Electric: Yes No Gas: Yes No
Do you have long-term leases? Yes No All Age 55 62 Propane: Yes No Water: Yes No
Do you permit subleasing? Yes No Utility District: PG&E SoCal Gas SoCal Edison SDG&E
Other: \_\_\_\_\_

OWNER INFORMATION

NAME \_\_\_\_\_
MAILING ADDRESS \_\_\_\_\_
CITY \_\_\_\_\_ STATE \_\_\_\_\_ ZIP \_\_\_\_\_
PHONE \_\_\_\_\_ EMAIL \_\_\_\_\_

SEND BILLS TO: OWNER MANAGEMENT COMPANY (IF MANAGEMENT COMPANY, PLEASE COMPLETE INFORMATION BELOW.):

MANAGEMENT COMPANY (if applicable)

FIRM \_\_\_\_\_ CONTACT \_\_\_\_\_
MAILING ADDRESS \_\_\_\_\_
CITY \_\_\_\_\_ STATE \_\_\_\_\_ ZIP \_\_\_\_\_
PHONE \_\_\_\_\_ EMAIL \_\_\_\_\_

MEMBER REFERRAL INFORMATION (if applicable)

NAME \_\_\_\_\_
COMMUNITY/FIRM \_\_\_\_\_
MAILING ADDRESS \_\_\_\_\_
CITY \_\_\_\_\_ STATE \_\_\_\_\_ ZIP \_\_\_\_\_
PHONE \_\_\_\_\_ EMAIL \_\_\_\_\_

MEMBERSHIP INVESTMENT

Total Number of Spaces @ \$10.95 per space..... \$
Minimum Annual Dues — \$435 (40 spaces or less)
\$925 for 501(c)(3) or Resident-Owned Communities
Voluntary Candidate PAC Contribution @ \$9.00 per space
Amount of Check Enclosed..... \$

Visa Mastercard American Express Check Enclosed

CREDIT CARD NUMBER EXPIRATION DATE

BILLING ADDRESS AND ZIP CODE

CARD HOLDER'S NAME

Community Members maintaining a controlling interest in more than one community must secure a separate membership for each community under his or her control. In the case of limited partnership or ownership syndications, the General Partners shall be considered to have a controlling interest for purposes of this section. — WMA Bylaws, Article V, Section 2.

I certify that this application complies with the aforementioned bylaws requirement. Should ownership in any additional community not listed on this application be acquired, the association shall be notified and the appropriate application submitted. Applicant understands that dues are nonrefundable and agrees to uphold the WMA Code of Ethics and to maintain membership in good standing. Dues payments to WMA, as well as contributions made to Political Action Committees, are not deductible as charitable contributions for federal income tax purposes. WMA dues may be deducted as an ordinary and necessary business expense. In compliance with the Omnibus Budget Reconciliation Act of 1993, 79% of your 2024 – 2025 membership dues is deductible as a business expense. Further information on this law should be obtained from your tax advisor.

AUTHORIZED SIGNATURE \_\_\_\_\_ DATE \_\_\_\_\_

MAIL TO: WMA | 455 CAPITOL MALL, SUITE 800 | SACRAMENTO, CA 95814

QUESTIONS? CONTACT US AT PHONE: 916.448.7002 | FAX: 916.448.7085 | EMAIL: info@wma.org | VISIT OUR WEBSITE: wma.org

PROTECT YOUR FINANCIAL INFORMATION — PLEASE DO NOT EMAIL THIS FORM TO WMA. FAXING IS A SECURE PROTOCOL.

“WMA — Advancing and Protecting the Manufactured Housing Industry.”



# Western Manufactured Housing Communities Association (WMA) WMA Application for Service and Industry Membership — 2024 –2025

## Service and Industry (S&I) Membership:

Consists of manufacturers of homes, sellers of homes, and suppliers of materials, products, or services related to the manufactured housing industry, or firms engaged in the business of management and marketing services on behalf of community owners. See the listing below to determine if your company falls within this membership category.  
(Note: Firms owning mobilehome/manufactured housing communities must maintain Community Membership for each property.)

