



October 11 – 14
Peppermill Resort Casino Spa • Reno, Nevada

While the world is reeling back from the effects of the COVID19 outbreak, WMA at all times went about assisting our members whether it was sorting through new legislation and public policies or getting the correct forms to you so you could continue business as usual. Like most people, we were hoping that when the clock struck midnight on New Year’s morning, that we would somehow skip ahead by leaps and bounds and leave COVID19 and 2020 behind. The pandemic impacted the way we lived, worked and played. It’s time to get back to what we do best — learn, grow and network! With that, the WMA Convention & Expo is BACK in 2021! And, as the theme suggests, it is going to be better than ever! You are cordially invited to 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! Please provide email addresses for each attendee on the registration form so that we can follow up with them via emailed evaluations at the conclusion of the Convention.

REGISTER TODAY! Go to wma.org/conv2021 OR complete the registration form in this packet, then mail or fax to: WMA, 455 Capitol Mall, Suite 800, Sacramento, CA 95814, 916.448.7085 (fax). Please DO NOT email the registration form with payment information to us as the email server is not secure. For hotel reservations, please refer to the hotel registration information inside this packet.

SCHEDULE-AT-A-GLANCE

Monday, October 11, 2021

Golf Tournament/Optional The Lakes at Red Hawk Resort and Golf
 9:00 a.m. Golf Registration
 10:00 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 12, 2021

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 13, 2021

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 14, 2021

8:00 a.m. to 9:00 a.m. **Final Breakfast**
 9:00 a.m. **2021 WMA Convention Closes**

HIGHLIGHTS

GOLF TOURNAMENT — Monday, October 11

The Lakes Course at Red Hawk Golf and Resort is this year's home to WMA's Convention & Expo golf tournament — a benefit for the Frank J. Evans Charitable Foundation. The Lakes Course at the Resort at Red Hawk is a Robert Trent Jones masterpiece that has helped vault Reno and the High Sierra into the upper echelon of West Coast golf destinations. Named the best daily fee golf experience by readers of the Reno-Gazette Journal, the Lakes Course is a challenge not to be missed. Fees include unlimited non-alcohol and two alcohol beverages throughout the day and a boxed lunch. Registration and breakfast begins at 9:00 a.m. and a shotgun start at 10:00 a.m. The course is located at 6600 North Wingfield Parkway in Sparks, Nevada, 775.626.6000.

NETWORKING EVENT — Monday, October 11

We have been hunkered down for over a year! Lets get to business and start you off with a no-cost, no-host networking event where you can catch up with industry colleagues during a leisure evening. If this is your first WMA Convention, then you must come to this event. Introduce yourself and make connections with people who will give you helpful advice for years to come.

KICK OFF LUNCH — Tuesday, October 12

Kick off this year's Convention and Expo with a delicious lunch! We will give you ample opportunity to network with friends, but keep an eye open for that new face in the crowd and welcome new members. President Allan Alt will welcome you and officially open the 2021 WMA Convention and Expo. After that, the scholarship recipients from the Frank J. Evans Charitable Foundation will be announced—perhaps one of them is from your community! Then Chris Wysocki will give a brief legislative update, winners of the golf tournament will be announced and Doug Johnson will close the luncheon with updates on rent control before you head into the Expo.

EXPO ACTIVITIES — Tuesday, October 12 and Wednesday, October 13

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

ANNUAL MEETING AND LUNCHEON — Wednesday, October 13

Take a well-deserved break from the fast paced Expo and educational seminars. As you enjoy your lunch at the Annual Meeting and Luncheon, we will begin our awards program for the Craig Biddle/Don Durant PAC Award being presented to a member whose political contributions have stood out above and beyond all those who support WMA and the President's Award going to another member whose selfless contributions have impacted the industry. During the Annual Meeting, you will learn the state of WMA, as well as watch the Board of Directors for 2021-2022 being sworn in. Because you LOVED her in 2019, we asked her to come back! Vicki Barbolak has once again agreed to return and entertain you after all the business is attended to! Stay and find out why Vicki is one of the funniest comedians selling out theaters across America! You saw her at the 2019 WMA Convention and she made you laugh until you cried!

A Benefit for the Frank J. Evans Charitable Foundation

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

THE PRESIDENT'S DINNER DANCE — Wednesday, October 13

You are cordially invited to WMA's signature black tie event on Wednesday evening. We will be there to welcome you, our honored guests. Join family, friends and colleagues for an elegant dinner. Then sit back and celebrate as the new President of the WMA Board of Directors, Candace Holcombe, is sworn into office and delivers her inaugural address. Next, join us in feting the 2021 recipient of WMA's most recognized and esteemed honor: The Busch, Carr & McAdoo Memorial Award. Once business has been wrapped up, prepare to dance the night away to the music of the Jeff Leep Orchestra. We promise this will be a night to remember!

