



# reporter

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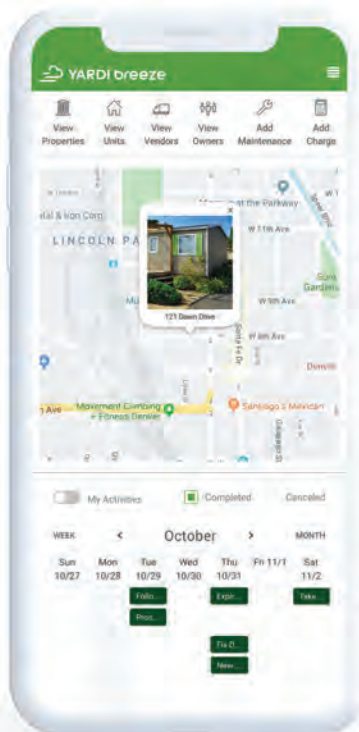
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# Editor's Letter

"Keep calm and carry on"

I imagine by now everyone is familiar with this phrase, it's become cliché, trivial, practically meaningless. It's on magnets and bumper stickers and all manner of things. But do you know the origin of that phrase?

In 1939, with the threat of war looming heavily over Europe, the British Ministry of Information designed a set of three motivational posters intended to strengthen morale in the event of a wartime disaster. The other two posters in the series read: "Your Courage, Your Cheerfulness, Your Resolution Will Bring Us Victory" and "Freedom Is In Peril, Defend It With All Your Might". Keep calm and carry on doesn't sound quite as pithy when paired with the other two.

This time of quarantine, of watching illness, despair, and panic spread like an unstoppable wave across the Earth, has been hard for all of us in different ways. Some have lost jobs, homes, are in thousands of dollars of medical debt, the list goes on. Some are even in denial. People are lonely, scared, and tired. Patience spread so thin it could stand on a knife's edge. Many are reaching out for something to hold on to, and finding nothing they can grab to steady themselves.

It is said, "Those who do not remember history are doomed to repeat it." I think that's true. Look back in the past to find examples of people surviving terrible epidemics and earth shattering hardship. You don't have to look far. The polio epidemic was not that long ago. War, the Spanish flu, smallpox, cholera, the plague, all these things we have overcome.

I say "we", and that means something. Americans have a sense of rugged individualism that serves us well sometimes, but often it's a hindrance to accomplishing a goal. Often, things need to be overcome through teamwork and solidarity as unappealing as that might sound to some.

For months and months, we have stood together as an association, adapted and overcome the many obstacles that have constantly been thrown in our way. Having to move a convention entirely online with very little notice. Every week there is something difficult we as an association have to face. Every day some new crisis emerges; a new form to be made, a new, sloppily written bill to read, a hastily passed law that we need to understand. It has always been like this, but the pace has been increased so there is barely time to breathe. Someone turned the treadmill speed up to maximum when we weren't looking and we can't get off. We still have to keep going. And we have kept calm and carried on.

— Maureen



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- Park Brokerage Inc., has over 6,500 Manufactured Housing Communities and RV Parks in their California, Arizona, and Nevada database, and John Grant has physically visited over 85% of them!
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## PARK BROKERAGE, INC.

*To provide the best service, market access, and negotiating skills to buyers, sellers, and borrowers of manufactured housing communities and RV parks.*



Western  
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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.





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**Martinez & Associates, Inc.** is an advisory Commercial real estate brokerage firm specializing in the investment sales of Mobile Home Parks, Self Storage Centers, Campgrounds and RV Parks. For over 10 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.



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### Countrywide Self Storage

Hesperia, CA

461 Units

\$ 5,000,000

**CLOSED**

### Lucerne on the Lake

Lucerne, CA

40 Spaces

\$ 1,625,000

**CLOSED**

### Oceanside Storage

Oceanside, CA

155 Units

\$ 2,800,000

**CLOSED**

### Sentry Storage Solutions

San Diego, CA

283 Units

\$ 4,500,000

**CLOSED**

### Mountain View MHP

Desert Hot Springs, CA

110 Spaces

\$ 4,175,000

**CLOSED**

### Isleton Trailer Park

Isleton, CA

52 Spaces

\$ 1,850,000

**CLOSED**

### Mountain MHP

Reno, NV

15 Spaces

\$ 770,000

**CLOSED**

### Sierra Trails RV

Mojave, CA

72 Spaces

\$ 1,900,000

**CLOSED**

## Current Listings/Escrows

### Lakeland & Lakefront MHP

Clearlake, CA

- 107 Spaces - 97% Occupied
- +/- 9.16 Acres

### Camp Williams

Azusa, CA

- 74 Spaces - 100% Occupied
- +/- 12.63 Acres

**IN ESCROW**

### Cherokee MHP

Lodi, CA

- 43 Spaces - 100% Occupied
- +/- 2.02 Acres

### R & M MHP

Fallon, NV

- 42 Spaces + 23 unused RV
- +/- 8.86 Acres

### Browns Trailer Park

San Bernardino, CA

- 110 Spaces -
- +/- 1 Acres

### Mountain View MHP

Desert Hot Springs, CA

- 110 Spaces - 85% Occupied
- +/- 9.16 Acres

**IN ESCROW**

### Happiness Island

Ukiah, CA

- 42 Spaces - 100% Occupied
- +/- 4 Acres

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### Pack Rat SS

North Hollywood, CA

- 155 Units - 98% Occupied
- +/- 0.49 Acres

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

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# PRESIDENT'S LETTER

Allan Alt



Allan Alt is a past president of WMA, recipient of the Busch Carr McAdoo Award, vice chair of WMA Utility Task Force, board member and current president of Nevada Community Owners Association. He is also president of Synergized Properties, Inc., an asset management and real estate investment company. The firm manages manufactured home communities as well as apartment buildings and industrial properties in California and Nevada.

## The Value of WMA Membership

As my good friend Ed Evans always says: "The success of any industry or association is in the strength and dedication of the many volunteers who give freely of the time knowledge and money in support and defense of our industry." All members and nonmembers of WMA have benefited from the leadership, knowledge, fairness, and generosity of the volunteer spirit of those who serve on the board and the WMA's committees.

Many members of WMA work tirelessly to lobby their state and local representatives, defending the endless assault and ever changing laws and regulations governing nearly every aspect of our business. This was all exacerbated by the COVID-19 Pandemic and brought into sharp focus the value of WMA membership.

WMA's state lobbyists and local government lobbyists worked tirelessly this past year to represent all of us, members and nonmembers, before city councils, boards of supervisors, the CPUC, HCD and the legislature. Countless cities and counties threatened rent control and almost all of the efforts were defeated by

WMA's local government representatives. I want to personally thank Doug Johnson, Julie Paule and Jar-ryd Gonzalez for all of their efforts on our behalf. Andrew Govenar and Chris Wysocki were successful in defeating or amending many of the bad bills we faced in 2020.

I want to encourage all of the community owners who have not joined WMA to do so this year. WMA is a membership organization which operates on dues income and all nonmember communities need to step up and join WMA.

Last year your Board of Directors and the WMA Staff worked tirelessly to pivot and provide a virtual convention, online MCM classes and a COVID-19 page on the WMA website that kept track of all things COVID. Forms required by legislation prohibiting evictions for non-payment of rent had to be drafted, printed and made available online and on the website within days of the passage of AB 1482 and SB 91. This was a monumental effort and I urge all community owners to join WMA so the association has the resources to continue all of these efforts. ■



# ATTENTION WMA MEMBERS

**Please Help Us Keep Our Database Updated!**

**WMA works hard to make sure  
that our database is as up-to-date as possible.  
But we can't do this without your help.**

*Please make sure to notify us if:*

- Your community is sold
- Your community changes management company
- There is a change in contact information, such as email change or new phone number
- Your community has staff leave employment
- Your community has new staff starting employment

*Please include:*

- Name of community
- Name of new management company or individual
- Name of staff who has left employment
- Name of staff who has joined — including a valid email address

Please forward this information to [cindi@wma.org](mailto:cindi@wma.org) and we will make sure that your community record is up-to-date.

Moving forward if WMA receives returned mail from a community, that community will be marked “NO MAIL” and will not be eligible to receive any information from WMA until the community record is updated with correct information.



# COUNSEL'S CORNER

Sheila S. Dey | Executive Director



Sheila S. Dey is WMA's Executive Director and can be reached at 455 Capitol Mall, Suite 800, Sacramento, CA 95814; 916.448.7002 phone; 916.448.7085 fax; and email: [sheila@wma.org](mailto:sheila@wma.org).

## Legal Updates

### The New COVID-19 Supplemental Paid Sick Leave

On March 19, 2021, the Governor signed SB 95, COVID-19 Supplemental Paid Sick Leave. Employers must start providing this new leave on **March 29, 2021**.

The new COVID-19 supplemental paid sick leave applies to **all employers with more than 25 employees**. The new California COVID-19 supplemental paid sick leave expires on September 30, 2021. Please refer to the California Labor Commissioner's COVID-19 Supplemental Paid Sick Leave FAQs.

### Employee Eligibility

All employees working for covered employers are eligible for leave. SB 95 increases the number of qualifying reasons for which employees can take leave. Now, employees may take paid sick leave if they are unable to work or telework because they are:

- Subject to a quarantine or isolation period related to COVID-19 as defined by an order or guidelines of the State

Department of Public Health, the federal Centers for Disease Control and Prevention or a local health officer who has jurisdiction over the workplace.

- Advised by a health care provider to self-quarantine.
- Attending an appointment to receive a COVID-19 vaccine.
- Experiencing symptoms related to a COVID-19 vaccine that prevent the employee from being able to work or telework.
- Experiencing symptoms of COVID-19 and seeking a medical diagnosis.
- Caring for a family member who is subject to an order or guidelines, or who has been advised to self-quarantine.
- Caring for a child whose school or place of care is closed for COVID-19 reasons.

