



**2022 WMA Convention & Expo**  
The M Resort | October 10 –13, 2022

It's time to get back to what we do best — learn, grow and network! As the theme suggests for the 2022 WMA Convention & Expo, we're "Shaping Our Future: Image the Possibilities!" Let's get you started! Please join us! We will start you off with a no-fee admission networking event with light appetizers and a cash bar. This is a great opportunity to catch up with peers and make new connections. Tuesday begins with seminars, the Kick Off Lunch, and the Expo opening after lunch. Later in the day, the popular wine tasting event takes place during the Welcome Reception in the Expo. Reconnect with exhibitors as you sample their wines and enjoy a dinner buffet. Wednesday brings another full day of events — everything to make your attendance worthwhile!

**REGISTER TODAY!** Go to [wma.org/conv2022](http://wma.org/conv2022) OR complete the registration form in this packet, then mail or fax to WMA as indicated on the registration form. For hotel reservations, please refer to the hotel registration information inside this packet.

**Monday, October 10, 2022**

**Golf Tournament/Optional The Lexington Course at Revere Golf Club**  
8:00 a.m. Golf Registration  
9:00 a.m. Shotgun Start  
**1:00 p.m. to 6:00 p.m. Convention Pre-registered Badge/  
Tickets Pick Up**  
**5:00 p.m. to 7:00 p.m. Networking Cocktail Reception**

**Tuesday, October 11, 2022**

**8:00 a.m. Registration Opens**  
**8:00 a.m. to 10:00 a.m. Coffee Service Only**  
**9:00 a.m. to 11:15 a.m. Educational Seminars**  
**11:30 a.m. to 12:30 p.m. Kick Off Lunch**  
**12:30 p.m. to 2:45 p.m. Expo Opens**  
**3:00 p.m. to 4:30 p.m. Educational Seminars**  
**4:30 p.m. to 7:00 p.m. Wine Tasting/Welcome Reception in Expo  
with a Dinner Buffet**

**Wednesday, October 12, 2022**

**7:30 a.m. to 3:00 p.m. Expo Hours**  
**7:30 a.m. to 8:45 a.m. Continental Breakfast in Expo**  
**8:00 a.m. Registration Opens**  
**9:00 a.m. to 11:15 a.m. Educational Seminars**  
**11:00 a.m. to 12:00 p.m. Pre-Lunch Cocktails in Expo**  
**12:00 p.m. to 1:30 p.m. Annual Meeting & Luncheon**  
**1:30 p.m. to 2:30 p.m. Dessert Reception with Drawings in Expo**  
**3:00 p.m. Expo Closes**  
**2:45 p.m. to 4:15 p.m. Educational Seminars**  
**5:30 p.m. to 6:30 p.m. Pre-Dinner Cocktails**  
**6:30 p.m. to 10:00 p.m. President's Dinner Dance**

**Thursday, October 13, 2022**

**8:00 a.m. to 9:00 a.m. Final Breakfast**  
**9:00 a.m. 2022 WMA Convention Closes**

# HIGHLIGHTS

## **An Invitation from the Convention Committee Chair, Dave Thomas**

We are ready for the 2022 WMA Convention and Expo! It will take place October 10th through the 13th at the fabulous M Resort Spa Casino in Henderson, Nevada, for even more education and fun. As chairperson of the WMA Convention and Expo Planning Committee, I want to tell you the committee has had a great time putting together the schedule of events. We cannot wait to share it all with you. This year's title and theme is "Shaping Our Future: Imagine the Possibilities".

Every person, parkowner, park manager, maintenance worker, attorney, HR department, and Service and Industry member are a vital part of this beautiful mobilehome park industry. It takes all of us collectively, working together, to imagine our possibilities and to shape our future.

We cannot wait to see you!

## **Golf Tournament — Monday, October 10**

The golf tournament which benefits the Frank J. Evans Charitable Foundation will take place on the Lexington Course at the Revere Golf Club which is located on the M Resort properties. Registrations will begin at 8:00 a.m., followed with 9:00 a.m. shot gun start.



