

AAMHO CONNECTION



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

IN PURSUIT OF A NEW ENDEAVOR

Rich Zettlemoyer – AEMPRO President
MeandZ@mchsi.com

Over the past several months, the AAMHO Board has been seeking ways to improve its visibility to potential new members as well as retaining its existing members through increased education and support. The agreed strategy was to develop a new organization that would be separate from AAMHO, and still have the ability to enhance what AAMHO has been doing for many years.

Why the separation into two organizations? This is where Internal Revenue Service (IRS) rules come into play:



- AAMHO is a 501(c)4 non-profit organization. It has lobbying and political activity capabilities but this prohibits it from seeking Grants that can inject funds to better support the organization
- A new affiliated entity will be a 501(c)3 non-profit organization that, per the IRS, is prohibited from engaging in lobbying or political activity, but can apply and receive Grants to support its activity and assist the 501(c)4 non-profit in achieving its goals through various methods as defined by the IRS.

Under strict IRS rules as a 501(c)4 non-profit organization, AAMHO can utilize a Lobbyist to pursue political activity with the AZ Legislature to create or modify Arizona Statutes through Legislative Bills initiated by AAMHO. Without these Statutes in place, laws protecting you would slowly disappear and your chosen lifestyle would suffer immensely. AAMHO is the organization that ensures these Statutes remain in place.

The new organization is applying for 501(c)3 status. This status will enable the new entity to apply for, and receive, Grants that will infuse funds to purchase such things as educational tools and equipment, marketing initiatives to attract new

AAMHO members, update AAMHO office administration technology, and other allowable activity while complying with IRS rules. This new organization will be known as the **“Association for the Education of Manufactured, Park Model & RV Home Owners”** (AEMPRO).

Under IRS rules, this organization MAY NOT be involved in lobbying or political activity; thus it CAN apply for Grants that will benefit both AAMHO and AEMPRO.

While it may sound a bit confusing, both organizations are working hard, with skilled legal assistance, to complete and file required documentation with the State of Arizona and the Internal Revenue Service to ensure the new organization can hit the ground running as quickly as possible. AEMPRO will not have members; it will have a seven-person Board of volunteers who will manage the organization under IRS rules and support AAMHO as needed. We have a retired federal Grant writer at our disposal who will seek the appropriate Grant venues to benefit both organizations.

I am Rich Zettlemoyer. and I have been elected by the AEMPRO Board to serve as President. I became an AAMHO member in 2008 and then served as Legislative Director and President of AAMHO in the 2011-2014 timeframe; I resigned as President in late 2014 for medical reasons. I am honored to assume this new role in AEMPRO along with the following Board members:

- | | |
|------------------|-------------------|
| • Vice President | Pat Schoneck |
| • Secretary | Sandra McNary |
| • Treasurer | David Violette |
| • Member | Wally Turner |
| • Member | Mike Wooldridge |
| • Member | Diana Nordenstrom |

This Board is already active and we are looking forward to achieving success by supporting AAMHO endeavors that will continue to enhance the lifestyle of AAMHO members and all people in Arizona who live in manufactured housing on leased land.

SPEEDING IN YOUR PARK— IT IS A HEALTH AND SAFETY ISSUE

Eileen Green – President
president@aamho.org



We all are aware of residents, and visitors in our park that continually refuse to obey the speed limit or stop signs. This is a problem that is not

easily solved by management alone without **YOUR** help.

YOU see the same person(s) going fast in a vehicle, golf cart or bicycle. **YOU** agree that at some point someone might get seriously injured if this behavior continues.

WHAT TO DO NEXT

- Give management a helping hand by identifying the resident(s) and their visitors.
 - ✓ The speeder by vehicle type, color
 - ✓ Date, time, and location
 - ✓ Taking a picture
 - ✓ Speeder by name (if known)
 - ✓ Documentation is vital

CONSEQUENCES

- Management can give a 10/20 Health and Safety Notice
- Management can evict the resident on the third notice for the same health and safety violation

Don't just complain – ACT!



We also have observed UPS, FedEx, and other commercial vehicles speeding. This is not easily solved as their parent companies may stop deliveries entirely should complaints against drivers be received.

ALTERNATIVE

Those that receive deliveries can ask their driver to slow down for the safety of themselves and their neighbors. This has worked in some parks.

AAMHO WORKS FOR YOU

Wally Turner – AAMHO Representative
Palmas Del Sol East, Apache Junction
wallyturner39@icloud.com

AAMHO was the driving force behind the enactment of a new law in Arizona. The “LTA” (*Arizona Mobile Home Parks Residential Landlord and Tenant Act*) simplifies, clarifies and establishes the law’s governing the rental of mobile home spaces and rights and obligations of both landlord and tenant.