2020



SEMINARS

TUESDAY, OCTOBER 12

9:00 a.m. – 11:15 a.m.

Know that You Know — Major Changes to ADA

This presentation will cover the top ten ADA items most sued over in manufactured housing communities. It will also cover “private versus semiprivate” communities and discuss aging communities and how owners can protect themselves and their wallets as residents’ age and needs change. Changes to not only ADA but FHA versus State code requirements and how this impacts how the local building departments treat us as opposed to what professional ADA plaintiffs look at in manufactured housing communities. *(Chris Taylor)*

Legal and Management Advice

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

MCM: Lessons Learned from the Darkside — A Cautionary Tale or Two

A comprehensive look at the post-pandemic world — from navigating SB 91 to reopening your property’s door. We will review the operational and legal fundamentals that were placed on hold when the pandemic hit (rules enforcement, evictions, rent increases, customer service, and much more). Join us as we take you through a tale or two! *(Ruben Garcia and Joe Carroll)*

MCM: Recognizing Service Dogs & Understanding Disability Rights Inside Your Park

This will be an interactive seminar designed to provide participants with a good overview of the Americans with Disabilities Act and the Fair Housing Act as they impact manufactured housing industry policies, operations, and residents in your community. The panel will address the issues that arise out of requests for service animals, and reasonable accommodations within the industry. The seminar will provide the attendees with the necessary information to avoid legal violations and litigation in their communities. *(Bill Dahlin, Thomas Pacelli and John Pentecost)*

3:00 p.m. – 4:30 p.m.

MCM: Top Ten Operational Reports Benefits of Solar for Mobilehome Park Owners: Financing/Lending Panel

Industry leaders continue to utilize the increased property economics solar provides when operating, buying and/or selling properties. This continues to expand as lenders adopt “Green” lending programs to help finance more efficient properties. The program offers lower pricing and additional proceeds which further promotes efficient utility utilization amongst mobilehome park communities. Tax incentives continue to help drive bottom line decisions and Shorebreak’s infrastructure improvement program assists park owners in maximizing available incentives as they maintain their community underground utilities. *(Shorebreak, Wells Fargo and JLL team)*

MCM: Is Your Post-COVID Emergency Plan Ready?

Disaster preparedness after the COVID-19 pandemic is going to look significantly different. Evacuations, SIP, and lockdowns will be unique, and the ways that modular home properties need to prepare for regional disasters will be vastly different than in the past. This interactive session with new 2021 guidance after hundreds of lessons-learned will give participants cutting-edge practices and ideas for their properties to sustain them through any emergency. *(Patrick Hardy)*

The Regulatory State of California

Members of WMA’s Utility Task Force discuss the current state of the regulatory environment facing the manufactured housing community. Topics will include issues related to water submeters, electric and natural gas regulations and rates, and other timely issues. Recent regulatory and state court decisions will also be discussed. *(Ed Poole)*

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)*

WEDNESDAY, OCTOBER 13

9:00 a.m. – 10:00 a.m.

MCM: How to Handle “Additional Occupants” Who Stay in Your Park

California law permits a homeowner to have a variety of persons stay with the homeowner, such as guests, companions, and caregivers. Issues often arise as to whether such “additional occupants” have rights of tenancy and how such persons may be removed from the mobilehome. This seminar will also focus on the unique problems associated with persons who inherit a mobilehome upon the homeowner’s death. *(Dan Rudderow)*

10:15 a.m. – 11:15 a.m.

Developing A Capital Improvement Program

The cost to repair the aging infrastructure of many mobilehome parks continues to grow each year. Spot repairs seem to cause more problems than they solve, and it is starting to look like it is time to consider upgrading and/or replacing may be a better option. Instead of waiting for a catastrophic event to force an upgrade, we will show you how to develop a capital improvement program for your community so you can strategically budget and plan for the replacement of its infrastructure. *(Bill Estenger and Cesar Moran)*

9:00 a.m. – 11:15 a.m.

Labor Laws Regarding COVID and Your Workplace

It is time for workplace recovery! It has been over a year since the COVID shutdown, and there is A LOT to consider when trying to recover and bring back employees in the post-COVID era. In this presentation we will be discussing your questions and offering our best practices on how to handle difficult scenarios, questions, and discussions. Join us to discuss new employment laws such as supplemental paid sick leave and vaccines in the workplace; bringing employees back to work properly; what to do if employees are not ready to come back; how employers can encourage employee engagement — answers to those frequently asked questions from employers; PLUS, tools and resources to make your life easier! *(Mari Bradford and Kim Gusman)*

Legal and Management Advice

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

Now What? Tips and Strategies for Addressing Poor Construction of Pre HUD-Code Homes, New Construction Not Built to Code, and Adding Spaces to Your Park

This seminar will focus on construction related issues of manufactured homes. We will address everything from older homes that are falling into disrepair to new construction related issues and what can happen if you do not. We will review a couple of court cases to demonstrate just how far these issues can go. We will also focus on how to address existing issues to get them resolved or to reduce the community's liability. Then, we will discuss what needs to be done to minimize or prevent future issues from ever happening at all. Finally, the second hour will cover adding lots, what you must do and what approvals are necessary. It will also cover procedures, inspections and utilities that are required. This part will address what to do to add RV lots and convert RV lots to community lots. *(Bob Baranek and Brad Harward)*

2:45 p.m. – 4:15 p.m.