### COMPANY INFORMATION

FIRM NAME \_\_\_\_\_

STREET ADDRESS \_\_\_\_\_

CITY \_\_\_\_\_ STATE \_\_\_\_\_ ZIP \_\_\_\_\_

PHONE \_\_\_\_\_ EMAIL \_\_\_\_\_

CONTACT NAME \_\_\_\_\_

CONTRACTOR'S, BROKER'S, ENGINEER'S, OR OTHER LICENSE # \_\_\_\_\_ STATE IN WHICH ISSUED \_\_\_\_\_

TITLE OF LICENSE \_\_\_\_\_ REGION SERVED \_\_\_\_\_

**DESCRIPTION OF COMPANY SERVICES** — Describe services(s) provided and/or types of products sold. This description will be included in your company's listing in WMA's S&I Directory, and the "Industry Services" section of our website. Limit is 40 words.

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Listing Category (Select from the list below): \_\_\_\_\_

- |                                   |                                      |                                                     |
|-----------------------------------|--------------------------------------|-----------------------------------------------------|
| Accounting                        | Construction and Materials           | Manufactured Home Sales                             |
| ADA Compliance                    | Consultants                          | Manufactured Home Supplies                          |
| Allied Associations               | Electrical Equipment and Contractors | Manufactured Housing Community Closures/Conversions |
| Appraisal Services                | Energy Conservation Services         | Manufactured Housing Community Inspections          |
| Asphalt Maintenance               | Financial Lending                    | Real Estate                                         |
| Attorneys                         | Gas Systems                          | Residential Screening Services                      |
| Billing Services                  | Insurance Services                   | Solar Power                                         |
| Collection Services               | Management Services                  | Tree Care                                           |
| Communications/Answering Services | Manufactured Home Builders           | Utilities                                           |
| Computer Services/Software        | Manufactured Home Demolition         |                                                     |

Visa  Mastercard  American Express  Check Enclosed

### MEMBERSHIP INVESTMENT

ANNUAL DUES.....\$900 \$ \_\_\_\_\_

Voluntary Candidate PAC Contribution @ \$250..... \$ \_\_\_\_\_

Amount of Check Enclosed ..... \$ \_\_\_\_\_

CREDIT CARD NUMBER \_\_\_\_\_ EXPIRATION DATE \_\_\_\_\_

BILLING ADDRESS AND ZIP CODE \_\_\_\_\_

CARD HOLDER'S NAME \_\_\_\_\_

Dues payments to WMA, as well as contributions made to Political Action Committees, are not deductible as charitable contributions for federal income tax purposes. WMA dues may be deducted as an ordinary and necessary business expense. In compliance with the Omnibus Budget Reconciliation Act of 1993, 79% of your 2024 – 2025 membership dues is deductible as a business expense. Further information on this law should be obtained from your tax advisor.

I certify that neither this firm nor any of its principals owns a mobilehome/manufactured housing community. Should ownership be acquired, the Association will be notified and the community membership application(s) will be submitted. Applicant understands that dues are nonrefundable and agrees to uphold the WMA Code of Ethics and to maintain membership in good standing.

AUTHORIZED SIGNATURE \_\_\_\_\_ DATE \_\_\_\_\_



# WMA Partners with formsRus.com

Your one-stop for secure WMA online forms, e-Signing and workflow



FormsRus.com is a **Go Green** enterprise level online solution to handle all of your business documentation from one place.

- ✓ Access the most recent **WMA** forms
- ✓ Quickly and easily fill out **WMA** contracts and forms
- ✓ Save time by using auto-populate fields and auto-math functions
- ✓ E-mail, print, fax, e-sign or save your documents
- ✓ Custom forms and workflow portals available
- ✓ Streamline your business and reduce operating costs by eliminating the printing, storage and clutter of endless paper files
- ✓ Reduce your overall business risk with uniform standards of practice
- ✓ Access your document library anytime from anywhere
- ✓ Works on all tablets and smartphones

**Contact WMA to learn more today!**

formsRus.com

Create | Organize | Manage

sales@formsRus.com | 800-955-6284 | www.formsRus.com | [f](#) [t](#) [in](#)

# WMA ORDER FORM

Now members can place orders online! Login at [wma.org](http://wma.org) and go to [wma.org/shop-wma](http://wma.org/shop-wma). OR you may want to subscribe to WMA Forms Online! Login and go to [wma.org/forms-online](http://wma.org/forms-online).