As the AAMHO Representative at Palmas Del Sol East, I have been working over several years for the residents and with AAMHO to assist them in the following issues, saving residents time and money.

- ✓ Resident’s home was flooded after water ran off Highway 60. Cost to repair was in the thousands of dollars. AAMHO saved the homeowner the cost to repair flood damage.
- ✓ Electrical supply malfunction at the pedestal affected three homes in the park over the past six years. Cost was into the thousands for the residents. AAMHO support provided substantial savings for these residents.
- ✓ Water supply to a resident was leaking or broken at the meter. Three homes were affected by this and could have resulted in payment from the residents. AAMHO fought for the resolve of the problem, which concluded the fault was not the residents’ responsibility.
- ✓ Septic tank backed up and flowed into a home. There were major cleanup and repair costs which AAMHO proved the resident was not responsible for the issue. A big savings for the resident.
- ✓ A sewer line break spilled raw sewage onto the baseball field in 2013. AAMHO successfully assisted management with the situation, resulting in the installation of approximately 100 feet of properly installed sewer lines.

Improved communication under the current management, Buffy Lewis, and working with Wally, the AAMHO representative, problems are resolved before they become major issues. Working as a team, Buffy and Wally have the welfare of the park residents as a high priority.

FALL SPECIAL

Pat Schoneck – Membership Director
pschoneck@juno.com



Lets get membership off to a big start this fall. We are offering a \$35.00 membership fee this fall. If you sign up between August first and November 30th for two years, it is \$60.00. This is for both new

members and renewals. With renewals you can sign up now for the discounted rate and still have your same renewal date. You will not lose any months in the interim.

AAMHO is the watch dog that works diligently with Legislature to keep the current Landlord Tenant Act in place. Our lobbyist reads every single law that comes before Congress each year to see that the ones affecting Manufactured Homes and Park Models are not altered or deleted. We also bring about new laws to give you extra protection. Membership is the only way we can protect these laws and promote new ones. Step up to the plate, keep up your membership and encourage all the other residents in your park to join. There is power in numbers and we need the support of each and every resident living in a Manufactured Home on rented land.

AAMHO's Education Committee is doing a great job of teaching Managers Certification Classes every other month. They are also teaching Landlord Tenant Act 101 classes in many of the parks so that you can understand what these laws are, discuss rules and regulations in your parks. In most cases we have encouraged the managers to attend the classes so that everyone is on the same page. In June, I attended two parks in the Phoenix area and stopped to visit with the Managers. Both indicated that they weren't even sure what AAMHO stood for. After lengthy discussions with both they have agreed to have classes at their park and they would attend. This, folks, means a step forward in Co-Operation not Confrontation. These classes go through the Landlord Tenant Act, giving you a chance to discuss them and mark many of the issues that arise within your park. You can bring up things in your Rules and Regulations and discuss them.

When we attend meetings in your Park, we see that you have a Park Officers Manual and how to use it. There are articles about running a meeting, filing a complaint, having a Park Improvement Committee and how to write a petition if necessary. We are here to help members to solve problems and work together. We are not attorneys nor do we have one

on staff. We are able to find other organizations to assist you with many of the issues.

In September, I would love to be invited to many of your parks to speak on Membership. I have some surprises up my sleeve and if I am not invited, OH WELL!! I guess you miss out.

In October I plan to have District Membership Meetings in all 7 Districts. We need to get them going again and get more people involved. Watch for the October 1st newsletter and check for the dates. They will also be sent out to members with e mail addresses. Feel free to contact me at any time at 520-404-4539.

GREETINGS FROM DISTRICT 4

Sandra McNary – Associate Director
sandramcnary@live.com

Special thanks to Pat Schoneck for all the time and energy spent as Associate Director of District 4. She recently gave up that position in order to devote full time to Membership. In response, I was bumped from Secretary/Treasurer to Associate Director.

I am eagerly anticipating still more activity around District 4. First, we will be continuing with the desire for local AAMHO meetings within each of our parks in upcoming months. At our March meeting, Mary Ellen Theroux volunteered Villa Capri to host an October District 4 meeting. Details of exact date and time will be announced via email.

Far Horizons East hosted an LTA training session on April 24, with 50+ in attendance. As many parks experience change of ownership and/or management, many questions can arise. LTA training lessens confusion and helps control misinformation. Arrangements can be made quite easily to host one of these vital events. Connie at the AAMHO office will pass your requests to the right person.