Employers cannot request a medical certification before granting COVID-19 supplemental paid sick leave. Employees are entitled to take leave immediately upon their request.



## Leave Amounts

Full-time employees are eligible for 80 hours of COVID-19 supplemental paid sick leave.

Part-time employees are eligible for an amount of leave equal to the number of hours they are normally scheduled to work in two weeks. If an employee works a varying schedule, they are entitled to hours equal to 14 times the average number of hours the employee worked each day in the prior six months, or over the total time of employment if less than six months.

## Rate of Pay

For nonexempt employees, employers must pay the highest of the following rates:

- Rate calculated in the same manner as the regular rate of pay for the workweek in which the employee uses COVID-19 supplemental paid sick leave, whether or not the employee actually works overtime in that workweek.
- Rate calculated by dividing the employee's total wages, not including overtime premium pay, by the employee's total hours worked in the full pay periods of the prior 90 days of employment.
- The state minimum wage.
- The local minimum wage to which the employee is entitled.
- For exempt employees, the rate of pay must be calculated in the same manner that the employer calculates wages for other forms of paid leave.
- The amount of pay is capped at \$511 per day and \$5,110 total per employee.

## Leave Interactions

SB 95 provides a fresh bank of paid leave, in addition to already existing paid sick leave under California's Healthy Workplaces, Healthy Families law. Employers cannot require an employee to use other paid or unpaid leaves before the employee uses COVID-19 supplemental paid sick leave.

## Notice and Wage Statements

Employers are required to provide notice to their employees informing them of their rights to supplemental paid sick leave under the new law. The Labor Commissioner created a model notice that employers may use for this purpose. Employers may download the posters and distribute as appropriate, including sending the notice electronically to employees who are telecommuting. Employers need to provide notice before March 29, 2021.

Additionally, the COVID-19 supplemental paid sick leave must be reflected on employees' wage statements. The new law specifies that the COVID-19 supplemental paid sick leave must be set forth **separately** from other paid sick days. For employees with part-time or variable schedules, the law allows employers to do an initial calculation of leave time available with the notation "variable" next to it. Employers must still provide updated calculations when employees request to use their COVID-19 supplemental paid sick leave.

## *Boshernitsan v. Bach*

Rimma Boshernitsan and Mark Vinokur (Appellants) own a 2-unit building in San Francisco. They live in one unit and rent out the

other. They transferred title of the building to the Vinokur and Boshernitsan Living Trust. They served the tenants with an eviction notice claiming that they were going to move Vinokur's mother into the tenant's unit under the family move-in provision of San Francisco's rent control ordinance. The tenants refused to vacate, and the Appellants brought an unlawful detainer action against the tenants. The tenants argued that the eviction was not being made by a landlord as defined in a rule enacted by the San Francisco Rent Stabilization and Arbitration Board. The trial court sustained the demurrer without leave to amend finding that the property was owned by the trust and not a natural person. Appellants argued that they, as trustees, not the trust itself, held title to the property.

According to the appellate court, the San Francisco rent ordinance defines "landlord" as an owner, lessor, or sublessor who receives or is entitled to receive rent for the use and occupancy of any residential rental unit or portion thereof in the City and County of San Francisco. Rule 12.14(a) further provides that for purposes of the family move-in provision, the term landlord means a natural person or group of natural persons who in good faith hold a recorded fee interest in the property. Here, the appellate court held that the Appellants, not the trust, held title to the building. The grant deed specified that the building's title was held by Appellants as trustees, not by the trust. The law of trusts confirmed that trusts do not themselves, as entities, hold title to property. The appellate court reversed and remanded the case



back to the trial court. *Bosher-nitsan v. Bach* 1DCA1, California Courts of Appeal, A159532, March 12, 2021

### ***Felkay v. City of Santa Barbara***

In order for a property owner to successfully pursue a regulatory taking claim for inverse condemnation, the owner is typically required to pursue multiple different development options, and face multiple permit denials, before a claim will be ripe. However, a recent California Court of Appeal opinion, *Felkay v. City of Santa Barbara* held that “multiple applications are not required where the permit denial makes clear that no development of the property would be allowed under any circumstance.”

A property owner in Santa Barbara applied to build a house on a property that had physical characteristics that precluded any building on a portion of the property and coastal plan policies that prohibited development on the remaining portion. The application to build on the physically compatible portion of the land was rejected by the City of Santa Barbara at both the planning commission and city council. The owner did not attempt to submit multiple applications, as the City had “made plain” it would not allow any development within the physically compatible portion of the property. After the initial denial, the owner filed an inverse condemnation action. During the trial for inverse condemnation, the court found that there had been a taking. The court gave the City the option to either (i) rescind the denial of the permit or (ii) proceed to a trial on the amount of just compensation. The City elected to pro-

ceed with the valuation phase. A jury awarded the property owner \$2.4 million.

The City appealed and contended that the inverse condemnation claim was not ripe and that he had failed to exhaust his judicial remedies., because the owner should have submitted a revised application after his original permit was denied. The city argued the owner could have potentially made other uses of the property aside from a residential development. A regulatory taking is ripe when the governmental entity has reached a “final, definitive position” about the application of a regulation to the land (see *Hensler v. City of Glendale* (1994) 8 Cal.4th 1, 10). This typically requires an attempt by the property owner to seek a variance or waiver of the restrictions against

development on the land before the claim will be deemed ripe.

However, under the futility exception, multiple applications are not needed where the first rejected application makes it clear that no project, under any submission, will be approved. In this case, the Court found that the City would not permit any development on the portion of the property covered by the coastal policy, as it was even given an option at trial to waive the application of the coastal policy as to the property. Therefore, the owner was not required to submit multiple applications because the prior denial established that the City would not allow development under any circumstance. *Felkay v. City of Santa Barbara*, 2ndDCA, 6, Courts of Appeal, No B304964, March 18, 2021. ■

## **VCS Billing**

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# CAPITOL UPDATE

Chris Wysocki | Legislative Advocate



Chris Wysocki is WMA's legislative advocate and can be reached at 455 Capitol Mall, Suite 800, Sacramento, CA 95814; 916.448.7002 phone; 916.448.7085 fax; and email: [chris@wma.org](mailto:chris@wma.org).

## Membership Matters

California's Legislature is working to figure out how to bring the state out of the COVID-19 crisis, and there is no shortage of legislation our team evaluates every day.

A staggering 2,615 legislative measures have been introduced this year, including bills, Constitutional amendments, and resolutions. Many of these affect the housing industry, and our Legislative Committee has identified at least 33 as priority bills (*please see the legislative bill chart included in this publication*).

From a global perspective, much of the legislation is being considered through a political lens. A recall campaign against the Governor will likely be on the ballot later this year. An Independent Redistricting Commission will redraw legislative lines for the 2022 Elections that are right around the corner.

In addition to legislation, our team focuses on regulatory actions involving the Department of Housing and Community Development, the Public Utilities Commission, the Board of Equalization, and other agencies on matters that directly impact the manufactured housing industry.

The importance of WMA member engagement with elected officials

at the legislative, regulatory, and local levels of government cannot be understated. We often call on our members to directly reach out to policymakers through personal requests and through our VoterVoice software to build personal relationships and share information with those officials who make decisions affecting our industry.

During the legislative session, our members receive regular email notifications on bills moving through the Legislature. These updates educate parkowners about bills and regulations affecting issues, such as rent control, utility issues, sub-leasing policies, and a host of other key issues.

With the state set to officially "re-open" in June, our legislative team is reaching out to legislators to arrange park tours with key members of the Legislature to educate them and their staff about the mobilehome park industry. Having policymakers visit parks to see firsthand how parks are operated and managed is critical to making sure that these legislators understand the value of the manufactured housing industry in addressing California's housing shortage.

As has often been said, "Politics is a team sport." Nothing could be more



accurate, and our industry benefits from having members actively engage their legislators and local elected officials regularly. Our state legislative team and our local, regional representatives can make the policy arguments and provide testimony. Still, these efforts are bolstered by having our members engage directly with those who vote on measures affecting mobilehome parks and the manufactured housing industry.

As a member of WMA, you have a unique opportunity to make a difference. Membership means our collective voice will be more effective. We look forward to the upcoming year. Our entire team at WMA is working every day to ensure the manufactured housing industry remains an essential component to address California's long-term housing needs. ■

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## 2021 INDUSTRY LEGISLATION

### LEGISLATION SPONSORED BY WMA

### STATUS

#### [AB 606](#)

Park trailers.  
(Seyarto)

Would redefine a park trailer as a trailer designed for human habitation for recreational, seasonal, or other use that meets specified requirements.

**Sponsored by WMA**

*Position: Sponsored*

Assembly Housing and  
Community Development

### LEGISLATION OPPOSED BY WMA

### STATUS

#### [AB 15](#)

COVID-19 relief: tenancy: Tenant  
Stabilization Act of 2021.  
(Chiu)

Would extend the definition of "COVID-19 rental debt" as unpaid rent or any other unpaid financial obligation of a tenant that came due between March 1, 2020, and December 31, 2021. The bill would also extend the repeal date of the act to January 1, 2026. The bill would make other conforming changes to align with these extended dates. By extending the repeal date of the act, the bill would expand the crime of perjury and create a state-mandated local program.

*Position: Oppose*

Assembly Housing and  
Community Development

#### [AB 71](#)

Homelessness funding: Bring  
California Home Act.  
(Rivas, Luz)

Would exempt any regulation, standard, criterion, procedure, determination, rule, notice, or guideline established or issued by the Franchise Tax Board to implement its provisions from the rulemaking provisions of the Administrative Procedure Act. This bill contains other related provisions and other existing laws.

