

THE CALIFORNIAN

GOLDEN STATE MANUFACTURED-HOME
OWNERS LEAGUE

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July/August/September 2019



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*Official quarterly publication of the Golden State
Manufactured-Home Owners League, Inc.*

GSMOL enhances the quality of life for all manufactured-home owners and for residents of mobilehome park communities throughout California. We champion the property rights of homeowners and deliver value through advocacy, information and service. GSMOL lobbies for just and fair protection under the law for manufactured-home owners so they may experience the quiet, peaceful enjoyment of their community. GSMOL, Inc. reserves the right to exercise such discretion as it may deem appropriate in the selection of advertising material to be published in *THE CALIFORNIAN*. Advertising published in *THE CALIFORNIAN* does not constitute endorsement by GSMOL, Inc. of the products or services offered. *THE CALIFORNIAN* welcomes articles relating to mobilehome lifestyles, but they are subject to editing based on space availability, style, good taste and importance and at the discretion of the Editor. Content in this publication may not be reprinted or used in any way without the written consent of GSMOL, Inc.

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**See map on
page 15 for
Zone
boundaries.**

Greetings and Welcome from the GSMOL President, Linda Nye



It is hard to believe that we are already looking at the autumn colors in some areas. Time has gone so fast and we at GSMOL have been working to make manufactured home living the best it can be.

Currently our Bylaws Committee is going over the bylaws and making sure we are addressing all of your needs in a way that makes sense. They are doing a tremendous job. I cannot thank them enough. Henry Cleveland is the chair of the committee and is doing a magnificent job.

Our Election Committee headed by Ron Husley is busy working to make sure the election process that is fast approaching will be as smooth as possible.

We have hired a professional firm to take care of the problems with the website and have been assured it will be up and running soon. I know this has been a real hardship for so many members and we are trying to make sure it is done properly so we do not have the problem of it going down again. This is a slow and tedious process but I think in the end it will be worth the wait.

We currently have conferences scheduled in Orange on September 28, Ventura on October 12, and Fresno on October 26. If you can possibly attend any of them it is well worth the time. The information that comes out of them is worth its weight in gold.

Our legislative advocate (lobbyist) is currently working hard at the capitol even though they are getting ready to break. If there are any surprises, and we don't anticipate any, she will be right there to jump on it and let us know immediately. She really is a dynamo, and if you ever get the chance to listen to her at one of the conferences you will see why.

But as always there is one negative that has been coming up all around the state and, rest assured, all of us are working on it in various ways. And that is rents that are going through the roof. This is a universal problem going on throughout the state. In addition to that, there is also something that is rearing its ugly head and that is park closures. We are working on all ends here and realize none of these problems have an overnight fix. I wish they did. But our Zone VPs are seeing it day in and day out and are working on it.

With that being said, I am wishing all of you a wonderful autumn. I look forward to meeting many of you at the conferences that are set up. I hope you will take advantage of them.

Thank you for your support.

Linda Nye

HAVE A *Ralphs* CARD?
DONATE EVERY TIME YOU SHOP!



**Raise Funds for our
Golden State Manufactured Home
Owners Education Fund 501(c)3
(GSMOEF)**

You can register your Ralphs Reward card at: www.Ralphs.com
or your local Ralphs Store at the Customer Service counter.
Organization code #94240.

Now We Wait for Governor Newsom's Signature!

The 2019 legislative session ended September 13. Both the Assembly and the Senate passed each of our bills. Now we wait for the Governor's signature to sign them into law. The Governor has exactly one month to choose whether to sign a bill or veto it! Of the 3033 bills introduced, only 561 bills were completed in 2019, a historic low! Assemblyman Mark Stone plans to bring up the Park Closure Protection bill, supported by GSMOL, again in 2020 session. Here is a recap of our bills that passed:

AB 173 sponsored by Assemblyman Ed Chau extends the MH Fee and Tax Waiver program one more year until December 31, 2020. This extends the time for you to register your mobilehome and waive the past-due registration fees and taxes incurred by previous owners.

SB 274 sponsored by Senator Bill Dodd has three distinct parts.