Chris Wysocki has been hard at work securing some exciting sponsorships for the tournament — you wouldn't want to miss out on these! Please contact Chris at [chris@wma.org](mailto:chris@wma.org) or 916.448.7002, extension 4026 to see how you can help. This is such a worthy cause.

The \$175 fee also includes a boxed lunch, two alcohol drink tickets and unlimited non-alcohol beverages. The golf course is located minutes from the M Resort at 2600 Hampton Road, Henderson, NV 89052; phone 877.273.8373.

## **Kick Off Lunch — Tuesday, October 11**

The Kick Off Lunch begins at 11:30 a.m. We are going to begin the afternoon with a delicious plated lunch while giving you ample opportunity to network with friends. Remember, there's always a new face in the crowd — introduce yourself and welcome first time attendees. Make them feel good about joining WMA and being a part of this organization!

President Candy Holcombe will welcome you and officially open the 2022 WMA Convention and Expo. After lunch, you'll learn who the scholarship recipients are from this year's Frank J. Evans Charitable Foundation. Greg Evans will reveal this year's scholarship recipients for deserving youth residing in WMA-member communities. Perhaps one of them is from your community! After that, WMA's Legislative Advocate, Chris Wysocki, will give a brief legislative update. Winners of WMA's hotly contested golf tournament will be announced too! Closing the luncheon will be Julie Paule with updates on rent control. Right after lunch, you'll head into the opening of the Expo.

## **Expo Opening — Tuesday, October 11**

The Expo will once again open right after lunch! You will have over two hours on the Expo floor before returning back to the educational seminars.

## **Welcome Reception and Wine Tasting — Tuesday, October 11**

It is a WMA tradition! You will LOVE our wine tasting event. We've planned another exciting show for you! Exhibitors have been invited to bring their favorite wines again!

This is always

a great time to reconnect with other Expo attendees or get to know new people! The Expo continues on Wednesday, stopping only for the Annual Meeting and Luncheon. Stop in between seminars! You'll experience a dynamic day interacting with outstanding exhibitors who represent cutting edge products and services of the industry. Drawings will be held at the close of Expo on Wednesday. Remember, this a modified schedule! The Expo will close at 3:00 p.m. — do not miss the drawings!

## **Annual Meeting and Luncheon — Wednesday, October 12**

Take a well-deserved break from the fast-paced action of the Expo and educational seminars. Join us for the Annual Meeting and Luncheon. It is a great opportunity to be introduced to new members, as well as continuing members of WMA's leadership — all in one place.

A plated lunch is provided — delicious food and drink to satisfy your hungry appetite. Then we will proceed with our formal program.

An award will be presented to a deserving member whose political contributions have stood out above and beyond all those who continuously support WMA. Another award will be presented to a member whose selfless contributions have impacted the industry. During the Annual Meeting, you'll also learn the state of WMA, and see the new Board of Directors for 2022 – 2023 elected and sworn in.

We are changing things up a bit this year for the after lunch program. You head directly into Expo for desserts after the last presentation. This will be your last opportunity to catch up with that vendor you've needed to talk to! The Expo will close with the final drawings. You must be present to win!

## **President's Dinner Dance — Wednesday, October 12**

You are cordially invited to WMA's signature black tie event. It will be held on Wednesday evening in a beautifully appointed ballroom. You will see everything from elegant gowns and tuxedos to cocktail dresses and suits to business casual attire! Come in what suits you best! We will be there to warmly welcome you — our honored guests — to the annual anticipated President's Dinner Dance.

As you walk into the ballroom you find exquisitely dressed tables and you know that an enchanting evening awaits you. The magic begins the moment you arrive.

We will kick off the evening with some entertainment of a comedian. The evening will be sprinkled with laughter as the comedian hosts the evening!