# FOR WMA MEMBERS



Western  
Manufactured Housing Communities  
Association

NCR forms sold in lots of 25; single forms sold in pads of 50. Asterisk (\*) indicates single forms:

ITEM #	DESCRIPTION	QTY	PRICE	TOTAL
<b>MANUALS</b>				
316	Disaster Preparedness Manual .....	_____	\$20	\$_____
302	Guide to Mobilehome Park Residency Forms & Documents .....	_____	\$50	\$_____
317	Title 25 Tabbed Version .....	_____	\$50	\$_____
310	WMA Guide: Mobilehome Park Statutes and Regulations (MRL, Mobilehome Parks Act and Title 25) .....	_____	\$75	\$_____

## FORMS FOR RESIDENT OWNED HOMES (MEMBERS ONLY)

### Prospective and New Residents

<b>202</b>	<b>PROSPECTIVE AND NEW RESIDENT PACKAGE ....</b>	_____	<b>\$175</b>	<b>\$_____</b>
<i>The above package includes the following forms:</i>				
172	Additional Occupant Agreement.....	_____	\$8	\$_____
171	Application for Approval of Additional Occupant .....	_____	\$8	\$_____
102*	Application for Residency .....	_____	\$19	\$_____
107	Approved Animal Agreement and Rules .....	_____	\$8	\$_____
177	Consent to Obtain Consumer Credit Report.....	_____	\$8	\$_____
114	Information for Prospective Homeowners .....	_____	\$8	\$_____
104	Mobilehome Park Rental Agreement Disclosure .....	_____	\$12	\$_____
176*	Notice of Rights and Responsibilities .....	_____	\$10	\$_____
113	Notice of Zoning or Use Permit Lease of Park .....	_____	\$8	\$_____
154	Notice Regarding Negative Credit Information.....	_____	\$8	\$_____
105	Notice to Homeowner.....	_____	\$8	\$_____
115	Privacy Statement.....	_____	\$8	\$_____
178	Prospective Purchaser Evaluation—Notice to Prospective Purchaser.....	_____	\$15	\$_____
179	Prospective Purchaser Evaluation—Notice to Selling Homeowner .....	_____	\$8	\$_____
109	Prospective Resident Receipt for Financial Report Fee	_____	\$8	\$_____
112	Statement Regarding Rental Agreement .....	_____	\$12	\$_____
111*	Standard Twelve-Month Rental Agreement .....	_____	\$19	\$_____
110*	Standard Rental Agreement for a Term of Less Than Twelve Months .....	_____	\$19	\$_____
163	Swimming Pool and/or Spa Release Agreement.....	_____	\$8	\$_____
183	Tenancy Information and Standards .....	_____	\$8	\$_____
<i>(effective 07.01.2016)</i>				

### Disclosure

<b>204</b>	<b>DISCLOSURE PACKAGE .....</b>	_____	<b>\$45</b>	<b>\$_____</b>
<i>The above package includes the following forms:</i>				
120	Manufactured Home and Mobilehome Transfer Disclosure Statement (Lots of 10).....	_____	\$20	\$_____
104	Mobilehome Park Rental Agreement Disclosure .....	_____	\$12	\$_____
121	Natural Hazard Disclosure Statement.....	_____	\$12	\$_____
122	Flood Hazard Disclosure Statement.....	_____	\$8	\$_____

### Rules and Regulations Violations

<b>206</b>	<b>RULES AND REGULATIONS VIOLATIONS PACKAGE .....</b>	_____	<b>\$125</b>	<b>\$_____</b>
<i>The above package includes the following forms:</i>				
125	7 Day Notice to Comply with Rules and Regulations ...	_____	\$12	\$_____
126	14 Day Notice of Intent to Charge for Space Maintenance.....	_____	\$12	\$_____

ITEM #	DESCRIPTION	QTY	PRICE	TOTAL
<b>Rules and Regulations Violations (continued)</b>				
166	14 Day Notice of Intent to Remove Personal Property ..	_____	\$12	\$_____
127*	Incident Report.....	_____	\$10	\$_____
167	Inventory of Personal Property Removed.....	_____	\$12	\$_____
128	Just a Reminder .....	_____	\$8	\$_____
164	Notice of Intention to Tow Vehicle.....	_____	\$8	\$_____
129	Notice of Meeting Regarding Proposed Amendment to Park Rules and Regulations.....	_____	\$8	\$_____
106	Notice to Occupant.....	_____	\$8	\$_____
144	Proof of Service.....	_____	\$19	\$_____
165	Proof of Service of Notice of Intent to Tow Vehicle.....	_____	\$19	\$_____
130*	Resident Objection Form.....	_____	\$10	\$_____
131	Vehicle Violation Notice .....	_____	\$8	\$_____

