

AAMHO CONNECTION



AAMHO Website: www.AAMHO.org | Email: info@aamho.org | Editor: carl.cross@asu.edu



TO OUR 32ND ANNUAL MEETING OF MEMBERS

INTRODUCING: ONE MEMBERSHIP, ONE VOTE

Saturday, February 23, 2019

9 am – 12 pm

American Legion Post #35

Patio/Garden Entrance

2240 W Chandler Blvd

Chandler AZ

Pre-registration is \$10 per person and \$15 at the door. Sign-in begins at 8 am with complimentary early morning pastries, fruit trays, coffee, tea and water.

The short business meeting with election of officers will begin at 9 am. There are four (4) positions up for election: Vice President, Secretary, Education Director, and Park Model Director.

A pre-reservation form is included in this newsletter. Please fill out the form and mail it along with your check or credit card information.

A person may sign-up at the door to become a member and be eligible to attend this Annual Meeting of Members. Talk to your friends, neighbors in other parks and invite them to join us.

Our list of invited guest speakers and attenders is growing. As in the past, these speakers play a key role in making a workable situation among Park Owners, Managers, and the residents. We welcome Park Owners and Management to attend.

Our new AAMHO affiliate, AEMPRO, will be there to introduce themselves and their mission. You will be able to talk with Board Members from both AAMHO and AEMPRO.

REGISTRATION DESK VOLUNTEERS NEEDED

We need your help. Volunteers help us shine! Registration desk volunteers will help the Annual Meeting start with finesse!

Your job description is simple:

- Arrive between 7:30 and 7:45
- Check off attendees
- Hand out information packets.
- 8-10 volunteers will keep the line moving smoothly

Registration desk will close at 9:00 and volunteers will join the action at the Annual Meeting.

Contact Pat Schoneck to volunteer or for questions.
Email: pschoneck@juno.com Cell: 520-404-4539

CLAIMING THE GOOD LIFE...

even with its differences

Sandra McNary – District 4 Director
d4director@aamho.org

If your park is like mine, 'tis the season of new residents. Folks are snatching up the gently loved and bargain perfect older homes as well as the brand-new beauties nestled on the formerly empty lots.

Bicycles are roaming to take a closer look at the 'new' neighborhood while morning and evening walks celebrate the lack of snow and joy of Arizona temperatures. However, there also may be a few bumps in the road. Bumps that also may be experienced by long term residents under new park ownership.

That stack of papers included with a new purchase of either a home or a park includes a "Statement of Rules and Regulations." When getting settled in a new home, how easy it is to lay those papers aside for "later." Same with long term residents experiencing new park ownership, after all haven't we seen those rules before? It benefits all of us to dig out those rules and regulations and look again.

In reality, these "rules and regulations" are both basic and, in general, similar to all of our parks. Overall, they remind us that we are no longer living as an island unto ourselves. We are on leased land and we are not allowed to plant, collect and/or clutter as we might on our own property. It is necessary to put away and not just drop tools or supplies. Patio furniture does not include your old couch, recliner, or dining room chairs

In fact, not only is the property susceptible to rules, but also the home we do own is subject to rules. Broken or lopsided blinds on the inside can be seen on the outside and do diminish the appearance of the entire park. Likewise, damaged skirting, faded/peeling paint, or sagging awnings affect the entire community.

It is no fun to receive letters from management demanding we give immediate attention to situations clearly defined in the "rules and regulations." First of all, it feels personal. Secondly, it is embarrassing. Thirdly, the old owners may never have called any of these issues to our attention. In reality, nobody but you knows when you receive a notice. You can quietly take care of the issue or you can grumble to yourself or you can complain to neighbors. In the midst of your upset, remember it is highly unlikely anyone is 'out to get you' and the letters are not intended to embarrass you. And, in the event of new

ownership, it may very well be that although the rules have *always* existed, the owner may not have insisted that management enforce them.

Life in a manufactured home park is different from life in our own home on our own property. We are responsible to more than ourselves (or our spouse). For the most part, our neighbors are *very* close at hand. In addition, each of us is responsible not just for our own personal space, but for the general appearance of the entire park. In other words, my space and my home reflect on the state of the entire community.

Retirement life in a manufactured home park is also different in lots of wonderful ways. Hopefully, it means you are surrounded by new friends who care about you and that there are activities such as shuffleboard, bingo, card groups, exercise and more. Generally, it is quiet, attractive, and secure. For sure, you won't be shoveling snow even if at times you may be inconvenienced by park improvements. Overall, it is a great life that depends upon the cooperation of each one of us.

OUR OFFICE MANAGER

Eileen Green – President
president@aamho.org



Thanks to all of you for your patience as Connie Hancock records your new or renewal membership.