Join family, friends and colleagues for a delicious meal. Then sit back and celebrate as the new President of the WMA Board of Directors, Chad Casenhiser, is sworn into office and delivers an inaugural address. Next, join us in feting the 2022 recipient of WMA's most recognized and esteemed honor: The Busch, Carr & McAdoo Memorial Award.



Finally, after we have wrapped up the business end of our evening, prepare to dance and party the rest of the night away to the sounds of a disc jockey! We promise this will be an evening you will long remember!

We hope you will join us for all of this at this year's WMA Convention & Expo!

# EDUCATIONAL SEMINARS

## **Best Practices in Hiring, Managing, Firing and Removing Community Employees (Owner Only Seminar)**

The panel of speakers will discuss, using real world examples and sample forms, the best practice for hiring park employees, including the creation of a protective employment agreement; managing those employees effectively (and adhering to California's wage and hour laws); and, what/how to terminate a park employee, including actions necessary to remove the employee from on-site housing. The presentation will be generally applicable, but with a focus on California parks. *(Andrew Ditlevsen, Eric Bellafrank, Margaret Ecker-Nanda and Ryan Jasinsky)*

## **California Wildfires: Changing the Insurance Marketplace**

Whether your park is in the city, suburbs or country, your insurance will be affected. Get a peek behind the curtain of the rapidly changing insurance marketplace and understand the role of wildfires affecting all California park insurance premiums. You will learn what physical changes you can make at your parks to protect them and exactly what property improvements should be added to your policy. Also discussed will be how to mitigate future insurance premium increases. With a look back at fire history and the stunning wildfire prevalence today, we can better understand what is trending in California. This seminar will provide what to know, what to do, what to expect, and how to budget going forward. *(Bill Joseph)*

## **Legal and Management Advice Panel**

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

## **MCM: Back to Basics — Go Beyond the XYZs of Management**

A return to what we always knew but have fallen out of practice on in the chaos of the last couple of years. We define basics as those things that should be muscle memory — the legal and operational gears of property management that should be second nature. However, due to lack of exercise, those muscles have atrophied and as an industry we need to return to the very fundamental things that need to happen, without thought, to move your management skills and properties forward every day. We need to

go back to practicing those basics until they once again become routine. *(Ruben Garcia and Joseph Carroll)*

## **MCM: Bridge the Gap — Transform Work Relationships from Challenging to Collaborative**

In today's increasingly polarized world, more people struggle to fully understand and respect one another as individuals. As a result, many lose sight of the importance of building and maintaining professional relationships; even forgetting to be curious and listen to others. And these interpersonal challenges have become business-blocking obstacles. In this seminar, Fortune 500 leadership coach Jennifer Edwards shows how to use the social psychology of human connection and curiosity to drive meaningful communication and collaboration at work. *(Jennifer Edwards)*



*(Please note: We want to accommodate as many people as we can. Check the box on the registration form if you plan to attend. Books have to be ordered in advance. Please register early!)*

## **MCM: Effective Communications with Residents — the Pros and Cons**

More than a newsletter once a quarter, communicating encompasses the verbal and non-verbal indications to residents of how you value them. Learn how much is too much and how when nothing is said, the story is written on its own. Control your message. Join us for understanding your role. *(Chris Nicey, Mike Mihelich and a member management company representative)*

## **MCM: HCD Updates**

Come learn about the latest HCD news. Gain insight into HCD enforcement, Mobilehome Park Maintenance Inspections, Park Construction, Mobilehome Residency Law Protection Program, and much more. Interact directly with HCD management and ask questions. *(Mitchel Baker and Matthew Weise)*

## **MCM: Tenant Applications and Fair Housing — What You Need to Know**

Federal and state antidiscrimination laws limit what you can say and do in the tenant selection process. This interactive seminar will train you on what the best practices are when choosing tenants. The panel will address the issues that arise from topics including; how to avoid discrimination claims when approving

tenancy applications, how courts and agencies handle discrimination complaints, penalties for housing discrimination and how to get help for a discrimination lawsuit or complaint. *(John Pentecost, Ryan Egan, Melissa Dougherty and Thomas Pacelli)*