*Position: Oppose*

Assembly Revenue and Taxation

#### [AB 84](#)

Employment: rehiring and  
retention: displaced workers.  
(Committee on Budget)

Would, until December 31, 2024, require an employer, as defined, to offer its laid-off employees specified information about job positions that become available for which the laid-off employees are qualified, and to offer positions to those laid-off employees based on a preference system, in accordance with specified timelines and procedures. The bill would define the term "laid-off employee" to mean any employee who was employed by the employer for 6 months or more in the 12 months preceding January 1, 2020, and whose most recent separation from active service was due to a reason related to the COVID-19 pandemic, including a public health directive, government shutdown order, lack of business, a reduction in force, or other economic, nondisciplinary reason related to the COVID-19 pandemic. The bill would require an employer to keep records for 3 years, including records of communications regarding the offers.

*Position: Oppose*

Senate Budget and Fiscal  
Review



**AB 861**

Mobilehome parks: rental restrictions: management. (Bennett)

The Mobilehome Residency Law regulates mobilehome parks and subjects the owner of the park and any person employed by the park to all park rules and regulations to the same extent as residents and their guests. Current law exempts from those provisions any rules and regulations governing the age of residents or guests, and actions that are taken to fulfill a park owner's maintenance management and business operation responsibilities. This bill would require management to comply with a rule or regulation prohibiting the renting or subleasing of the homeowner's mobilehome or mobilehome space and would prohibit management from renting a mobilehome owned by the park except to a person employed by the park.

**Sponsored by GSMOL**

*Position: Oppose*

Assembly Housing and Community Development

**AB 978**

Mobilehome parks: rent caps. (Quirk-Silva)

Would, until January 1, 2030, prohibit the management of a mobilehome park from increasing the gross rental rate for a tenancy for a mobilehome space more than 5% plus the percentage change in the cost of living as defined, or 10%, whichever is lower, of the lowest gross rental rate charged for the immediately preceding 12 months as specified. The bill would prohibit management of a mobilehome park from increasing the gross rental rate for a tenancy in more than 2 increments over a 12-month period, after the tenant maintains a tenancy over a 12-month period. The bill would exempt specified mobilehome spaces from these provisions, including, among others, mobilehome spaces restricted by deed, regulatory restriction contained in an agreement with a government agency or other recorded document as affordable for very low, low-, or moderate-income persons and families and mobilehome spaces within a resident-owned mobilehome park.

*Position: Oppose*

Assembly Housing and Community Development

**AB 1188**

Rental registry online portal. (Wicks)

Would require cities and counties to create and administer a rental registry online portal, which would be designed to receive specified information from landlords, including state and local governmental agencies that own or operate public housing that own or operate 5 or more rental dwelling units regarding their residential tenancies and to disseminate this information to the general public. The bill would require that the rental registry online portal, and the form necessary to support it, be completed by January 1, 2024. The bill would require landlords, under penalty of perjury, to provide a variety of information regarding the location of rental property, its ownership, and its occupancy, among other things.

*Position: Oppose*

Assembly Judiciary

**SB 55**

Very high fire hazard severity zone: state responsibility area: development prohibition: supplemental height and density bonuses. (Stern)

Would, in furtherance of specified state housing production, sustainability communities strategies, greenhouse gas reduction, and wildfire mitigation goals, prohibit the creation or approval of a new development, as defined, in a very high fire hazard severity zone or a state responsibility area unless there is substantial evidence that the local agency has adopted a comprehensive, necessary, and appropriate wildfire prevention and community hardening strategy to mitigate significant risks of loss, injury, or death, as specified. By imposing new duties on local governments with respect to the approval of new developments in very high fire hazard severity zones and state responsibility areas, this bill would impose a state-mandated local program.

*Position: Oppose*

Senate Gov. & F.



### SB 64

Mobilehome parks: emergency relief: coronavirus (COVID-19). (Leyva)

Would prohibit the management from terminating or attempting to terminate the tenancy of a homeowner or resident who is impacted by the coronavirus (COVID-19) pandemic, as specified, on the grounds of failure of the homeowner or resident to comply with a reasonable rule or regulation of the park that is part of the rental agreement during a declared state of emergency or local emergency related to the coronavirus (COVID-19) pandemic, and during a 120-day time period after the state of emergency or local emergency is terminated, unless necessary to protect the public health or safety.

*Position: Oppose*

Senate Appr. Suspense File

### SB 95

Employment: COVID-19: supplemental paid sick leave. (Skinner)

Would provide for COVID-19 supplemental paid sick leave for covered employees, as defined, who are unable to work or telework due to certain reasons related to COVID-19, including that the employee has been advised by a health care provider to self-quarantine due to concerns related to COVID-19. The bill would entitle a covered employee to 80 hours of COVID-19 supplemental paid sick leave if that employee either works full time or was scheduled to work, on average, at least 40 hours per week for the employer in the 2 weeks preceding the date the covered employee took COVID-19 supplemental paid sick leave. The bill would provide a different calculation for supplemental paid sick leave for a covered employee who is a firefighter subject to certain work schedule requirements and for a covered employee working fewer or variable hours, as specified.

*Position: Oppose*

3/18/2021 - Signed into law

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## LEGISLATION SUPPORTED BY WMA

## STATUS

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### AB 468

Emotional support dogs. (Friedman)

Would require a person or business that sells or provides a dog as an emotional support dog to provide an explicit disclosure form to the potential receiver of the dog stating that the dog does not have the special training required of a guide, signal, or service dog and is not entitled to the rights and privileges accorded by law to a guide, signal, or service dog. The bill would require a person or business that offers to sell or provide a certificate, identification, tag, vest, leash, or harness for an emotional support dog to provide an explicit disclosure form, as specified, to the buyer or potential buyer, and would prohibit that person or business that offers to sell or provide a certification or registration, or both, for an emotional support dog from implying that there is a government validation or endorsement of the certification or registry.

*Position: Support*

Assembly Appropriations



### [AB 1061](#)

Mobilehome Residency Law.  
(Lee)

Would require the management of a mobilehome park that elects to separately bill water service to homeowners as a utility service and provide submetered water service to homeowners as a master-meter customer of the serving water utility or provider to charge each homeowner for the water consumed at the same rate that would be applicable if the homeowner were receiving water directly from the serving water utility or provider. The bill would prohibit management from billing, collecting, or seeking to collect a separate charge for the provision of submetered water service beyond the amount charged for the water actually used by the homeowner if the charge is not authorized by the serving water provider or the charge exceeds the collective total of any separate charges that are in fact paid by management to the serving water provider.

**Sponsored by GSMOL**

*Position: Support*

Assembly Housing and  
Community Development

### [SB 3](#)

Tenancy: COVID-19  
(Caballero)

The COVID-19 Tenant Relief Act of 2020 establishes certain procedural requirements and limitations on evictions for nonpayment of rent due to COVID-19 rental debt, as defined. Existing law defines COVID-19 rental debt as unpaid rent or any other unpaid financial obligation of a tenant that came due during the covered time period, defined as the period between March 1, 2020, and January 31, 2021. The act also requires a notice that demands payment of rent that came due during the transition time period, defined as the period between September 30, 2020, and January 31, 2021, to comply with additional specified requirements. This bill would extend the covered time period and transition time period for purposes of the act to March 31, 2021.

*Position: Support*

Senate Judiciary

### [SB 74](#)

Keep California Working Act.  
(Borgeas)

Currentlaw establishes the Office of Small Business Advocate within the Governor's Office of Business and Economic Development for the purpose of advocating for the causes of small business and to provide small businesses with the information they need to survive in the marketplace. This bill, the Keep California Working Act, would establish the Keep California Working Grant Program. The act would require the Small Business Advocate to administer the program and award grants, as specified, to small businesses and nonprofit entities that meet specified criteria, including that the entity has experienced economic hardship resulting from the COVID-19 pandemic

*Position: Support*

Senate B., P. & E.D.



### [SB 706](#)

Property taxation: change in ownership.  
(Bates)

Current law specifies those circumstances in which the transfer of ownership interests in a corporation, partnership, limited liability company, or other legal entity results in a change in ownership of the real property owned by that entity, and generally provides that a change in ownership as so described occurs if a legal entity or other person obtains a controlling or majority ownership interest in the legal entity. Current law requires the Franchise Tax Board to include a question on returns for partnerships, banks, and corporations to assist in the determination of whether a change in ownership under the circumstances described above has occurred. This bill would additionally specify that if 90% or more of the direct or indirect ownership interests in a legal entity are sold or transferred in a single transaction, as defined, the real property owned by that legal entity has changed ownership whether or not any one legal entity or person that is a party to the transaction obtains control, as defined.

*Position: Support*

Senate Gov. & F.

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## ADDITIONAL INDUSTRY LEGISLATION

## STATUS

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### [AB 16](#)

Tenancies: COVID-19 Tenant, Small Landlord, and Affordable Housing Provider Stabilization Act of 2021.  
(Chiu)

Would establish the Tenant, Small Landlord, and Affordable Housing Provider Stabilization Program. The bill would authorize the Director of Housing and Community Development to direct an existing office or program within the Department of Housing and Community Development to implement the program. The bill would establish in the State Treasury the COVID-19 Tenant, Small Landlord, and Affordable Housing Provider Stabilization Fund, and, upon appropriation by the Legislature, distribute all moneys in the fund to the department to carry out the purposes of the program.

*Position: Watch*

Assembly Housing and Community Development

### [AB 80](#)

Taxation: Coronavirus Aid, Relief, and Economic Security Act: Federal Consolidated Appropriations Act, 2021.  
(Burke)

Would adopt, except as provided, the provisions of the Consolidated Appropriations Act, 2021, prohibiting any reduction in tax deductions, denials of basis adjustments, and reductions in tax attributes based on the exclusion from gross income provided for any loan amount forgiven in modified conformity with the federal CARES Act and its subsequent amendments.

