

CFED/MHOAA Convention Seattle, WA September 9-12, 2009

The convention was Wednesday through Saturday from 8:30 a.m. to 5:30 p.m. There were participants from the following states: MN, UT, GA, NH, AZ, ME, NJ, OR, NH, MA, CA, NC, KY, VA, RI, PA, NV, IL, TN, WI, MT, AR, DE, NY, OH, and Washington, D.C.

Andrea Levere, President of Corporation for Enterprise Development (CFED) spoke first. She recently fired herself as president and now 100% of her time is spent fundraising. First there was an explanation for setting the stage regarding the different movements that have taken place. They are as follows:

- The Women's Movement. (Women could not vote). Today women make up 51% of population.
- The Civil Rights Movement. (African Americans were in the minority). All races marched in protest and they were willing to make sacrifices.
- The Anti-War Movement and hippies marched with African Americans.
- The Labor Movement and Mormon Movement.

Now women can vote and take leadership positions anywhere. Africans share equally transportation, restaurants, bathrooms and leadership positions. We have a 40 hour work week, paid vacations and a minimum wage. This was accomplished by those who had convictions, perseverance, organization and convictions; people who fought for the right to distribute literature.

Now we need the manufactured home organizations to make their move. Now is the time to move! How will we do that? This can be done through strong leadership, organization, perseverance, organization and membership in your home owners association and to MHOAA. MHOAA officers are volunteers. They do it because they care for people and want to help make changes in the laws that affect manufactured home residents in their state and America. All at their own time and expense.

Residents need to organize around issues---not problems. We need to work harder and smarter to gain allies and to have accomplishments. We need to educate legislators and the public about the benefits of living in manufactured homes-----not trailers. The power of people united in a cause can make changes!

Friday began MHOAA's share of the convention. There were 115 registrations from across the states. The key note speaker was John Grissim who was a writer for the Rolling Stones Newspaper (1960's). After buying a manufactured home, he has authored two books on regarding manufactured home issues.

John Bunce, who holds a degree from Flinders University, Woodcroft, South Australia also spoke. They have the same issues in Australia as we do in America regarding investor owned communities. His particular research interests are in "housing in intentional communities and relocatable home tenures."

There were breakout sessions on the following subjects:

- Money Track Event Based Fundraising, Grants and Membership Growth and Retention.
- Power Building Track: Leadership and Organizing for Legislative Success.

- Park Preservation Track: Preservation Strategies, Valuing Your Community, Conducting Due Diligence and Lessons from Those Who've Been There.
- Building your State HOA through Strategic Partnerships, Do's and Don'ts of Lobbying for Non-Profits, Energy Efficient Homes, Energy Rehabilitation of Homes, Handling Bad Managers, Addressing Fears of Intimidation, Harassment and Retaliation.

Other high lights of the breakout sessions are as follows:

- It was emphasized that leaders have a vision for the future but they need a base (people) to work with and a tool for accomplishing goals.
- It was stressed that all organizations need a strategic plan first; then need to develop a business plan followed by a marketing plan. Goals must be identified and written. Be very clear and exact regarding your budget.
- We were informed that a community in San Rafael owned by ELS, Sam Zell, recently raised their rents from \$700 per month to \$1,925. A Santa Cruz community where homes sell for \$200,000 to \$300,000, now have rents at \$5,000 per month.
- When having a discussion with community managers, ask the question when appropriate, "How do you know I'm not recording this conversation?" or "Would you mind making that same statement to me while I record you?" or "Did you know you are being recorded?"

Nationwide it is found that the cost of moving homes and the lack of empty spaces in which to move them creates an imbalance of power between landlords and homeowners. WA has a Manufactured Housing Dispute Resolution Program titled RCW 59.30. Their poster is required to be posted in every community. Their top 7 issues reported by residents were:

1. Unfair enforcement of Rental Agreements and/or Park Rules.
2. Failed communication attempts.
3. Notices to Comply or Pay given by landlord.
4. Rent raises & fees.
5. Health, safety and sanitation.
6. Utilities--- (Fees and maintenance).
7. Screening/Denial of home sale or tenancy.

Issues reported by landlords were:

1. Not adhering to Rental Agreements and/or Park Rules.
2. Failed communication attempts.
3. Non-payment of rent, utilities or fees.
4. General maintenance needed on rented lot space.
5. Health, safety, sanitation of rented lot space.
6. Unauthorized guests.
7. Unauthorized pets.

The Ford Foundation reported that manufactured housing replacement is on the table in the American Energy and Security Act. Frontier Housing is ready to deliver through the national manufactured housing brokerage facility with Energy Star homes for placement.

ROC USA - Now in 33 states working with CFED, NHCLF, Neighbor Works, CASA of Oregon, NWCD, NC Co-op, etc. They have, in the process, 8 states (933 homes) with 7 communities under contract and 6 in the Go position. ROC USA Capital has 4 loans of 10.9 million with a cap of 19 million. Their goal for 2014 is 100 resident owned communities with 7,500 homes.

All states need Policy Development for the protection of residents in communities and freedom of speech, to organize an association, develop relations and to sell their homes at the best price possible.

Clayton is building 30-40 Energy Star Homes per month. ECO rated homes have a projected 3-4% construction waste, dual flush toilets, 1.75 GPM showerheads, rain catch basin, solar panels, recycled paint, efficient appliances indoor air quality, etc. (Normal air circulation is 24/7 air flow with the recirculation of outside air with inside air. Shut it off in the case of allergies). To view Clayton's very economical and ecological I-home, visit www.claytonhouse.com

It costs \$12,000 to \$15,000 to weatherize the average pre-HUD 1976 home plus \$3,500 to scrap the home or \$15,000 to replace it with an Energy Star Home. We were apprised of a case in WV where a pre-HUD home was replaced with an Energy Star Home. The normal usage of 6100 kwh per month was reduced to 1600 kwh. Quite a savings!

On a visit to Bainbridge Island, WA September 13, 2009 a real estate brochure with 45 manufactured homes listed had an average of 2 bedrooms and 2 bathrooms; 9 had garages, 9 had decks, 4 had carports, average price of \$166,200 and 1300 sq ft. Examples: \$55,000 for 768 sq ft, \$129,950 for 616 sq ft, \$255,000 for 1512 sq ft and \$273,000 for 1782 sq ft.

The Federal Housing Financial Authority requested comments on their letter regarding the Duty to Serve. We responded to them with a 6 page letter stressing the need to include the issues of residents of manufactured homes living in land leased communities.

- The need to include manufactured housing
- Preservation of affordable housing
- Serve low and very low income families
- Community Preservation
- Manufactured Home Titling

We believe everyone left the convention better informed and certainly more educated.

It was suggested that the convention be more centrally located next year, in order to benefit those coming from the far eastern and western states. We suggest that you make plans now to attend next year. Details will follow as soon as possible.