A valuable suggestion for individual parks is the intentional welcoming of new residents. AAMHO park representatives are encouraged to receive names and lot numbers of new residents from management. Then, especially as fall approaches, make plans to have a "Meet and Greet" with the new residents. Be sure to have flyers about AAMHO available, membership forms, and a brief talk about the benefits of membership. Information shared around a cup of coffee and cookies can lead to friendships and new members.

The combination of group meetings, education, and a welcoming atmosphere will make all our parks the perfect place to live.

WHAT AAMHO HAS DONE FOR PARK RESIDENTS

Don Bremer – Legislative Director
legislativedirector@aamho.org

VOLUNTEER SECRETARY AND TREASURER NEEDED

Eileen Green – President
president@aamho.org

Utilities provided by the park may either be included in the base rent or may be separately charged. If the landlord charges separately, the utility charge may not exceed the single family residential rate charged by the utility provider or local serving utility. Law A.R.S. 33-1413.01 (B)

If the utility is metered (water, gas, electricity), the landlord must have individual meters at each space, must take periodic readings, and must provide a periodic billing showing opening and closing meter readings with a computation of the utility charge in the same manner as used by the local utility provider. Law A.R.S. 33-1413.01 (A)

Non- metered utilities (trash and sewer services) may be charged for at a rate not to exceed the local provider's single family residential rate. Law A.R.S. 33-1413.01 (D)

If a landlord schedules a shutdown of a utility, they must inform tenants by either individual delivery or by posting a notice including the period of the interruption in a conspicuous place. This provision of course precludes interruptions in the case of an emergency. Law A.R.S. 33-1434 (A) (7)



The AAMHO Board of Directors requests each member give consideration in joining our board as a valued part of our association. Many of you have the ability, background, and work experience to fill these positions.

We welcome each one to attend our meetings of the Board of Directors the second Thursday of each month beginning September 13th at our office in Tempe to meet each director to become better acquainted with both the positions. Board Meetings are scheduled from 9 – 12.

We have found that it is possible to perform most of the Secretary and Treasurer duties at your home location.

Some of you have volunteered at your park or district level and are very capable of serving at this level and also know others that could fill these positions.

You may contact our Office Manager, Connie Hancock for a job description by phone at 480-966-9566, by e-mail connie@aamho.org, or our website www.aamho.org.

VOTE IN PRIMARY

Dana Paschke – Lobbyist for AAMHO
dana@policyaz.com

Arizona residents are encouraged to be registered to vote and to then vote in the primary election.



In Arizona, two-thirds of the Legislative Districts are decided in the primary election in August, *not* in the general election in November.

**ARIZONA PRIMARY ELECTION
AUGUST 28, 2018**

YOUR HELP IS NEEDED



Restoration costs following the flooding of the AAMHO offices in March 2017 severely impacted the organization's resources.

AAMHO established an online *secure* donation site for you to access directly to support our 'Flood Fund' goal of \$13,000.

Please help us to continue our important Education efforts and support of Legislation.

www.gofundme.com/HelpAAMHO

RIGHT OF FIRST REFUSAL ISSUE CLARIFIED

Eileen Green – President
president@aamho.org



The *Arizona Mobile Home Parks Residential Landlord and Tenant Act* states:

ARS 33-1436(B)(4). The right of first refusal on the sale of the mobile home **PARK** if any is given to the tenants and under what conditions the right may be exercised.

ARS 33-1452(F)(3). A person who owns or operates a mobile home park **SHALL NOT DENY** any resident of a mobile home park the right to sell the resident's mobile home at a price of the resident's own choosing during the tenant's rental agreement, but the landlord may reserve the right to approve the purchaser of such mobile home as a tenant but such permission **MAY NOT** be unreasonably withheld, except that the landlord may require, notwithstanding paragraph 6 of this subsection, in order to preserve or upgrade the quality of the mobile home park, that any mobile home not in compliance with the landlord's **current rules and regulations and statements of policy**, in a rundown condition or in disrepair be removed from the park within sixty days. Within ten days of a written request by the seller or prospective purchaser, a landlord shall notify the seller and the prospective purchaser in writing of any reasons for withholding approval of a purchaser pursuant to this paragraph. The **NOTICE** to the prospective purchaser **SHALL** identify the reasons in summary fashion consistent with applicable federal and state consumer protection laws, and shall inform the seller that the seller should consult with the prospective purchaser for more specific details.

Attorney Michael Parham wrote in his blog of November 30, 2012: *To minimize the risk of having homes leave, a number of parks **include a provision in the rental agreements entitled "Right of First Refusal"**. What this says is that if the home is to be sold to someone who intends to move it out of the park, the tenant must give the landlord a 72-hour opportunity to match the purchase offer and if the landlord elects to do so, the home must be sold to the park. The price is the same as what the outside seller offered the tenant. If the landlord does not agree to buy the unit for that price within 72 hours the tenant is free to sell it at or above*

that price to the third party. But if he decides to sell it cheaper he must again give the park a chance to match the lower offer.