*Position: Watch*

Senate Budget and Fiscal Review

### [AB 81](#)

COVID-19 relief.  
(Ting)

Current law makes an ordinance, resolution, regulation, or administrative action adopted by a city, county, or city and county in response to the COVID-19 pandemic to protect tenants from eviction subject to certain restrictions, including that the specified period of time during which a tenant is permitted to repay COVID-19 rental debt may not extend beyond the period that was in effect on August 19, 2020, and a provision may not permit a tenant a period of time that extends beyond August 31, 2021, to repay COVID-19 rental debt. This bill would instead, among other things, prohibit an ordinance, resolution, regulation, or administrative action adopted by a city, county, or city and county from permitting a tenant a period of time that extends beyond August 31, 2022, to repay COVID-19 rental debt.

*Position: Watch*

2/23/2021 - Signed into law



#### [AB 255](#)

COVID-19 Emergency Small Business Eviction and Rent Relief Act.  
(Muratsuchi)

Would require a landlord, who receives a statement signed under penalty of perjury by a commercial tenant, as defined, and supported by documentary evidence that attests that the tenant requests emergency rent relief because the business of the commercial tenant has experienced a decrease in average monthly gross revenue of at least 50%, which is reasonably attributable to public health regulations adopted to address the COVID-19 pandemic, during the qualifying time period, as defined, as compared with the 12 months immediately preceding the qualifying time period, as defined, to conduct a good faith negotiation to form a plan to allow the commercial tenant a reasonable opportunity to repay COVID-19 lease debt while minimizing the hardship to the landlord. By expanding the scope of the crime of perjury, this bill would impose a state-mandated local program.

*Position: Watch*

Assembly Judiciary

#### [AB 880](#)

Affordable Disaster Housing Revolving Development and Acquisition Program.  
(Aguilar-Curry)

Would, upon appropriation of the Legislature, establish the Affordable Disaster Housing Revolving Development and Acquisition Program to fund the predevelopment expenses, acquisition, construction, reconstruction, and rehabilitation of property to develop or preserve affordable housing in the state's declared disaster areas that have experienced damage and loss of homes occupied by or affecting lower income households. The bill would require the department to administer the program. The bill would require the department to establish an application process for community development financial institutions, as defined, to apply for emergency short-term or temporary loans under the program.

*Position: Watch*

Assembly Housing and Community Development

#### [AB 970](#)

Planning and zoning: electric vehicle charging stations: permit application: approval.  
(McCarty)

Would require an application to install an electric vehicle charging station to be deemed complete if, 5 business days after the application was submitted, the city, county, or city and county has not deemed the application to be incomplete, as specified. The bill would require an application to install an electric vehicle charging station to be deemed approved if 15 business days after the application was submitted, (1) the city, county, or city and county has not approved the application, as specified, (2) the building official has not made a finding that the proposed installation could have an adverse impact upon the public health or safety or required the applicant to apply for a use permit, as specified, and (3) all required approvals from the local publicly owned electric utility or electrical cooperative have been obtained.

*Position: Watch*

Assembly Local Government

#### [AB 1139](#)

Energy: California Alternate Rates for Energy program: net energy metering: electrical corporation distributed eligible renewable energy resource allocations: interconnections.  
(Gonzalez, Lorena)

Would require the Public Utilities Commission, in establishing CARE discounts for an electrical corporation with 100,000 or more customer accounts in California, to ensure that the average effective CARE discount shall not be less than 40% or more than 45% of the revenues that would have been produced for the same billed usage by non-CARE customers. The bill would require that 25% of the cost of the CARE program be paid for exclusively by the residential class of customers.

*Position: Watch*

Assembly U. & E.



#### [AB 1403](#)

Emergency services.  
(Levine)

The California Emergency Services Act, authorizes the Governor to proclaim a state of emergency and local officials and local governments to proclaim a local emergency when specified conditions of disaster or extreme peril to the safety of persons and property exist and authorizes the Governor or the appropriate local government to exercise certain powers in response to that emergency. Existing law defines the terms "state of emergency" and "local emergency" to mean a duly proclaimed existence of conditions of disaster or of extreme peril to the safety of persons and property within the state caused by, among other things, fire, storm or riot. This bill would additionally include a "deenergization event," defined as a planned power outage, as specified, within those conditions constituting a state of emergency and a local emergency.

*Position: Watch*

Assembly Appropriations

#### [AB 1493](#)

Tenancy: victims of domestic violence, sexual assault, stalking, human trafficking, or elder abuse.  
(Rubio, Blanca)

Current law prohibits a landlord from terminating or failing to renew a tenancy based upon an act against a tenant or a member of a tenant's household that constitute domestic violence, sexual assault, stalking, human trafficking or elder or dependent adult abuse if certain standards are met. In this regard, current law requires the act to be documented in one of several ways, including by a temporary restraining order protective order or police report and existing law requires that the person against whom the order was issued, or who was named in the police report, is not a tenant of the same dwelling unit as the victim of the act. This bill would make nonsubstantive changes to those provisions.

*Position: Watch*

Assembly Print

#### [AB 1516](#)

Income taxes: credits: low-income housing.  
(Gabriel)

The Personal Income Tax Law and the Corporation Tax Law allow various credits against the taxes imposed by those laws. This bill, for taxable years beginning on or after January 1, 2022, and before January 1, 2027, would allow a credit against those taxes to a taxpayer that is transferred, and allocated, credits pursuant to the sale of a multifamily rental housing development or mobilehome park to a qualified developer, as defined, that has received a credit reservation from the California Tax Credit Allocation Committee, in specified amounts. The bill would require the credits to be reserved on a first-come-first-served basis. The bill would limit the aggregate amount of credit that may be allocated by the committee, as provided.

*Position: Watch*

Assembly Revenue and Taxation

#### [AB 1584](#)

Housing omnibus.  
(Committee on Housing and Community Development)

Would make void and unenforceable any covenant, restriction, or condition contained in any deed, contract, security instrument, or other instrument affecting the transfer or sale of any interest in real property that either effectively prohibits or unreasonably restricts the construction or use of an accessory dwelling unit or junior accessory dwelling unit on a lot zoned for single-family residential use that meets the above-described minimum standards established for those units, but would permit reasonable restrictions that do not unreasonably increase the cost to construct, effectively prohibit the construction of, or extinguish the ability to otherwise construct, an accessory dwelling unit or junior accessory dwelling unit consistent with those aforementioned minimum standards provisions.

*Position: Watch*

Assembly Housing and Community Development

### SB 5

Affordable Housing Bond Act of 2022.  
(Atkins)

Would enact the Affordable Housing Bond Act of 2022, which, if adopted, would authorize the issuance of bonds in the amount of \$6,500,000,000 pursuant to the State General Obligation Bond Law. Proceeds from the sale of these bonds would be used to fund affordable rental housing and homeownership programs. The bill would state the intent of the Legislature to determine the allocation of those funds to specific programs. This bill would provide for submission of the bond act to the voters at the November 8, 2022, statewide general election in accordance with specified law.

*Position: Watch*

Senate Housing

### SB 30

Building decarbonization.  
(Cortese)

Would, on or after January 1, 2022, prohibit a state agency from designing or constructing a state facility that is connected to the natural gas grid. The bill would require the department to develop the California State Building Decarbonization Plan that will lead to the operational carbon-neutrality of all state-owned buildings by January 1, 2035. The bill would, except as provided, prohibit state agencies from providing funding or other support for projects for the construction of residential and nonresidential buildings that are connected to the natural gas grid.

*Position: Watch*

Senate Governmental  
Organization

### SB 31

Building decarbonization.  
(Cortese)

Would require the State Energy Resources Conservation and Development Commission to identify and implement programs to promote existing and new building decarbonization. The bill would, to the extent clean energy or energy efficiency funds are made available from the federal government to address economic recovery and development due to the COVID-19 pandemic, authorize the commission to expend federal moneys, to the extent authorized by federal law, for projects for existing and new building decarbonization. The bill would additionally require the commission, under the EPIC program, to award funds for projects that will benefit electricity ratepayers and lead to the development and deployment of commercial and residential building decarbonization technologies and investments that reduce or eliminate greenhouse gas generation in those buildings.

*Position: Watch*

Senate Energy, Utilities and  
Communications

### SB 32

Energy: general plan: building  
decarbonization requirements.  
(Cortese)

Would require a city or county to make, commencing January 1, 2023, a one-time amendment to the appropriate elements of its general plan, climate action or greenhouse gas emissions reduction plan, or building or other codes, as described, to include goals, policies, objectives, targets, and feasible implementation strategies, as specified, to decarbonize newly constructed, as defined, commercial and residential buildings. The bill would require a city or county to submit these draft amendments to the commission at least 45 days prior to the adoption of the amendments. The bill would require the legislative body of the city or county to consider the commission's advisory comments, if any, prior to adopting the amendments.

*Position: Watch*

Senate Gov. & F.



### SB 91

COVID-19 relief: tenancy: federal rental assistance.  
(Committee on Budget and Fiscal Review)

Current law prohibits a landlord from interrupting or terminating utility service furnished to a tenant with the intent to terminate the occupancy of the tenant, and imposes specified penalties on a landlord who violates that prohibition. Current law, until February 1, 2021, imposes additional damages in an amount of at least \$1,000, but not more than \$2,500, on a landlord that violates that prohibition, if the tenant has provided a declaration of COVID-19 financial distress, as specified. This bill would extend the imposition of those additional damages from February 1, 2021, to July 1, 2021.