MCM: Life After Loss of Long-Term Leases Exempt from Rent Control

The presenters will offer a discussion of California's AB 2782, focusing on: (a) the bill's elimination of the long-term lease exemption from rent control laws; and (b) its enhancements of entitlements owed to residents in the context of park closures and conversions, as well as an overview of options for maintaining fair market rents with a particular focus on the importance of vacancy decontrol. This discussion will also consider and emphasize ways in which park owners/managers may actively participate in the rent control debate as a means of protective vacancy decontrol. *(Margaret Nanda and Andrew Ditlevsen)*

MCM: Serving Evictions and Other Notices During COVID

Discussion of the ever-changing landscape created by the eviction moratoriums under AB 3088, SB 91 and the extended moratorium under AB 832 and how to navigate them. *(Greg Beam, Moderator)*

**Peppermill Resort
Casino Spa
HOTEL GUESTROOM
RESERVATIONS**



Make your hotel reservations directly with the Peppermill Resort Casino Spa to get the nightly rate of \$100 for the Peppermill Tower or \$150 for the Tuscany Tower (Sunday thru Thursday). The cut-off date for reservations is September 5th. Reservations received after September 5th will be accepted on a space-and-rate-availability basis.

You can make your reservation in one of three ways:

Go online to <https://book.passkey.com/event/50144405/owner/7268/home>, or go to WMA's website at wma.org/Conv2021 and click on "Guestroom Reservation" where you will find a link — it will take you directly to the hotel's website specifically set up for the convention; or, call the hotel at 800.282.2444 to make your reservation over the phone using code CWMHC21.



Please note: Should you receive a phone call from someone identifying themselves as a "Convention Housing" organization or an "Expo Representative" offering lower rates for Convention at the Peppermill, do not give them any credit card information as the Peppermill does not randomly call guests with offers like this, nor has the hotel or WMA contracted with any convention housing organization. Do not provide any information or accept a confirmation number UNLESS you contacted the Peppermill directly.

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

Wednesday evening, the thirteenth day of October in this year

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

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

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

Afterwards, stay and dance the night away

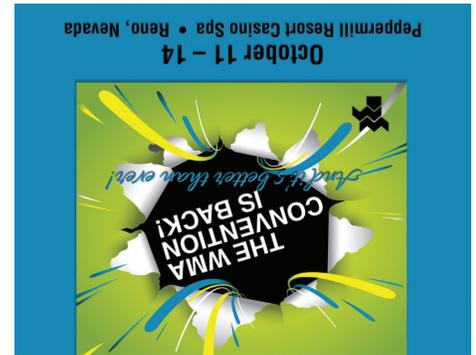
This will be a night to remember!



Candace Holcombe

The FJE Charitable Foundation

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



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October 11 - 14
Peppermill Resort Casino Spa • Reno, Nevada

Registration Information

Please register only ONE person per form. The Participant Registration Disclaimer and Liability Waiver box MUST be checked and signed in order to attend. The full waiver is located at wma.org/Conv21. 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 3, 2021; an 85% refund for cancellations received September 4 through September 14, 2021. No refunds for no-shows, cancellations or event tickets on or after September 15, 2021. Call Regina Sanchez immediately for cancellations at 916.448.7002.

Hotel Reservations

Make your hotel reservations directly with Peppermill Resort Casino Spa by calling 800.282.2444 (use code CWMHC21) or going online to wma.org/conv2021 and follow the link for guest room reservations. Reservations received after September 5th will be accepted on a space-and-rate-availability basis. See "Hotel Guestroom Reservations" regarding scam alert as part of this packet.

Special Needs

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

Travel

WMA was unable to secure an agreement for discounted air fares. We suggest that you try to book your flights in advance so that you can enjoy discounted rates with airlines such as Southwest Airlines at 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 (hertz.com or 800.654.2240) and refer to CV#02RE0034.

Go ONLINE to wma.org/conv2021
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

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

Benefits for the Frank J. Evans Foundation • Monday, October 11, 2021

GOLF

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

Golf Tournament \$150 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 11, 2021 • 5:00 p.m.

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

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/Conv2021. Each participant check box and sign.

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.)