Connie is our only staff person which means she also answers the phone, e-mails, snail mail, and monitors the AAMHO website.

Please understand that anyone who calls the office to check if your remittance has been received, means that Connie must do research to answer your question.

Please give Connie two (2) weeks to complete the membership records and mail your Membership Card.

BIRTHING OF AEMPRO

Sandra McNary – Secretary
secretary@aamho.org



ASSOCIATION FOR THE EDUCATION OF MANUFACTURED, PARK MODEL & RV HOME OWNERS

In our July-August *Connection* newsletter, Rich Zettlemoyer did an excellent job of presenting the formation of our new sister association. AEMPRO is on the verge of becoming a reality!

The basics are simply that AAMHO is designated by the IRS as a 501(c)4 association. Yes, that means non-profit. However, because AAMHO is a politically involved association with legislative effort, it is not a tax credit non-profit. Therefore, we cannot claim donations to AAMHO on federal or state tax returns.

In recent years the need for and participation in education activities has grown tremendously under our AAMHO association. In addition to regular park meetings, we have Landowners-Tenant Act classes, and law requires all park managers to successfully complete Park Manager classes every two years.

Printing of brochures, advertising events and providing extensive printed information has escalated. The birthing of AEMPRO is a marvelous means of addressing both the need for education and the financial support of those events.

AEMPRO is being developed as a 501(c)3 association. AEMPRO as a 501(c)3 non-profit, opens the door for individuals to claim donations as a tax deduction on federal returns and possibly as tax credit on Arizona tax returns. Those possibilities will move forward once we receive our 501(c)3 non-profit status.

As a 501(c)3, AEMPRO also opens the door for application to and receipt of grant money. The tax credit and the securing of grants will enhance our ability to serve our members and to build our 'cooperation not confrontation' policy with park managers and owners.

Special thanks to AEMPRO President Rich Zettlemoyer for his hours invested in the labor-intensive task of pouring over IRS requirements and meticulously completing the application. All paper work has been submitted. Now we wait for the IRS to approve AEMPRO's status as a 501(c)3 association.

FALL MEMBERSHIP SPECIAL HAS BEEN EXTENDED

Pat Schoneck – Membership Director
pschoneck@juno.com



You still have time, so don't miss out! The fall **\$60 for two (2) years** membership has been extended only until December 31, 2018. Anyone can renew or join at this special price.

One- and two-year memberships are now available on our website. Our office is extremely busy at this time, so for faster service, visit www.aamho.org

RENT INCREASE

ARS §33-1413(G)

Jerry Shumate – Education Director
education@aamho.org

Upon the expiration or renewal of any rental agreement, the landlord may increase or decrease the total rent or change payment arrangements. The landlord shall notify the tenant in writing by first class or certified mail or by personal delivery to the tenant at least ninety days prior to the expiration or renewal of any rental agreement of any such increase or change.

If the rent increase is more than a total of ten per cent plus the current increase in the consumer price index over the most recent one-year period before the date of the notice of the rent increase, read ARS §33-1476.04.

SAVE YOUR NEWSLETTERS



The *AAMHO Connection* newsletter has a wealth of information.

We recommend saving each of the newsletters in a 3-ring binder for further reference.

These newsletters are printed on yellow paper to attract your attention when they arrive. This is another educational tool for you to share with your friends and neighbors. You may not have a 3-hole punch, but I bet your park manager does.

SIX REASONS TO HIRE A LOBBYIST

by Pugliese Associates, Inc

<https://puglieseassociates.com/>

When it comes to getting influential lawmakers to hear you, there's only one way to do it right: hire a Lobbyist.

Lobbyist do what you and your organization cannot. They have the experience necessary to find the best solutions, they have essential knowledge about the legislative process, and most importantly, they can access the decision-makers who control the process. If these reasons aren't enough to convince you to hire a lobbyist, here are six more.

➤ **Results**

"Elected officials are servants of the people; they should just listen to me directly." It isn't as easy as people think to land a meeting with an elected official. As much as they want to please constituents, legislators are extremely busy and have many people wanting to see them about many of the same topics. Even if you are fortunate enough to get on the calendar, you may still have difficulty articulating your cause in a compelling manner, keeping your issue on the lawmaker's priority list or diving into the complex regulatory or compliance intricacies that often lie at the heart of a larger issue.

Experienced lobbyists have none of these problems. If results matter, hire a Lobbyist.

➤ **Cost Effectiveness**

"We can handle this internally." Rarely does it make financial sense for an organization to build a presence around the Capitol with the sole aim of influencing the outcome of a given legislative, regulatory or procurement measure. It takes more than time to move an agenda; you have to navigate complicated processes efficiently. Experienced Lobbyist know the players, the procedures and the history better than an in-house team, and the lobbyist hold the real influence.