- First, SB 274 would require management to offer the previous homeowner a right of first refusal to a renewed tenancy in the park on the same terms at the time of the natural disaster, if the park is destroyed due to a fire or other natural disaster and management elects to rebuild the park in the same location
- Second, management cannot charge a fee for a live-in companion in your home. Two years ago, Senator Dodd authored a bill, which allowed any homeowner who lives alone to designate one other person per calendar year to share his or her mobilehome without being charged a fee by management. A problem arose when that one person left or passed away and some managers justified charging a fee when another person moved in if it was within the same calendar year. To correct this problem, SB 274 allows a resident to designate up to 3 companions in a calendar year, but no more than one companion at a time, unless otherwise authorized by management.
- SB 274 increases options for a potential buyer of your mobilehome to demonstrate ability to pay the space rent. Traditionally, managers want to see evidence of gross monthly income such as a pay stub before they will approve a buyer for residency in their park. Since many MH residents are seniors who are retired and no longer have income coming in, some management companies have used that loophole to deny approval for residency! SB 274 would allow the purchaser to provide, and require park management to consider, evidence of additional financial assets, including savings accounts, certificates of deposit, stock portfolios, real property, and any other financial asset that can be liquidated or sold, when making that determination. Submission of such evidence by the purchaser is *voluntary* and *cannot* be demanded by management.

AB 338 sponsored by Kansen Chu requires each mobilehome sold or rented in California to have a smoke alarm approved by the State Fire Marshal and an emergency preparedness plan in a language the resident understands. (It was vetoed last year??)

The above bills seem like no-brainers. They are fair, logical and reasonable and it seems like they should be "shoo-ins"! Not so! Competing factions and divergent interests made each bill a fight. Working for the GSMOL Board and guided by the Legislative Action Team/LAT, our legislative advocate (lobbyist), guided GSMOL's strategy to move these bills across the finish line. It was our legislative advocate's inspiration and energy that grew our Legislative Contact or LC team into the strong, robust voice that we now are. In spite of the fact that we do not have the financial resources to sway votes that the park owners have, we are a force to be reckoned with due simply to our sheer numbers and our purposeful, focused voice. We invite you to join our voice! It is our hope that every park, whether they have a GSMOL chapter or not, has a volunteer LC or legislative contact. While the legislature is in session, we meet once a week, via phone conference to plan our next steps. We make our voice heard via letters, phone calls, personal visits to our individual legislators and by inspiring to action other residents in our parks.

Come join the LC Team. This is the ideal time to join. Even though the next Legislative Session does not begin until January 2020, we are already in full motion laying the groundwork for the success of our 2020 bills. It is exhilarating to be in on the ground floor of "passing a bill"! To become a LC, ask your GSMOL Chapter officers to appoint you, or if you have no Chapter in your park, contact your Zone VP or contact me, Carol Brinkman at cbrinkman12@cox.net or 949-463-5550.

ELECTRONIC DELIVERY OF *THE CALIFORNIAN*

The Californian is available in an electronic PDF format that can be delivered to members via an email attachment.

To start receiving *The Californian* by e-mail, just send an e-mail message to: GSMOLgoldenstate@gmail.com. Be sure to include your name and address in the message. Receiving *The Californian* electronically helps GSMOL reduce its printing and mailing costs considerably. Your help in this effort is greatly appreciated.

CAN PARK RULES BE ENFORCED RETROACTIVELY?

ABOUT THE AUTHOR: MR. STANTON HAS BEEN A PRACTICING ATTORNEY SINCE 1982 AND HAS BEEN REPRESENTING MOBILEHOME RESIDENTS AND HOMEOWNERS ASSOCIATIONS AS A SPECIALTY FOR OVER 30 YEARS. HIS PRACTICE IS LOCATED IN SAN JOSE, AND HE IS THE CORPORATE COUNSEL FOR GSMOL

Under the Mobilehome Residency Law (MRL), a park owner is permitted to revise or amend its rules and regulations as long as it gives proper advance notice, waits until the time that the new rule can be enforced (60 days for rules relating to recreational facilities and 6 months for all others) and holds a meeting with residents upon 10 days prior notice. But can a rule be changed or amended such that it retroactively applies to a homeowner? Can a park owner require that something that was allowed at the time it was done now be deemed a violation of the park rules? In most cases, the answer is “No”.

Courts have universally recognized that mobilehome owners are deserving of “unique protection” under the MRL, and that mobilehome residents have “limited and undesirable options if they find living in the park no longer desirable, practical or possible.” Although a park owner, as the owner of the property, has full and complete power to change park rules, they must be “reasonable” to be enforceable. Further, the ability to change rules does not mean that they may be applied retroactively. Courts have noted that conditions imposed after the start of a tenancy have been held invalid even though conditions may be changed upon proper notice. Cases which apply the MRL suggest that rules or conditions which might be considered reasonable if imposed at the start of the tenancy may not be reasonable if imposed later, since it is so difficult for a homeowner to relocate from the park. In other words, the ‘immobility’ of the homeowner weighs heavily in the decision of the courts to grant mobilehome residents this “unique protection”.