1/29/2021 - Signed into law

*Position: Watch*

### SB 222

Water Rate Assistance Program.  
(Dodd)

Would establish the Water Rate Assistance Fund in the State Treasury to help provide water affordability assistance, for both drinking water and wastewater services, to low-income ratepayers and ratepayers experiencing economic hardship in California. The bill would require the Department of Community Services and Development to develop and administer the program. The bill would make moneys in the fund available upon appropriation by the Legislature to the department to provide, in consultation with the state board, as part of the Water Rate Assistance Program established by the bill, direct water bill assistance, water bill credits, water crisis assistance, affordability assistance, and technical assistance to small public water systems.

Senate Environmental Quality

*Position: Watch*

### SB 223

Discontinuation of residential water service.  
(Dodd)

Current law prohibits an urban and community water system, defined as a public water system that supplies water to more than 200 service connections, from discontinuing residential water service for nonpayment until a payment by a customer has been delinquent for at least 60 days. Current law requires an urban and community water system to have a written policy on discontinuation of residential service for nonpayment, including, among other things, specified options for addressing the nonpayment. Current law requires an urban and community water system to provide notice of that policy to customers, as provided. This bill would apply those provisions, on and after July 1, 2022, to a very small community water system, defined as a public water system that supplies water to 200 or fewer service connections used by year long residents.

Senate Environmental Quality

*Position: Watch*

**SB 633**

Contracts: translations.  
(Limón)

Current law requires a person engaged in a trade or business who negotiates primarily in Spanish, Chinese, Tagalog, Vietnamese, or Korean, orally or in writing, in the course of entering into specified agreements to deliver to the other party to the contract or agreement, and before the execution thereof, a translation of the contract or agreement in the language in which the contract or agreement was negotiated, that includes a translation of every term and condition in that contract or agreement. Current law specifies that these provisions do not apply to a person engaged in a trade or business who negotiates primarily in a language other than English, as specified, if the party with whom that person is negotiating is a buyer of goods or services, or receives a loan or extension of credit, or enters an agreement obligating that party as a tenant, lessee, or sublessee, or similarly obligates the party by contract or less, and the party negotiates the terms of the contract, lease, or other obligation through the party's own interpreter. This bill would also require a specified notice to be delivered to a person who will sign the contract but who will not receive the goods, services, money, or other subject of the contract if that person is not proficient in English, in the above-specified languages, by the party who is a person engaged in a trade or business before execution of the contract and on a separate page immediately preceding the contract or agreement.

*Position: Watch*

Senate Judiciary

## Consumer Price Index

*Percent Change -March 2021*

### All Urban Consumers

	12 Months Ending		One Month Ending
	February 2021	March 2021	March 2021
U.S. City Average	1.7	2.6	0.7
Los Angeles/Long Beach/Anaheim	1.0	2.2	0.4

Bimonthly Data

Year Ending  
December 2020    February 2020

Two Months Ending  
February 2021

San Francisco, Oakland, Hayward

2.0

1.6

0.5

### Urban Wage Earners and Clerical Workers

	12 Months Ending		One Month Ending
	February 2021	March 2021	March 2021
U.S. City Average	1.9	3.0	0.8
Los Angeles/Long Beach/Anaheim	1.4	2.7	0.5

Bimonthly Data

Year Ending  
December 2020    February 2021

Two Months Ending  
February 2021

San Francisco, Oakland, Hayward

2.2

1.8

0.5

Updated 4/13/2021. For the latest data, visit <http://www.bls.gov/regions/west/cpi-summary/home.htm>



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# REGIONAL FOCUS

Doug Johnson | Senior Regional Representative



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## The Sunnyvale MOU: A Progress Report

In February 2019 it looked as though the City of Sunnyvale was ready to throw in the towel and go the way of all the other big cities in the Silicon Valley — it was headed toward the adoption of a mobile-home park rent control ordinance. A highly reputable consulting firm was hired, lawyers retained and the City formed a working group of stakeholders. Local parkowners and WMA staff were invited to a city hall meeting to discuss a major housing study underway that among other things would mostly look into the feasibility of rent control:

“The City of Sunnyvale is updating our long-term housing strategy and is hosting a stakeholder meeting to inform Mobile Home Park Owners/Owner Representative about this effort. At the meeting, City staff and consultants will explain the Housing Strategy project and present information about mobile home parks in Sunnyvale, including current regulations and future options to consider. The meeting will allow Park Owners

a chance to provide input on rent mediation, stabilization, and other potential mobile home park regulation options.” We asked that a MOU be included in the range of strategy options and the City agreed.

The Sunnyvale Housing Strategy was completed in August 2020 and not only was our MOU proposal considered in the study, it was recommended by the consultant and City staff and took ranked priority over further consideration of a rent control ordinance. In October, the Sunnyvale City Council formally approved MOU development and a lengthy series of virtual stakeholder meetings commenced in January to negotiate terms. Parkowner participation in these Zoom calls has been exceptional. Last month, City staff was required to provide a MOU progress report to the City Council. Councilmembers had the option of allowing negotiations to continue or to end them and move straight to a rent control ordinance. WMA took the opportunity to write and speak to the City Council:




“WMA has been privileged to be part of the mobilehome park MOU discussions in Sunnyvale since they began in January. City staff facilitation has been excellent and all sides have negotiated with respect and in good faith. The MOU we have all been working on so diligently can and should be a viable, fair and long-lasting alternative to a rent control ordinance.

The vast majority of cities and counties in California (approximately 440) have no mobilehome park rent control ordinances in place — including the Bay Area cities of Antioch, Brisbane, Campbell, Larkspur, Livermore, Napa, Redwood City, St. Helena, Santa Clara, Suisun City and Yountville (a partial list). The unincorporated areas of these neighboring counties — Marin, Monterey,

Napa, Santa Clara and Solano — have also not adopted rent control regulations for mobilehome parks.

Yet in emails to your Council last week, many mobilehome park residents expressed support for the Milpitas rent control ordinance. This ordinance is almost 30 years old and has been subject to costly litigation due to its draconian caps

on rent increases (allowing only 50% of CPI annually) and full vacancy control. In stark contrast, the most current and updated MHP rent control ordinance in the Bay Area is the one in Alameda County. In 2017, the Alameda County Board of Supervisors amended their decades-old ordinance and implemented a 4% annual rent




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That being noted, WMA does not believe that an old or new ordinance is the answer to stabilizing the affordability and long-term vitality of Sunnyvale's 13 mobile-home communities. The best way to achieve this lofty goal is to allow these MOU negotiations to continue in earnest. City staff, parkowners and residents have invested a great deal of time and resources in this process and many compromises and concessions have been achieved. WMA and our Sunnyvale members remain committed to the development and implementation of a mobilehome park MOU that is viable, fair and long-lasting. We respectfully urge your Council's continued support."

Thanks to outstanding public presentations made by Ryan Jasinsky of Brandenburg Staedler & Moore and Ken Kravenas of Hometown America — and numerous written letters and spoken comments by Sunnyvale parkowners at the hearing — the City Council voted unanimously (7-0) to allow the MOU process to move forward. There is still much more work to be done, but Ryan said it best, when he told councilmembers: "By working through the MOU process, we will be able to create a long-term economically viable solution that will not only benefit the current residents today but anyone else who wants to call our mobilehome communities home in the future." ■

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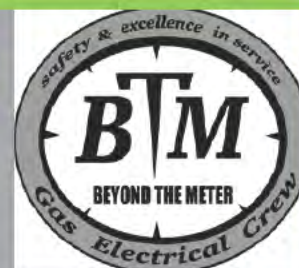


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# Announcing the 2021 WMA Convention & Expo

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While the world is reeling back from the effects of the Coronavirus outbreak, WMA at all times continued to assist our members whether it was by helping you sort through new legislation and public policies or getting the correct forms to you or continuing 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 COVID-19 and 2020 behind.

Pandemics are not new to the human species — they are just new to us. It impacted the way we lived, worked and played. Fortunately, the end of the pandemic is on the horizon — finally! We see a return to a “normal” existence is in sight. *Normal*, is of course a slippery word. The arrival of effective vaccines has the country in an unprecedented race to reach every person so that we can cross that bridge to normalcy.

While WMA never went away, it was necessary for the in-person 2020 WMA Convention & Expo to go virtual. BUT the Convention & Expo is BACK in 2021! And, as the theme suggests, it is going to be better than ever!

We understand how much has changed since the last time we were able to gather for a Convention. Rest assured that we are closely following Nevada's Governor as he re-opens the state for meetings. Currently, hotels are at 50% capacity for gatherings. As more people are being fully vaccinated, we hope to see those numbers rise in the next few months. It is that exciting feeling you get in the anticipation of things to come — when we will shake hands and/or embrace again.

The WMA Board, Convention Planning Committee and staff are here to support you. We understand your community's needs first-hand and work diligently on your behalf. The Convention Planning Committee is planning social networking events to keep us connected, along with relevant education for you, our members. We want all of you to feel comfortable knowing that we are taking every precaution to stay updated on the mandates and protocols of Reno, Nevada.

We can't wait to see you again! Stay tuned for email updates or visit us at [wma.org/conv2021](http://wma.org/conv2021).





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  - Mobilehome Parks Act
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WMA is expecting to launch this new educational opportunity in June 2021. More information will be posted on our website soon.





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# FEATURE ARTICLE

Mike Mihelich

## It's Been Great Working with You



Mike Mihelich is a Riverside-based attorney in practice since 1981, and a member of WMA since 1988. He has written a number of articles for the WMA Reporter and presented many educational seminars specific to the manufactured housing industry. We at WMA thank him for his many contributions to our association and the industry as a whole.

This is my 40<sup>th</sup> year in practice as a lawyer. For about 39 of those years, I have been solving legal problems in manufactured housing communities. The time has come for me to retire from the active practice of law. I was asked by my friends at WMA to reflect on my career. I am surprised and deeply honored to receive such a request.