### Termination of Tenancy

<b>208</b>	<b>TERMINATION OF TENANCY PACKAGE .....</b>	_____	<b>\$140</b>	<b>\$_____</b>
<i>The above package includes the following forms:</i>				
140	3 Day Notice to Pay Rent or Quit and 60 Day Notice to Terminate Possession .....	_____	\$19	\$_____
141	3 Day Notice to Perform Covenants or Quit and 60 Day Notice to Terminate Possession .....	_____	\$19	\$_____
142	60 Day Notice to Terminate Possession for Non-Payment of Rent and/or Non-Performance of Covenants .....	_____	\$19	\$_____
161	Mobilehome and Manufactured Home Sale or Transfer Repair/Improvement Notice .....	_____	\$12	\$_____
151	Notice of Belief of Abandonment.....	_____	\$19	\$_____
185*	Notice of Disposition of Abandoned Mobilehome .....	_____	\$10	\$_____
184*	Notice of Intent to Dispose of Abandoned Mobilehome .....	_____	\$10	\$_____
187*	Notice to County Tax Collector Regarding Disposal of Abandoned Mobilehome .....	_____	\$10	\$_____
186*	Notice to County Tax Collector Regarding Disposal of Mobilehome Using Warehouse Lien .....	_____	\$10	\$_____
143	Notice to Legal Owners, Junior Lien Holders or Registered Owners.....	_____	\$8	\$_____
144	Proof of Service.....	_____	\$19	\$_____
160	Resident's Notice of Termination of Tenancy .....	_____	\$8	\$_____

### Miscellaneous Forms

<b>210</b>	<b>MISCELLANEOUS FORMS PACKAGE.....</b>	_____	<b>\$115</b>	<b>\$_____</b>
<i>The above package includes the following forms:</i>				
103	Acknowledgement for Third Party Payment of Rent ....	_____	\$12	\$_____
150	Agreement with Heir, Joint Tenant or Personal Representative of the Estate .....	_____	\$8	\$_____
170	Approval of Installation of Accommodation for Disabled Resident .....	_____	\$8	\$_____
169	Master Meter System Public Awareness Message .....	_____	\$8	\$_____
181	Notice of Application of Pesticide to Common Area Without Licensed Pest Control Operator .....	_____	\$8	\$_____
182	Notice of Application of Pesticide to a Dwelling Unit Without a Licensed Pest Control Operator .....	_____	\$8	\$_____

Contents of Miscellaneous Forms Package continued on page two.

**Subtotal Page One** \$\_\_\_\_\_

Go to page 2 for payment information.



Evans Management Services is a comprehensive property management company with over 40 years of experience owning and operating mobile home communities. What can our services provide for you?

- Custom tailored management services.
- Specialized team assigned specifically to your community to oversee operations.
- Complete and accurate financial records for the community.
- Additional Returns on your investment.

Contact our office for additional information on how we can bring you peace of mind  
831-475-0335.

Broker #00655292

[www.evans-management.com](http://www.evans-management.com)

## GREGORY BEAM & ASSOCIATES, INC

We represent mobilehome park and RV community owners and management companies in all aspects of mobilehome/RV law.

We are dedicated to providing personalized representation, advice and counseling in areas such as:

- Warehouse liens, abandonments and foreclosures
- Enforcement of rules
- Evictions
- Residency Documents
- Zoning and land use issues

With over 30 years of experience, we provide the most accessible, cost efficient, responsive team of attorneys and paralegals to serve your specialized needs.

We are a full-service law firm to meet our clients' general business needs as well, including real estate law and business litigation.

**Gregory B. Beam, Esq.**  
949.598.5800

25201 Paseo De Alicia, Suite 105, Laguna Hills, CA 92653

Relationships Matter.



## Connecting Our Solutions to Your Challenges

- Claim-Litigation Strategies
- Property & Liability
- Workers' Compensation
- Commercial Auto
- Employee Benefits
- Management Liability
- Claims Management
- Loss-Control Services

**MEMBERS LOOK!**



**Make sure you get an up-to-date quote for this year's policy. Also, tell your non-member community friends that WMA's group Workers' Comp program is now accepting qualifying non-member communities — tell them they can now join the group!**

**Call Ray Avila at 209.423.2251 or [raymond.avila@relationinsurance.com](mailto:raymond.avila@relationinsurance.com).**

ENDORSED PROVIDER



**Western  
Manufactured Housing Communities  
Association**

Pan American Insurance  
Raymond Avila  
[Raymond.Avila@Relationinsurance.com](mailto:Raymond.Avila@Relationinsurance.com)  
209-423-2251