## **MCM: What Should a 2022 Disaster Plan Look Like?**

As COVID-19 pandemic begins to wind down, the question becomes, "What's next?" Should you prepare for wildfires or floods or an active shooter? What should resident disaster plans look like? This interactive session will provide you with up-to-date 2022 guidance on what to prioritize, and how to focus your plans so it remains effective. It will also provide you cutting-edge best practices and ideas for their properties to sustain them through any emergency. *(Patrick Hardy)*

## **The Bottom-line Affect Utility Improvements Have on Property Value**

This will be a panel discussion covering economics of solar for manufactured housing communities; maximizing your tax incentives; the bottom-line affect utility improvements have on your property value. *(Shorebreak panel with appraiser, lender and capital improvement experts)*

## **Update on New Laws**

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

## **THE M RESORT**

Henderson, NV

2022 WMA CONVENTION & EXPO

**October 10 – 13**

Make your guest room reservations now!  
To receive the \$150 per night rate during the  
Convention  
(Sunday through Thursday) call today!  
GUEST ROOM RESERVATIONS

**877.673.7678**

Group Code:

**SWMH22**

For online guest room reservations,  
go to [wma.org/conv2022](http://wma.org/conv2022)  
and go to the tab "Guest Room Reservations".



**2022 WMA Convention & Expo**  
**The M Resort**  
**October 10 –13, 2022**  
**Registration Information**

Please register only ONE person per form. The Participant Registration Disclaimer and Liability Waiver box MUST be checked in order to attend. The full waiver is located at [wma.org/Conv2022](http://wma.org/Conv2022). Duplicate this form if you have more than one registrant. Fees include admittance for one person to a Kick Off lunch, Welcome Reception/Expo Opening with wine tasting and dinner buffet, breakfast in the Expo, Annual Meeting & Luncheon, President's Dinner Dance, cocktail receptions in the Expo, and the final breakfast, seminars, educational materials, and exhibit activities.

**Cancellations**

For a full refund, cancellations must be received on or before September 2, 2022; an 85% refund for cancellations received September 3 through September 13, 2022. No refunds for no-shows, cancellations or event tickets on or after September 14, 2022. Call Regina Sánchez immediately for cancellations at 916.448.7002.

**Hotel Reservations**

Make your hotel reservations directly with the M Resort Spa Casino by calling 877.673.7678 (use code SWMH22) or going online to [wma.org/Conv2022](http://wma.org/Conv2022) and follow the link for online guest room reservations. Reservations received after September 19th will be accepted on a space-and-rate-availability basis. See "Hotel Guestroom Reservations" regarding scam alert as part of this packet.

**Special Needs**

- I require special dietary meals — please understand our limitations with large groups.
- I require special meeting/event space accommodations in order to fully participate. Regina will contact you by phone or email.

**Travel**

WMA was unable to secure an agreement for discounted air fares. We suggest that you try to book your flights in advance so that you can enjoy discounted rates with airlines such as Southwest Airlines at [southwest.com](http://southwest.com) or 800.435.9792. WMA has negotiated special meeting rates with Hertz for car rentals during Convention at all California and Nevada locations. Contact Hertz at [hertz.com](http://hertz.com) or 800.654.3131 and refer to CDP 2133824.

Go ONLINE to [wma.org/conv2022](http://wma.org/conv2022)  
 MAIL OR FAX  
 this completed form with payment to:  
 WMA  
 455 Capitol Mall, Suite 800  
 Sacramento, CA 95814  
 fax 916.448.7085 | phone 916.448.7002  
**DO NOT EMAIL** this form with payment information to WMA as the email server is not secure.