One example of this issue occurred in a park in Morgan Hill, California where a new park owner sent out a notice requiring some residents to remove all existing concrete improvements from their spaces. Presumably this would include patios, sidewalks, driveway extensions and any other pads. The cost would obviously be high. The alleged reason was that current park rules now re-

quire written approval which was allegedly never previously obtained. But under the former rules, it is debatable whether this was true, since so many residents openly improved their spaces with concrete without any objection from management.

The problem with this type of notice is clear. Residents in this park conducted themselves according to what the former rules said and changed their position in reliance upon those rules. Oftentimes this includes spending significant sums of money to install or erect improvements on the space. As long as this reliance is reasonable and justified, it is called “promissory estoppel” in the law. A park owner who allows a homeowner to change his or her position is “estopped” (or prevented) from later objecting. Passing a new rule does not override this concept. A resident cannot be held to be in violation of a new rule for conduct that was permissible when it occurred under the former rules. In this case, the residents refused to comply with the notices, and the park owner appears to have backed off.

The park owner’s prior consent or allowance of conduct thus creates valuable rights which are even more uniquely placed at risk for a mobilehome resident. Any change in park rules which affects what was previously allowed, such as concrete, can thus only apply prospectively going forward, but not retroactively. Otherwise, the new rule or condition would not be “reasonable,” and would not be enforceable. The homeowner’s prior conduct, or the improvements made to the space, are “grandfathered” in under the new rules. The only exception would be for changes in the law which require that the park pass a new rule imposing new conditions. This would typically reflect health and safety concerns which must be enforced. An example would be a finding that construction made with certain materials, such as formaldehyde or asbestos, causes health problems which requires the removal of those materials. But even these types of building code changes are typically not enforced retroactively.

Poorly drafted park rules are often exposed when a park attempts to evict a resident. Or often when a park changes ownership the new owners wish to operate the park differently. In either case there is motivation to amend the park rules. But those amendments should in almost every case only be applied in the future, after prior notice and a meeting. Otherwise, any attempt by the park owner to retroactively enforce its rules should be challenged.

MOBILEHOME OWNERS CONFERENCE ORANGE

**Saturday, September 28, 2019
10:00 AM – 4:00 PM
Park Royale Mobile Home Park
300 N. Rampart Street, Orange, CA**

Featuring

**Bruce Stanton, GSMOL Corporate Counsel
David Loop, GSMOL VP for Resident Owned Communities
Matthew Weise, CA Housing and Community Development**

Lunch will be provided!

**Admittance FREE – You do not have to be a member.
GSMOL members please bring a non-member guest!**

RSVP Required! Contact Bobbie Magnusson, hmbamco@earthlink.net or 714-937-1656

MOBILEHOME OWNERS CONFERENCE VENTURA

**Saturday, October 12, 2019
9:30 AM – 2:00 PM
(doors open at 9:00)**

The City Church, 6360 Telephone Rd., Ventura

Featuring

**State Senator Hannah-Beth Jackson
Bruce Stanton, GSMOL Corporate Counsel
Other special guest speakers
State and Local GSMOL Leaders**

Admittance FREE – GSMOL members and non-members are welcome!

A great opportunity to honor Senator Jackson for her support of MH owners through the years, learn about your rights, ask questions, and find out what GSMOL is doing in Santa Barbara and Ventura counties!

Lunch will be provided!

**RSVP Required! Contact Anne Anderson
a.bushnell.anderson@gmail.org or 805-895-8319**

MOBILEHOME OWNERS CONFERENCE FRESNO

**Saturday, October 26, 2019
9:00 AM – 4:00 PM
Arabian Villa
1500 Villa Avenue, Clovis, CA**

Featuring

**Esparanza Ross, GSMOL Legislative Advocate - What is happening at the Capitol
Bruce Stanton, GSMOL Corporate Counsel - Mobilehome Residency Law
David Loop, GSMOL VP for ROC—Rent Stabilization and Resident Owned Parks
Matthew Weise, CA Housing and Community Development**

Lunch will be provided!