Lobbyist can truly enhance your efforts and help you build partnerships that last for years.

➤ **Knowledge**

"My firm and I stay on top of politics. We are informed enough to handle this." Moods swing wildly in the Capitol. Day to day and even minute to minute, it can be tough to keep up with it all. Experience, information and knowledge are the calling cards of the Lobbyist, because they are perpetually aware of legislation before the General Assembly. Lobbyist

not only know what legislation succeeded and failed in the past, they know why.

Knowing what to say is important, but knowing what not to say is critical.

➤ **Relationships**

"I have a friend who will get us in front of the right person." Lawmakers listen to people they trust. In many cases, the most trusted people in the Capitol are Lobbyist. Why? Not only are they a hub of news and statistical information, they also can provide clear, vetted snapshots of the political landscape surrounding a particular issue. Lobbyist have this information because they have built relationships with staff, agency heads and other key decision-makers. Good Lobbyist put these relationships to work for their clients.

➤ **Experience**

"I've worked with a legislator in the past, and I know he believes in my cause." While your personal relationships are certainly helpful, it usually takes more than one conversation with a Lawmaker, and it always takes more than one Lawmaker to move an agenda. By way of experience, professional Lobbyist understand who is in what camp, and why, who can carry the water for a given initiative and who to avoid about certain issues.

➤ **Reputation**

"My Company's name and reputation can stand on its own merit." Even the largest and most recognizable companies have professional Lobbyists working on their behalf. Successful companies know when it's time to hand off an issue to a government relations expert. In fact, they often stake their own reputations on the ability of their Lobbyist to deliver.

Representing a recognizable brand is a tremendous asset for a Lobbyist, especially during complex negotiations. Regardless of who their client is, however, successful Lobbyist understand that acting ethically and with integrity not only builds trust among those involved, it safeguards their reputations, as well.

There are many good reasons to engage a Lobbyist and very few to the contrary. Even the most talented and committed private-sector leaders have difficulty mastering the mazy machinery of modern government. With the support of a professional government relations expert, success for your business is far more likely.

RESERVATIONS FOR THE 32nd ANNUAL MEETING OF MEMBERS

Saturday, February 23, 2019

Please list your name, space, and phone number. **Return this form no later than February 15, 2019,** with a check payable to **AAMHO**, 2334 S. McClintock Drive, Tempe, AZ 85282, **OR** credit card information:

Full name on credit card _____

Card # _____ Exp. Date _____ CSC _____

The registration fee is \$10.00 if you Pre-Register; \$15.00 per person at the door. Sign in begins at 8:00 a.m. and the meeting will begin at 9:00 a.m. Early morning pastry, fruit tray, coffee and tea will be available. If you have any questions, please call the AAMHO office at 480-966-9566 or 1-800-221-6955.

**Meeting location: American Legion Post #35
Patio/Garden Entrance
2240 W. Chandler Blvd.
Chandler, AZ 85224**

PLEASE PRINT LEGIBLY

NAME OF PARK: _____

List names of those registering to attend:

Name: _____ Space # _____ Phone: _____

REMINDER.....

Each household membership will have one vote.

A person may sign-up at the door to become a member and be eligible to attend this Annual Meeting of Members.

DO NOT WRITE BELOW THIS LINE.

FOR AAMHO OFFICE USE ONLY.

Received Stamp

Entered Stamp

Check/Cash Receipt #(s)

District #

COMPARE AND SAVE!

We can insure park models, manufactured homes and modulars.
We have a company to fit your needs.

COVERAGES

Manufactured Home	\$40,000	\$50,000	\$60,000	\$80,000
Adjacent Structures	4,000	5,000	6,000	8,000
Personal Contents	20,000	25,000	30,000	40,000
Additional Living Expenses	8,000	10,000	12,000	16,000
Personal Liability	100,000	100,000	100,000	100,000
Medical Payments	1,000	1,000	1,000	1,000
Flood	Included	Included	Included	Included
Premium Per Year	\$296	\$332	\$366	\$447

**Payments above are sample quotes; your specific policy may be different.*

Program Highlights:

- No Credit Check, No Hidden Fees
- Stated Value Policy
- Replacement Coverage For Home And Contents..... NO DEPRECIATION
- Standard Direct Only Represents Companies That Are Rated A- (Excellent) Or Better By AM Best For Financial Strength
- EFT, Credit Card And Monthly Payments Available



**Your Manufactured Housing
Insurance Specialist**

800-522-0146

www.stdins.com

This is a brief illustration of current rates that are subject to revision. The insurance company reserves the right to accept or reject applications for insurance upon review of all underwriting information. Rates may vary due to age of customer, age or location of home and home use.