This is a voluntary retirement. As far as I know, I'm not in any trouble. I will be 72 years old this year and while my health is still above average for my age, it's not getting any better. Making some free time now while I still have options is a good idea. More travel (WMA Spring Seminar!) music studies and more volunteer endeavors are in my future. I must thank some special friends. Keith Casenhiser took me to breakfast one day in 1982, and told me about his company. He suggested that I read the MRL. I took his advice, thank the Lord. Then, Dick Bessire interviewed me for a job at B&C. He didn't hire me, thank the Lord. But Dick and Keith began to refer MRL cases and clients to me and my practice grew.

Then, I had the good fortune to become acquainted with Kandy Thornton. She has been my Chief of Staff and legal assistant for about 37 years. Her daughter, Jennifer worked for me for 16 years. Together with other staff members, these smart and capable young women provided the organizational power and secretarial support which allowed me to consistently win cases in court year after year.

On the personal side, Lynn and I are celebrating our 31<sup>st</sup> wedding anniversary this year. Our three children, Charlie, Tina and Angela are all brilliant, independent young adults and we are very proud of them. Our family has made me a happy man.

So, what did I learn? Here are a few reflections, many learned from fellow WMA members.

- Team and personal successes are more likely when those whom we employ are well respected and well-paid.
- Lawyers must always assume that others, including other lawyers and judges, do not think highly



of us. PDAs (public displays of arrogance) are not a good look. We lawyers should never "pull rank" except in the exercise of our professional duties.

- Litigation should be a last resort. It is a foolish, but sometimes necessary way to settle differences.
- Be of good cheer. Find appropriate humor in adverse circumstances like courtrooms, hospitals, funerals and elsewhere.
- Stress is a necessary motivator for us "can-do" personalities. Thoughtful preparation is the best antidote for needless, harmful stress. Don't procrastinate, start earlier!
- Prioritize time for family, friends, fun, exercise and community service. Generously donate time,

talent and treasure. Likewise, we are generously rewarded

- To all of my clients, colleagues and friends in the industry, THANK YOU! It's been a great honor working with you. My family and I have been blessed beyond my dreams. Lynn and I have no plans to move away. I will attend this year's WMA Convention and keep my State Bar license active for the foreseeable future. Life will be as normal as possible without my law practice.

I conclude with an important, Grammy-nominated reminder written by Troy Jones and Bobby Braddock, and performed by country singer, Billy Currington, "God is Great, Beer is Good and People are Crazy!" ■



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# FEATURE ARTICLE

Thomas Pacelli

## The Importance of Membership in Turbulent Times



Thomas Pacelli is Vice President of Operations and oversees the Northern California territory at J & H Asset Property Mgt. Inc. Thomas is a licensed California Real Estate Broker. He serves on the Manufactured Housing Educational Trust Board of Directors as an alternate and on the WMA Educational Group. Thomas also speaks at MCM seminars throughout the year.

As another year comes to pass, I sit back and reflect upon what we accomplished and what we hope to set out to do in the new year. Each year I find myself asking, how did we navigate through yet another year of unprecedented changes? How did we manage to educate ourselves on the daily changes and mandates that were thrown at us? Who did we turn to for advice, direction, and guidance? The answer is the very industry we work in.

Fortunately, we need look no further than the resource, knowledge, and expertise our industry offers us. WMA was, and is, the answer to many challenges that we face daily. Being a member of WMA opened the door for our company to receive real-time information and access to legal advice and documents drafted by our very own industry experts. The access to this information allowed consistency and quality control over all the communities we manage. The peace of mind was refreshing to

know that our industry was looking out for our best interests.

2020 will be talked about for generations and possibly even written about in history books. A year that changed daily at the local, state and federal levels. As an industry dedicated to lifestyle living and affordable housing, our world was turned upside down with the plethora of new laws threatening our way of business. No, we were not the only business in the world that was impacted heavily from the pandemic and, yes, it could have been much worse. However, WMA was one of the main reasons we managed to stay afloat during this crisis.

Thanks to WMA, we had the tools, resources and expertise guiding us, now and into the future. The pandemic opened our eyes to how quickly things change and how small our world gets, however being a member of this organization, we never felt alone. ■



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- Subscription to both the monthly Reporter magazine and Newslite newsletter.
- Advertise in the Reporter magazine at member rates, half of what non-members pay.
- Direct mail service.
- Register for WMA events and seminars at member rates.
- Exhibit at WMA's annual Convention & Expo at member rates.



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## Day-to-Day Management Advice

Our toll free hotline number puts you in touch with WMA's network of staff, consultants and attorneys to help you solve the day to day issues of running a community.

## Local assistance from our Regional Representatives, Doug Johnson, Julie Paule, and Jarryd Gonzales

## In-Depth Industry News

WMA's monthly *Reporter* magazine, an absolute must read for park owners, and monthly *Newsline* newsletter, which covers regional news. You won't be able to find coverage this in-depth on issues involving the mobilehome industry anywhere else.

## Forms and Manuals

We have over 90 forms available, including Landlord/tenant and residency forms and manuals, and forms for community owned rentals. And for only \$95 per year, each park has unlimited access to all WMA forms through this online service.

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And much more! Read on to find out about our Tenant screening and many discount programs!



# Forms On Demand!

## Get to Know WMA's Online Forms Program

WMA provides many great discount and fee-for-service programs to our members. One of the programs you might not be utilizing is our Forms Online program. This program is a subscription service costing \$95 per year. For this small amount, members are allowed unlimited access to all WMA forms in an electronic format.

These forms are auto-fillable, printable and downloadable. This format allows subscribers the flexibility to use forms as needed one at a time, without purchasing packets of forms they might not need. This also allows the user to save a document into a resident file for record keeping without printing a hard copy. Many parks are moving to e-filing for residents.

The Forms Online service also allows users to build folders within the platform, such as "New Resident" or "Potential Resident" files so that all required forms are immediately available with no need to build a new folder each time a new or potential resident interacts with the park.

The forms in Forms Online are always the most up-to-date version of the form. All language required by changes made to the MRL is immediately added or deleted as required.

This subscription service also includes all new forms required for COVID-19 notification.

Many of our park managers have shared their positive feedback with us regarding the ease and convenience of using this service to streamline their form packages for annual notification requirements.

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## Lights, Camera, Community!

Has your manufactured housing community ever considered hosting resident movies? We know that sounds tricky in these times, but as regulations change, you may be able to have a socially acceptable night of entertainment while still practicing safe physical distance. Movies represent a simple and extremely affordable source of high-quality entertainment that all communities can offer. Sounds great, right? Here are a few ways to leverage community spaces for exciting resident movie events.

### Flick N' Float

Does your community have a pool? Consider a "dive-in" poolside movie. Encourage residents to bring their own floatation devices and screen a classic like *Jaws*. Just keep the popcorn dry!

### Screen on the Green

For communities with a little green space, follow a resident picnic with a movie under the stars. A captivating drama like *The Great Gatsby* is the perfect movie for a twilight screening.

### BYOC: Bring Your Own Chair

If your community doesn't have green space or a pool you can still enjoy outdoor movies — just ask residents to BYOC! Turn a parking lot or paved area into an outdoor screening room. A scary thriller like *A Quiet Place* can complement community Halloween activities this fall.

### Indoor Movies

Coordinating a resident movie is easy for communities that already have a TV and a DVD player or smart device in their clubhouse. It's so easy that residents or guests utilizing the clubhouse may already be watching movies on their own. This distinction leads us to the most important part of a successful community movie screening: make sure you have a public performance license.

According to the US Copyright Act, Title 17 of the United States Code, copyrighted movies, TV programs and other content that are available for rental or purchase in any legal format, including but not limited to DVDs, streams, and downloads, are intended for personal, private use only. Shared areas within residential communities, like a clubhouse, outdoor space, or gym, are considered "public," and showing movies in these spaces requires a public performance license. A license is required whether management, residents, or guests press "play."

Many WMA members are familiar with public performance licensing. For over 20 years, WMA has worked with MPLC to provide a WMA member discount on the Umbrella License®. The MPLC Umbrella License is an affordable way to ensure resident movies are copyright compliant.

The Umbrella License provides unlimited copyright coverage for nearly 750 rightsholders. In addition to major Hollywood studios like Fox, Paramount, Universal, and Warner Bros., the license covers many children's, family friendly, and international producers. Best of all, WMA members save over 20% on the cost of an annual Umbrella License!

A public performance license is essential to protect communities from copyright infringement related fines. With a WMA member discount available, public performance licensing is even more affordable. For assistance with pricing, questions, and additional information about the Umbrella License, please contact MPLC directly at 800.462.8855 or online at [mplc.com](http://mplc.com).







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# FEATURE ARTICLE

Frank Kalcic



Frank Kalcic is the Chair of WMA's Legislative Committee, the Vice Chair of PAC Board of Trustees, and a past president of WMA. He is the Winner of the 41st Busch, Carr, McAdoo Memorial Award.

## Legislation Matters

Our state government leaders talk about housing being a priority. Those of us who own manufactured housing communities in California work every day to provide our residents with safe and secure environments in which to live.

As Chair of the WMA Legislative Committee, I continue to be amazed by introduced legislation that makes it more difficult for those of us who try to provide housing for people across the state. While our "leaders" stress the importance of housing, legislators this year have introduced dozens of measures that would make it more difficult for us to continue providing housing opportunities for people across the state.

Our WMA staff and lobbying team work to protect our ability to stay in business. This year alone, there have been over 2,400 bills introduced in the Legislature, and our team has flagged over 130 bills that would affect our industry.

Some of the topics of bills introduced this year include statewide

rent control, preventing the leasing of park-owned rentals, and eliminating our ability to issue 7-day notices for residents who refuse to follow the rules and regulations of our communities.