**Admittance FREE – You do not have to be a member.
RSVP Required! Contact Linda Nye, linda.4947@att.net or 209-507-4541**

ENGLISH VERSION

GSMOL is pleased to announce that we are taking applications for positions on the GSMOL State Board of Directors. Every two years we have an election of Board members, and any GSMOL member who owns a park home and is in good standing is eligible to run for office. GSMOL members will vote by ballot, which will be enclosed in *The Californian* magazine that will be published in January 2020.

What Positions are Open for Election for 2020 – 2024?

President
Secretary
Treasurer
Vice President Zone A (must be a resident of Zone A)
Vice President Zone C (must be a resident of Zone C)

How Can I Apply to Run As A Candidate?

Fill in and submit three forms:

Candidate Application Form (#471)
Candidate Endorsement Form (requires signatures of 10 GSMOL members) (#472)
Candidate Willingness to Serve Form (#473)

These forms are **available for download at our website**, www.gsmol.org under the ELECTION 2020 tab, or call the Home Office at 800-888-1727. Forms must be submitted to Elections Committee Chair Ron Hulsey, 530 W. Hermosa St. #20, Lindsay, CA, 93247 or ronniehulsey@yahoo.com before **December 8, 2019**.

Who Can Vote?

All GSMOL members who own a park home and are in good standing (i.e. paid up) as of **DECEMBER 31, 2019** may vote.

How Do We Vote?

Your **BALLOT** will be in *The Californian* magazine that you will receive in **JANUARY, 2020**. The ballot, the information about candidates, Bylaws amendments, and instructions for voting will be in the magazine in English, Spanish and Vietnamese. Contact Ron Hulsey if you have questions.

VIETNAMESE VERSION

GSMOL vui mừng thông báo rằng chúng tôi đang nhận đơn ứng cử cho các vị trí trong Hội đồng quản trị Tiểu Bang của GSMOL. Cứ hai năm một lần chúng tôi có một cuộc bầu cử thành viên Hội Đồng Quản Trị và bất kỳ thành viên GSMOL nào đang hội đủ tư cách thành viên đều có thể ra tranh cử. Các thành viên GSMOL sẽ bầu bằng cách bỏ phiếu, và phiếu sẽ được đính kèm trong tạp chí "Californian" được xuất bản vào tháng 1 năm 2020.

Những vị trí nào sẽ được bầu cho cuộc bầu cử năm 2020 - 2024?

Chủ tịch
Thư ký
Thủ quỹ
Phó chủ tịch Khu A (phải là cư dân của Khu A)
Phó chủ tịch Khu C (phải là cư dân của Khu C)

Làm thế nào tôi có thể ứng cử?

Điền vào và gửi ba mẫu:

- Đơn đăng ký của ứng viên (# 471)
- Mẫu Bảo Trợ Ứng viên (cần chữ ký của 10 thành viên GSMOL) (# 472)
- Cam Kết của Ứng cử viên sẵn sàng phục vụ (# 473)

Các mẫu này có sẵn để tải xuống tại trang web của chúng tôi, www.gsmol.org trong tab BẦU CỬ 2020 hoặc gọi cho Home Office tại số điện thoại 800-888-1727. Các mẫu đơn phải được nộp cho Chủ tịch Ủy Ban Bầu Cử Ron Hulsey, 530 W. Hermosa St. # 20, Lindsay, CA, 93247 hoặc ronniehulsey@yahoo.com trước ngày 8 tháng 12 năm 2019.

Ai có thể bỏ phiếu?

Tất cả các thành viên GSMOL đã trả niên phí cho năm trước ngày 31 tháng 12 năm 2019 đều có thể bỏ phiếu.

Bỏ phiếu cách nào?

Phiếu bầu của bạn sẽ được đăng trên tạp chí "The Californian" mà bạn sẽ nhận được vào tháng 1 năm 2020. Lá phiếu, thông tin về các ứng cử viên và Các điều khoản tu chính trong Nội Quy cũng như hướng dẫn bỏ phiếu sẽ được đăng trên tạp chí bằng tiếng Anh, tiếng Tây Ban Nha và tiếng Việt. Xin liên lạc với Ron Hulsey nếu bạn có thắc mắc.

I am pleased to report that membership has been stabilizing this year. Our count on 1 August was 7,621. This is the most current number to report due to deadlines for getting the Californian to the printer.

We actually have an increase from January first ... 169 members. This is a real positive because in years past the numbers fell every year. What is the difference this year? I believe it to be attention to keeping the members we have and recruiting judiciously when the opportunity is present.

Those who have owned your own business recognize it is less expensive to keep good people than to find, hire and train new ones. That principle applies to volunteer groups, too.