The standard right of first refusal DOES NOT APPLY if the home is to be sold to someone intending to become a tenant and keep the home in the park. The reason for that is to avoid situations where it could be used by a landlord to prevent protected minorities from moving in and violating fair housing laws.

The Arizona Mobile Home Parks Residential Landlord and Tenant Act can be found on the AAMHO website.

VOLUNTEER TRAINING PROGRAM

Eileen Green – President
president@aamho.org



Join our volunteer staff for a training session at the AAMHO Office, 2334 S. McClintock Dr. Tempe, AZ 85282

Friday, October 12th from 9:00-4:00

Lunch will be available for \$15.00

Register by October 8th with

Connie Hancock, Office Manager

480-966-9566 or connie@aamho.org

Class includes the following:

- Fair Housing Workshop
- Landlord/Tenant 101 Workshop
- Manager Certification Class
- Duties and Responsibilities of the Board of Directors
- Secretary and Treasurer Job Duties
- District Guidelines
- District/Associate Director Job Duties
- Conducting Meetings
- Presenting Workshops
- Park Officer Guidelines
- Legislative Information
- District Map
- Question and Answer Session
- Certificate of Attendance

COMPARE AND SAVE!

We can insure park models, manufactured homes & 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	\$281	\$317	\$351	\$432

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

Program Highlights: (not available on every policy)

No Credit Check, No Hidden Fees

Stated Value Policy

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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.

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

THREE KEYS TO BUYING MANUFACTURED HOUSING INSURANCE

Standard Direct Insurance Agency
www.stdins.com

Stability

Make sure your insurance company has an A- (Excellent) or better financial rating from the A.M. Best Corporations. You may do this by calling (908) 439-2200 or you may visit their website at AMBEST.com

Protection/Coverage

Make sure you have:

- Stated Value Policy covering your home. Make sure your policy pays you (in cash) the amount of insurance you have purchased if your home is destroyed. No depreciation!
- Replacement Cost coverage on your home and contents. All items are repaired or replaced. New for old... No depreciation!
- Flood (optional)

Service

Standard Direct Insurance Agency is the direct in house insurance agency for Standard Casualty Company, a wholly owned subsidiary of Cavco Industries. One of the USA's largest manufacturers of Park Model and Manufactured Homes. When you purchase a policy from Standard Direct you are buying your protection directly from Standard Casualty Company. You are dealing directly with your insurance company. No middle man!

Standard Direct Insurance Agency –
Arizona's Manufactured Housing Insurance Specialist –
has underwritten the printing costs for this newsletter.



COOPERATION NOT CONFRONTATION



Susan Brenton, Executive Director for MHCA; Debra Blake, Asst. Deputy Director, Arizona Dept. of Housing; Eileen Green, President of AAMHO; and Don Bremer, Legislative Director for AAMHO.

Representatives from three different organizations are all diligently working together to assist residents facing relocation due to park closures or change in use.

OUR CONNECTION EDITOR

Eileen Green – President
president@aamho.org



Our AAMHO Board of Directors wishes to thank our *AAMHO Connection* Editor, Carl Cross. Carl has been an invaluable resource to AAMHO for over 30 years.

Carl began by serving as the Delegate for his park in 1969, and has been the Secretary for District 7 since 2003.

Carl was awarded a Lifetime Membership at our Annual Meeting in February 2018. Carl's late nights and never-ending support make our newsletter the proud professional piece that it has become.

Carl continues to earn the nickname of "night owl" as he often works until wee hours of the morning to get the newsletter to print on time.

Please join us in letting Carl know how valuable he is to our association as the Editor and past Board Secretary. Why not drop him a line at his email address: carl.cross@asu.edu.



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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: _____

Address: _____

MEETINGS AND CLASSES SCHEDULED IN AUGUST & SEPTEMBER

It is time to begin planning for classes you may need this fall. We have LTA 101 on the *Mobile Home Parks Landlord and Tenant Act*, Park Officer Training for any AAMHO park officer that is new in their position or needs an update; and Manager Certification. If you are interested in any of these classes, contact your District Director, the Education Director, or call the AAMHO office.

Thursday, September	13	9:00	Board of Directors Meeting	AAMHO Office, Tempe
Friday, September	14	9:00	Manager Certification Class	AAMHO Office, Tempe

We are very pleased to have Cheri Horbacz 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