Badge Name \_\_\_\_\_ Badge City \_\_\_\_\_ Attendee Email Address \_\_\_\_\_  
 Community/Firm Name (as it is to appear on badge) \_\_\_\_\_ Member ID# \_\_\_\_\_  
 Attendee Address for Confirmation \_\_\_\_\_  
 City, State, ZIP \_\_\_\_\_

Daytime Telephone Number \_\_\_\_\_ Fax Number \_\_\_\_\_  
**REGISTRATION TYPE – CHECK ONE:**  
 Member - Owner     Non-Member  
 Member - Manager     Allied Association  
 Member - S&I     Exhibitors use Booth Personnel Form from Exh Packet  
**RIBBON CODE (Check all that apply):**  
 Board Member     Committee Member  
 Chapter President     Speaker  
 Committee Chair

<b>EXPO REGISTRATION FEES</b>			
(Fees listed below are per person rates)			
	BEFORE SEPT 12	ON or AFTER SEPT 13	
Member	\$475 pp	\$525 pp x _____	(total registrants) = \$ _____
Non-Member	\$950 pp	\$1,050 pp x _____	(total registrants) = \$ _____
<b>Total Convention &amp; Expo Registrations Due</b>			<b>(A) \$ _____</b>

I plan to attend the Jennifer Edwards seminar. This is not an admittance guarantee, but we will work on accomodating everyone. Those admitted will receive a book. Register early so we can plan better.

**Benefits for the Frank J. Evans Foundation • Monday, October 10, 2022 • 9:00 a.m. Shot Gun Start GOLF**

All fees listed are per person and due by September 3. Space is limited.

Golf Tournament \$175 per person x \_\_\_\_\_ (total participants) = \$ \_\_\_\_\_  
 I will need a ride to the course.     I am willing to drive others to the course.  
 Pairings request: \_\_\_\_\_ Handicap \_\_\_\_\_  
**Total Golf Due (B) \$ \_\_\_\_\_**

**CASH DRAWING DONATION**

Yes, I wish to donate:  \$100     \$250     \$500 toward the "seed money" for the cash drawing!  
 (This is not a ticket for the drawing.) = \$ \_\_\_\_\_  
**Total Cash Donation (C) \$ \_\_\_\_\_**  
**GRAND TOTAL DUE (A + B + C) \$ \_\_\_\_\_**

**Networking No-Host Cocktail Reception • Monday, October 10, 2022 • 5:00 p.m.**

Yes, I/we plan to attend the networking event. Total number of people attending: \_\_\_\_\_  
 All guests, regardless of registration MUST sign the Participant Registration Disclaimer and Liability Waiver in order to participate. You can print the full form at [wma.org/Conv2022](http://wma.org/Conv2022) and send it with your ticket request.

**PARTICIPANT REGISTRATION DISCLAIMER AND LIABILITY WAIVER**

BY CHECKING THIS BOX, I, THE UNDERSIGNED, HAVE READ THE PARTICIPANT REGISTRATION WAIVER AND RELEASE AND UNDERSTAND THAT I AM GIVING UP SUBSTANTIAL RIGHTS BY SIGNING IT, AND NONETHELESS SIGN IT KNOWINGLY AND VOLUNTARILY. THIS WILL BE TREATED AS AN ORIGINAL SIGNATURE. The full form is located at [wma.org/Conv2022](http://wma.org/Conv2022). Each participant must check box and sign. By checking and signing here, you do not have to return the separate form.

Signature \_\_\_\_\_

Check enclosed (make payable to WMA) or charge to  VISA     MasterCard     AMEX     Discover  
 Cardholder's Name \_\_\_\_\_ Sec Code \_\_\_\_\_  
 Account # \_\_\_\_\_ Expires \_\_\_\_\_  
 Billing Address \_\_\_\_\_  
 City/State \_\_\_\_\_ ZIP \_\_\_\_\_  
 Signature \_\_\_\_\_ Email\* \_\_\_\_\_  
 (\*Providing your email address guarantees you an immediate receipt of your charges.)