We always need more help with Membership in our Parks. If you'd like to help keep membership up in your park, have your Chapter President appoint you to be the Membership Chair for your Chapter. The GSMOL Office will send you a roster each month showing memberships about to expire. If there is no Chapter, contact your Region Manager or Zone VP to volunteer. Thank you for considering that.

Meanwhile, be assured that your New GSMOL, your new board of directors to be specific, are doing all the right things to keep our League viable and as useful as always. Especially through the financially-lean past 21 months we have done fantastic work and the "Debt" is nearly gone. With your continued assistance, it will be onward and upward from here.

And, don't forget to renew your membership because: GSMOL needs You and You need GSMOL.

GSMOL ELECTION 2020 (continued from Page 7)

SPANISH VERSION

GSMOL se complace en anunciar que estamos aceptando solicitudes para puestos en la Junta de GSMOL Estatales Directores. Cada dos años tenemos una elección de miembros de la Junta, y cualquier miembro de GSMOL con buena reputación es elegible para postularse. Los miembros de GSMOL votarán por boleta, que se incluirá en la revista *californiana* que se publicará en enero de 2020.

Qué puestos están abiertos para las elecciones para 2020 - 2024?

presidente
Secretario
Tesorero
Vicepresidente Zona A (debe ser residente de la Zona A)
Vicepresidente Zona C (debe ser residente de la Zona C)

Cómo puedo postularme para postularme como candidato?

Rellene y envíe tres formularios:

- Formulario de solicitud de candidato (# 47 1)
- Formulario de aprobación del candidato (requiere la firma de 10 miembros de GSMOL) (# 472)
- Formulario de voluntad de servir al candidato (# 473)

Estos formularios están **disponibles para descargar en nuestro sitio web**, www.gsmol.org en la pestaña ELECCIÓN 2020, o llame a la Oficina Principal al 800-888-1727. Los formularios deben presentarse al Presidente del Comité de Elecciones Ron Hulse, 530 W. Hermosa St. # 20, Lindsay, CA, 93247 o ronniehulse@yaho.com antes **del 8 de diciembre de 2019**.

Quién puede votar?

Todos los miembros de GSMOL que estén al día (es decir, pagados) al **31 de diciembre de 2019** pueden votar.

Cómo votamos?

Su **BOLETA** estará en la revista *The Californian* que recibirá en **ENERO de 2020**. La boleta, la información sobre los candidatos y las enmiendas a los Estatutos, y las instrucciones para votar estarán en la revista en inglés, español y vietnamita. Póngase en contacto con Ron Hulse si tiene alguna pregunta.

ELECTION 2020 BYLAWS AMENDMENTS INFORMATION

This September, the Bylaw Committee will review all proposed changes to the GSMOL Bylaws that have been suggested by our members. So far we have 12 suggestions. The Committee will recommend Bylaws changes to the Board of Directors that are necessary and useful to keep GSMOL strong and functioning well.

All the Committee meetings are by telephone conferencing and open to all members. Send an email to **Committee Chair Henry Cleveland** if you want to get copies of the committee minutes, the proposed amendments and/or if you want to participate in the committee meetings. The Bylaws will be better for GSMOL with the more members taking part in this amendment process.

The Board of Directors will consider the proposed amendments at its December meeting. Only we members can change the Bylaws. The proposed amendments will be printed in *The Californian* which will come out in January, 2020. The ballot allowing all members to vote on the proposed amendments at the same time we vote on new officers will be in the same issue of the magazine. The ballots will be due in Spring of 2020.

Henry would welcome any question you have about the Bylaw amendments. Find his contact information on the Board of Directors, page 2. You can also contact your local GSMOL leaders or Board officers.

THÔNG TIN VỀ NHỮNG TU CHÍNH NỘI QUY CHO CUỘC BẦU CỬ NĂM 2020

Tháng 9 này, Ủy ban Nội Quy sẽ xem xét tất cả các sửa đổi được đề xuất đối với các Nội Quy GSMOL đã được đề xuất bởi các thành viên. Cho đến nay chúng tôi đã nhận được 12 gợi ý. Ủy ban sẽ khuyến nghị các tu chính trong Nội Quy về Hội Đồng Quản Trị xét cần thiết và hữu ích để duy trì cho GSMOL được mạnh và hoạt động tốt.