Thankfully, our legislative team is actively engaged and well-connected. Concerning the effort to jam through the bill that would have eliminated the 7-day notice option, WMA staff quickly pulled together enough data to ensure the bill was sent to the Appropriations "Suspense" File, meaning that a more detailed fiscal analysis will have to be done before the bill moves forward.

I am often on the phone with our WMA staff, and I agree with their assessment that the best way for our industry to protect itself is for us to build personal relationships with legislators who represent our communities. Parkowners are often characterized as big companies with deep pockets instead of the reality that most of us are small businesses working to provide housing opportunities for families



who need safe and secure neighborhoods in which to live.

As parkowners, we regularly face many challenges at the state and local levels. Our legislative team is working hard to make sure our interests are protected in the State Capitol. If you receive any communications from WMA asking to contact your legislator, please take a few minutes to engage. I know taking time out of your day to focus on legislation is a burden, but it is also vital.

We are in the business of providing housing for people. Our legislative team is in the business of defending us in the State Capitol. WMA is working hard to make sure we as parkowners can continue giving people the opportunity to live in safe and secure communities. ■

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# FEATURE ARTICLE

Cindi Avlidrez

## What 2020 Meant to Me



Cindi Avlidrez is the Director of Membership and Education at WMA. can be reached at 455 Capitol Mall, Suite 800, Sacramento, CA 95814; 916.448.7002, extension 4022 phone; 916.448.7085 fax; and email: [cindi@wma.org](mailto:cindi@wma.org).

Wow! 2020 was quite the year! We have all been through a seismic shift in the way we conduct ourselves personally and professionally. When it became apparent that California would be going into lockdown (March 13 — who can forget the day!), staff at WMA had to think quickly about how we would continue to provide quality services to our members seamlessly and without interruption while working remotely. Our IT team did a beautiful job making sure that we were all set up remotely and able to log into our office desktops to continue our work from home. Eventually, even our phone extensions were re-directed to our cell phones, so members can reach us directly if necessary.

For me, as Director of Membership and Education, working remotely meant two things had to be done:

1. Get dues invoices out in time — this is a lot of database work — printing, stuffing envelopes, and mailing. With teamwork and dedication, we made that happen;
2. Determine how we were going to maintain our MCM program.

This program is so important to our members, including owners, managers, and other park staff. We were thrust into the unknown. We knew there were going to be many COVID-related changes in the legislature that would affect the MRL, so we needed to keep our members up-to-date, but we obviously couldn't do that in-person during a pandemic. We also needed to allow MCM participants the ability to earn 18 units during the year, as they would by attending the in-person seminars. This was especially important to those working towards their initial certification. We didn't want anyone falling behind. We didn't want to take the chance that they wouldn't make the required unit earned threshold required for recertification for those already certified.

So, we pivoted to online learning — also known as webinars. I know many of our members had never participated in a webinar before, and the thought of doing so was a bit unnerving. I am so proud of our members who not only overcame their hesitation towards



online learning but came to appreciate and even enjoy it. In 2020 we offered six MCM webinars vs. three in-person seminars. In 2021, we will provide four webinars. In 2022, I expect to provide a hybrid of in-person and online learning opportunities to our members. Hopefully, this will open up the opportunity for rural members to participate in the MCM program who previously had been unable to attend our in-person seminars due to logistical challenges.

Personally, I learned a few things through this unprecedented experience. 1. There is nothing we cannot do if we work pragmatically as a team; 2. Members like viewing material on their computers

or other devices such as a tablet or iPad, so no need to print huge packets; and finally, 3. We are able to learn new things when we are forced to and we often come out the better for it.

While I have missed you all so much during the last 15 months since I last saw you, I look forward to our future MCM program where we can see each other safely, participate in online learning, and continue improving as manufactured housing communities professionals. I look forward to seeing you all soon. ■

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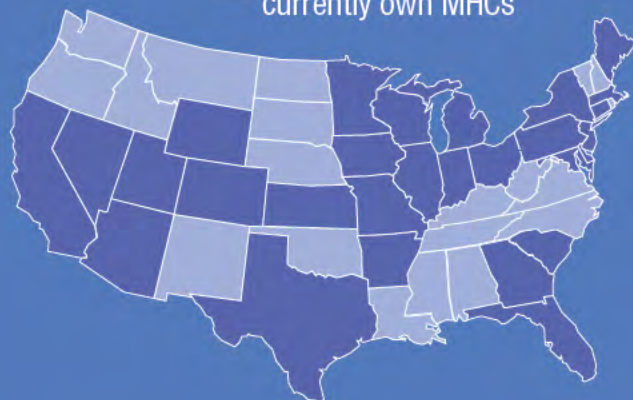


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88 Space All-Age MHC - Oregon

115 Space All-Age RV Resort - Washington

78 Space All-Age MHC - California

56 Space All-Age MH/RV - California

85 Space 55+ MHC - California

42 Space 55+ MHC - California

260 Space All-Age MHC - Indiana

144 Space All-Age MHC - California

194 Space All-Age MHC - Arizona

For a confidential opinion of value and how you could maximize the returns of your property or portfolio, please contact our team.



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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>				
312	California Mobilehome Laws (CML) .....	_____	\$150	\$ _____
316	Disaster Preparedness Manual .....	_____	\$40	\$ _____
317	Title 25 Tabbed Version .....	_____	\$100	\$ _____
310	WMA Guide: Mobilehome Park Statutes and Regulations (MRL, Mobilehome Parks Act and Title 25) .....	_____	\$150	\$ _____
<b>MOBILEHOME RESIDENCY LAWS</b>				
820	California Civil Code ( <i>Lots of 100</i> ) .....	_____	\$50	\$ _____
825	California Civil Codes ( <i>Lots of 50</i> ) .....	_____	\$30	\$ _____
830	California Civil Codes ( <i>Lots of 25</i> ) .....	_____	\$20	\$ _____
<b>FORMS</b>				
<b>Prospective and New Residents</b>				
176*	Notice of Rights and Responsibilities .....	_____	\$20	\$ _____

ITEM #	DESCRIPTION	QTY	PRICE	TOTAL
<b>FORMS</b>				
<b>Disclosure</b>				
120	Manufactured Home and Mobilehome Transfer Disclosure Statement ( <i>Lots of 10</i> ) .....	_____	\$40	\$ _____
104	Mobilehome Park Rental Agreement Disclosure .....	_____	\$24	\$ _____
121	Natural Hazard Disclosure Statement .....	_____	\$24	\$ _____
122	Flood Hazard Disclosure Statement .....	_____	\$16	\$ _____
<b>Termination of Tenancy</b>				
161	Mobilehome and Manufactured Home Sale or Transfer Repair/Improvement Notice .....	_____	\$24	\$ _____
<b>Miscellaneous Forms</b>				
174	Notice of Emergency Preparedness and Evacuation Plan .....	_____	\$16	\$ _____
153	Notice of Utility Assistance to Low Income Persons .....	_____	\$16	\$ _____
169	Master Meter System Public Awareness Message .....	_____	\$16	\$ _____
173	Verification of Emergency Preparedness Plan (Includes one form with instructions and template) .....	_____	\$10	\$ _____

Programs and publications by Western Manufactured Housing Communities Association (WMA) are intended to provide current and accurate information about the subjects covered. However, such information may not be sufficient in dealing with a particular problem, and WMA does not warrant or represent its suitability for such purpose. Anyone 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.

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Expiration Date \_\_\_\_\_ Total \$ Charged \_\_\_\_\_

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

City, State & ZIP \_\_\_\_\_

Signature \_\_\_\_\_

### SHIPPING INFORMATION:

Community Name \_\_\_\_\_

Street Address (No PO Boxes — Current Street Address Only) \_\_\_\_\_

City, State & ZIP \_\_\_\_\_

Phone Number \_\_\_\_\_ ID Number \_\_\_\_\_

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





# Western Manufactured Housing Communities Association (WMA) Application for Community Membership – 2020/21

## Community Membership Categories

- ☐ **Community Membership:** Consists of mobilehome/manufactured housing communities, including communities that rent spaces to recreational vehicles.
- ☐ **501c3 Community:** Consists of mobilehome/manufactured housing communities that are a nonprofit corporation.
- ☐ **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?

Do you have long-term leases? ☐ Yes ☐ No ☐ All Age ☐ 55 ☐ 62

Do you permit subleasing? ☐ Yes ☐ No

Do you provide master-meter utility services?

Electric: ☐ Yes ☐ No Gas: ☐ Yes ☐ No

Propane: ☐ Yes ☐ No Water: ☐ 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 No. of Spaces @ \$10.35 per space..... \$ \_\_\_\_\_ ☐ Visa ☐ MasterCard ☐ American Express ☐ Check Enclosed

Minimum Annual Dues – \$400 (40 spaces or less)

\$900 for 501c3 or Resident Owned Communities

Voluntary Candidate PAC Contribution @ \$4.00 per space..... \$ \_\_\_\_\_ CREDIT CARD NUMBER \_\_\_\_\_ EXPIRATION DATE \_\_\_\_\_

Voluntary Anti-Rent Control/Issues PAC Contribution @ \$2.00 per space..... \$ \_\_\_\_\_ BILLING ADDRESS AND ZIP CODE \_\_\_\_\_

Amount of Check Enclosed..... \$ \_\_\_\_\_ 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 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, 77% of your 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](mailto:info@wma.org) | VISIT OUR WEBSITE: [wma.org](http://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 – 20/21**

**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 LICENCE \_\_\_\_\_ 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  
ADA Compliance  
Allied Associations  
Appraisal Services  
Asphalt Maintenance  
Attorneys  
Billing Services  
Collection Services  
Communications/Answering Services  
Computer Services/Software

Construction and Materials  
Consultants  
Electrical Equipment and Contractors  
Energy Conservation Services  
Financial Lending  
Gas Systems  
Insurance Services  
Management Services  
Manufactured Home Builders  
Manufactured Home Demolition

Manufactured Home Sales  
Manufactured Home Supplies  
Manufactured Housing Community  
Closures/Conversions  
Manufactured Housing Community Inspections  
Real Estate  
Residential Screening Services  
Solar Power  
Tree Care  
Utilities

**MEMBERSHIP INVESTMENT**

ANNUAL DUES.....\$900 \$ \_\_\_\_\_  
Voluntary Candidate PAC Contribution @ \$150..... \$ \_\_\_\_\_  
Voluntary Anti-Rent Control/Issues PAC Contribution @ \$100..... \$ \_\_\_\_\_  
Amount of Check Enclosed ..... \$ \_\_\_\_\_

☐ Visa ☐ MasterCard ☐ American Express ☐ 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, 77% of your 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 own 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 WMA Code of Ethics and to maintain membership in good standing.