Standard Direct Insurance has underwritten the printing costs for this edition of the newsletter.

SERVICE DOGS vs. THERAPY and EMOTIONAL SUPPORT DOGS

Don Bremer – Legislative Director
legislativedirector@aamho.org



It is a misunderstanding that all dogs used for medical reasons are service dogs. In fact, only dogs trained to do a specific task for a

disabled person can be legally called “Service Dogs”.

Dogs used for comfort or emotional therapy bring support to people who are emotionally disabled. This includes those that deal with anxiety, depression and phobias. For this reason, they are not legally considered to fall under the definition of service dogs.

It is a violation of the reasonable accommodation provision of the Fair Housing Act Amendment to refuse housing because a person requires the use of an assistive dog. There is no requirement that the dog be certified, but the dog must be necessary for the person to enjoy an equal housing opportunity. Managers should be prepared to document the need for the assistive dog.

“No pets” policies and policies restricting pets to a certain weight or height are subject to waiver or modification for assistive dogs because such dogs are not pets. Your landlord cannot charge you a security deposit or pet fee because the dog is not a pet. Your dog must, however, obey pet rules pertaining to the park. You must clean up after your dog, keep your dog on a leash, and be prepared to be evicted if your dog is aggressive or bites someone.

To request that your landlord waive or modify its pet rules, you must request the accommodation. Although the Fair Housing Act Amendment does not require you to make the request in writing, you are encouraged to do so. You should ask your health care provider to submit a letter on their letterhead documenting that you have a disability and how the dog assists you. You are not required to provide the nature or the severity of your disability and should not provide this additional information or other medical information that you wish to keep confidential.

SOLD AS IS

Eileen Green – President
president@aamho.org



No Warranty
No Guarantee

The Arizona Department of Transportation advises consumers (buyers) to do some homework before buying any mobile/manufactured home to prevent the simple mistakes that may result in serious financial loss. A mobile/manufactured home has the same type TITLE as any vehicle (car, truck etc.)

Sellers are not required to disclose any material defects, unlike real estate, and cannot be held responsible for its quality. This means that the buyer assumes the risk that the home may fail to meet expectations or have defects.

Having an independent qualified inspection, not connected to the seller, to determine any defects is always recommended. This inspection must occur *PRIOR* to any agreement or financial transaction.

ASK to inspect the TITLE of the home to assure it is for the one *YOU ARE LOOKING AT* and that the seller has the right to sell with a valid bill of sale. Be fully aware you need to question any personal property taxes that may be outstanding. You may call the Tax Assessors office to verify with the Vehicle Identification Number on the Title has no delinquent taxes owing.

Remember this is a large investment and worth your time to check this unit.

Check the a/c, heating unit, hot water heater, stove, and refrigerator to see these are working and ask to see previous bills to verify monthly costs. How about checking the shower to see if it works? Look under the home for leaks and smells of any kind.

Doing your research homework is important!

THAT’S MY STORY AND I’M STICKING TO IT



We all get heavier as we get older because there’s a lot more information in our heads. So, I’m not fat, I’m just really intelligent and my head couldn’t hold any more, so it started filling up the rest of me



2334 S. McClintock Drive
Tempe, AZ 85282-2674
480-966-9566 ~ 800-221-6955

CO-OPERATION NOT CONFRONTATION

We are considering distributing the *AAMHO Connection* to members online as a cost saving measure and for quicker availability. Hard copies will be mailed to those for whom we have no email address. If you would like to continue receiving the *AAMHO Connection* by mail, please complete and return this form to us at: AAMHO, 2334 S. McClintock Drive, Tempe, AZ 85282-2674.

Yes, please continue to send me printed copies of the *AAMHO Connection* newsletter.

Name: _____ Phone Number: _____

Arizona Address: _____

MEETINGS AND CLASSES SCHEDULED IN DECEMBER & JANUARY

Thursday, December	13	9:00	Board of Directors Meeting	AAMHO Office, Tempe
Friday, December	14	9:00	Manager Certification Class	AAMHO Office, Tempe
Thursday, January	10	9:00	Board of Directors Meeting	AAMHO Office, Tempe
Friday, January	11	9:00	Manager Certification Class	AAMHO Office, Tempe
Saturday, January	12	10:00	District 1 LTA 101 Class	Hacienda de Valencia, Mesa
Saturday, January	19	10:00	District 4 Meeting	Tucson Meadows, Tucson

We are very pleased to have Andres A. Portela from Southwest Fair Housing Council join our team for the Certification classes. This gives the managers two certificates that are required for their position.

A current listing of all meetings and classes is available on our website: www.aamho.org