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](mailto:info@wma.org) | VISIT OUR WEBSITE: [wma.org](http://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."*



# WMA ORDER FORM

Now members can place orders online! Login on [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	\$_____
312	California Mobilehome Laws (CML) .....	_____	\$75	\$_____

### FORMS FOR RESIDENT OWNED HOMES (MEMBERS ONLY)

#### Prospective and New Residents

<b>202</b>	<b>PROSPECTIVE AND NEW RESIDENT PACKAGE ....</b>	_____	<b>\$190</b>	<b>\$_____</b>
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*The above package includes the following forms:*

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 37 Selling Homeowner.....	_____	\$8	\$_____
109	Prospective Resident Receipt for Financial Report Fee .....	_____	\$8	\$_____
159*	Registration File Card .....	_____	\$16	\$_____
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	\$_____

(effective 07.01.2016)

#### Disclosure

<b>204</b>	<b>DISCLOSURE PACKAGE .....</b>	_____	<b>\$45</b>	<b>\$_____</b>
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*The above package includes the following forms:*

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>
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*The above package includes the following forms:*

125	7 Day Notice to Comply with Rules and Regulations ...	_____	\$12	\$_____
126	14 Day Notice of Intent to Charge for Space Maintenance.....	_____	\$12	\$_____
166	14 Day Notice of Intent to Remove Personal Property ..	_____	\$12	\$_____
127*	Incident Report.....	_____	\$10	\$_____
167	Inventory of Personal Property Removed.....	_____	\$12	\$_____

ITEM #	DESCRIPTION	QTY	PRICE	TOTAL
<b>Rules and Regulations Violations (continued)</b>				
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>
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*The above package includes the following forms:*

140	3 Day Notice to Pay Rent or Quit and Sixty Day Notice to Terminate Possession .....	_____	\$19	\$_____
141	3 Day Notice to Perform Covenants or Quit and Sixty Day Notice to Terminate Possession.....	_____	\$19	\$_____
142	60 Day Notice to Terminate Possession for Nonpayment of Rent and/or Nonperformance 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 Lienholders 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>\$125</b>	<b>\$_____</b>
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*The above package includes the following forms:*

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	\$_____
175*	Notice of Change to Mobilehome Residency Law .....	_____	\$10	\$_____
168	Notice of Conditions Requiring Removal of Mobilehome on Resale .....	_____	\$12	\$_____

*Contents of Miscellaneous Forms Package continued on page two.*

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

Go to page two for payment information.



# Order Form for WMA Members — Page Two

Forms are available in packages for additional savings to you!

ITEM #	DESCRIPTION	QTY	PRICE	TOTAL
210	MISCELLANEOUS FORMS PACKAGE — (Continued from page one)			
174	Notice of Emergency Preparedness and Evacuation Plan .....		\$8	\$
152	Notice of Interruption in Utility Service .....		\$8	\$
180*	Notice of Rent Increase .....		\$10	\$
176*	Notice of Rights and Responsibilities .....		\$10	\$
153	Notice of Utility Assistance to Low Income Persons .....		\$8	\$
155	Notice to Heir, Joint Tenant and Personal Representative of the Estate .....		\$8	\$
157	Notice to Resident .....		\$8	\$
158	Recreational Vehicle Storage Agreement .....		\$8	\$
173	Verification of Emergency Preparedness Plan (Includes one form with instructions and template) .....		\$5	\$

All forms sold in lots of 10:

## FORMS FOR COMMUNITY OWNED RENTAL HOMES (STANDARD LANDLORD/TENANT LAWS)

502	COMPLETE PACKAGE OF FORMS .....		\$130	\$
Save 15% by purchasing the entire package. This also includes the Guide to Forms and Documents for Community Owned Rental Homes (a \$25 savings!)				
The above package contains the following forms:				
306	Guide to Forms & Documents for Community Owned Rental Homes .....		\$25	\$
402	3 Day Notice to Pay Rent or Quit .....		\$5	\$
403	3 Day Notice to Perform Conditions and/or Covenants or Quit .....		\$5	\$
404	30 Day Notice of Resident(s) Intent to Vacate .....		\$5	\$

ITEM #	DESCRIPTION	QTY	PRICE	TOTAL
FORMS FOR COMMUNITY OWNED RENTAL HOMES (STANDARD LANDLORD/TENANT LAWS) — (Continued)				
405	30 Day Notice of Termination of Tenancy .....		\$5	\$
406	60 Day Notice of Termination of Tenancy .....		\$5	\$
407	Application to Rent and Receipt for Deposit/Screening Fee .....		\$14	\$
408	Notice of Change in Terms of Tenancy .....		\$5	\$
409	Notice of Right to Reclaim Abandoned Personal Property (Exceeding Value of \$700) .....		\$5	\$
410	Notice of Right to Reclaim Abandoned Personal Property (Valued at Less Than \$700) .....		\$5	\$
411	Notice to Enter Dwelling .....		\$5	\$
412	Rental Agreement (Includes 10 EPA Lead Information Booklets) .....		\$20	\$
413	Smoke Detector Agreement .....		\$5	\$
414	Statement of Condition (Move In/Move Out) .....		\$14	\$
415	Itemized Statement of Repairs or Cleaning Proposed by Landlord .....		\$5	\$
416	Notice of Right to Request Initial Inspection .....		\$5	\$
417	Refundable Security Deposit Agreement .....		\$5	\$
418	Disclosure of Information on Lead-Based Paint (Includes 10 EPA Lead Information Booklets) .....		\$6	\$
419	Bed Bug Notification Addendum .....		\$14	\$
420	Bed Bug Notification .....		\$10	\$
421	Pest Control Notice Owner Application of Pesticides ...		\$10	\$
<b>Subtotal Page Two</b>				\$

Programs and publications by Western Manufactured Housing Communities Association (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.

Subtotal Page One	\$
Subtotal Page Two	\$
Total Both Pages	\$
Shipping Charges	\$
Taxable Subtotal	\$
Add 7.25% California Sales Tax (Except Sacramento and Yolo Counties—please use your local tax rate)	\$
<b>Total Amount Due</b>	\$

### BILLING INFORMATION:

- ☐ Check enclosed (please make payable to WMA)  
☐ Charge to: ☐ VISA ☐ MasterCard ☐ American Express

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

Account # \_\_\_\_\_ Sec Code \_\_\_\_\_

Expiration Date \_\_\_\_\_ Total \$ Charged \_\_\_\_\_

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

City, State & ZIP \_\_\_\_\_

Signature \_\_\_\_\_

### Shipping Charges

<b>Merchandise Subtotal</b>	
Up to \$50 .....	\$15
\$ 51 - \$100 .....	\$18
\$101 - \$150 .....	\$23
\$151 and up .....	\$29

### Complete this form and return to:

**WMA**  
**455 Capitol Mall, Suite 800, Sacramento, CA 95814**  
**t 916.448.7002 | f 916.448.7085**

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

### SHIPPING INFORMATION:

Community Name \_\_\_\_\_

Street Address (No PO Boxes — Current Street Address Only) \_\_\_\_\_

City, State & ZIP \_\_\_\_\_

Phone Number \_\_\_\_\_ Membership Number \_\_\_\_\_

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





**100% FINANCING NO MONEY DOWN  
NOW AVAILABLE FOR RESIDENT OWNED  
AND NON-PROFIT COMMUNITIES**




**949.502.0800**

**INFO@SHOREBREAKENERGY.COM**

CLSB # A, C10-972616



A photograph of a worker in a blue shirt and jeans standing on a wooden ladder, working on the roof of a house. The ladder is leaning against the side of the house.

# On the Edge with your *Workers' Comp* Policy?

Maximize your **WMA**  
Membership by Taking  
Advantage of the  
Workers' Compensation  
Program & **SAVE!**

**The Program:** Tailors to the needs of WMA community managers, management companies and owner operators. This workers' compensation program delivers coverage and service at a competitive price to protect the profitability of your community operation.

**The Team:** The Western Manufactured Housing Communities Association (WMA) has joined forces with regional insurance leader, Pan American Insurance Agency, Inc., to offer the most cost effective workers' comp program to WMA members underwritten by Preferred Employers Insurance Company.

**The Savings:** WMA members participating in the group program receive a 15% discount on their workers' compensation policy premium.

- Competitive Worker's Comp Rates
- Injury & Illness Prevention Program
- Toll Free 24 Hour Claims Reporting
- A+ Superior Rated California Carrier
- Quarterly Safety Newsletters
- Providing Savings to WMA Members since 1997

## Call Pan American Today!



Ray Avila **209.423.2251**  
[wmamember@ascensionins.com](mailto:wmamember@ascensionins.com)  
[www.paula.com](http://www.paula.com)



CA Insurance License # OF89850



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