Tất cả các cuộc họp của Ủy ban là bằng hội thảo qua điện thoại và mở ra cho tất cả các thành viên. Xin gửi email đến **Chủ tịch Ủy ban Henry Cleveland** nếu bạn muốn nhận bản sao biên bản của ủy ban, các tu chính được đề xuất và / hoặc trong trường hợp bạn muốn tham gia vào các cuộc họp của ủy ban. Những Tu Chính trong Nội Quy sẽ tốt hơn cho GSMOL khi có nhiều thành viên tham gia vào quá trình sửa đổi này.

Hội Đồng Quản Trị sẽ xem xét các tu chính được đề xuất tại cuộc họp tháng 12. Chỉ có các thành viên GSMOL mới có thể thay đổi Nội Quy. Các tu chính được đề xuất sẽ được in trong Tạp Chí "The Californian," sẽ được phát hành vào tháng 1 năm 2020. Lá phiếu cho phép tất cả các thành viên bỏ phiếu về các tu chính được đề xuất cũng như việc bầu các viên chức mới sẽ được nêu ra trong cùng một số tạp chí này. Các lá phiếu sẽ phải được bầu trong mùa xuân năm 2020.

Henry sẽ hoan nghênh bất kỳ câu hỏi nào của bạn về các sửa đổi Nội Quy. Thông tin liên lạc với ông có trên trang nói về Ban Quản Trị. Bạn cũng có thể liên hệ với các nhà lãnh đạo GSMOL tại địa phương hoặc các viên chức của Hội Đồng Quản Trị.

ELECCIÓN 2020 BYLAWS INFORMACIÓN DE ENMIENDAS

Este septiembre, el Comité de Bylaws revisará todos los cambios propuestos a los Bylaws GSMOL que hayan sido sugeridos por nuestros miembros. Hasta ahora tenemos 12 sugerencias. El Comité recomendará cambios a los Bylaws de la Junta Directiva que sean necesarios y útiles para mantener GSMOL fuerte y funcionando bien.

Todas las reuniones del Comité son por conferencia telefónica y están abiertas a todos los miembros. Envíe un correo electrónico al **presidente del comité Henry Cleveland** si desea obtener copias de las actas del comité, las enmiendas propuestas y / o si desea participar en las reuniones del comité. Los Bylaws serán mejores para GSMOL con la mayor cantidad de miembros que participan en este proceso de enmienda.

La Junta Directiva considerará las enmiendas propuestas en su reunión de diciembre. Solo nosotros los miembros podemos cambiar los Bylaws. Las enmiendas propuestas se imprimirán en *Californian*, que saldrá en enero de 2020. La boleta que permite a todos los miembros votar sobre las enmiendas propuestas al mismo tiempo que votamos sobre los nuevos oficiales estará en el mismo número de la revista. Las boletas se entregarán en la primavera de 2020.

Henry agradecería cualquier pregunta que tenga sobre las enmiendas a los Bylaws. Encuentre su información de contacto en la página de la Junta Directiva. También puede comunicarse con los líderes locales de GSMOL o con los funcionarios de la Junta.

Zone Reports

ZONE A REPORT

By John Bertaut
Zone A Vice President

Zone A continued visiting parks and taking calls from homeowners in need...both member and non-members. We continue to email FYIs during the month to help keep members informed on important issues.

Plans are underway to launch Know-Your-Rights meetings in the following areas: Region 14-Elk Grove/South Sacramento; Region 11-Placerville; Region 4-Chico; and Redding.

If you'd like to become involved in helping establish these in your Region please contact me. It's not complicated work but it does require help from one or two in each local area.

For news of a personal nature, I'm pleased to announce that I have submitted my name as a candidate for the Office of Zone A Vice President for the next term. Elections are early next year, and the 4-year term of office begins in April 2020.

I have twice been appointed to serve out remaining terms as Zone A VP ... in 2014 and again in 2018. It has been my privilege and pleasure to be your Zone representative during that time,

I wish to serve in the term beginning April 2020 so I may continue to help more homeowners with their in-park issues and MRL training.

I also wish to continue helping the League maintain sound management, business and fiscal practices begun by the present Board with whom I have been pleased to work for the past 21 months.

Please email or phone whenever you need help with your in-park issues or would like to volunteer in Zone A. And don't forget to renew your membership. Thank you.

ZONE B-1 REPORT (Region 8)

By Anne Anderson
Zone B-1 Vice President

Around Region 8, our members and Chapters have been working with their city or county governments to **enact, amend, or defend MH ordinances**, showing that homeowners can do great things when they work together and connect with their local government.

Atascadero's city staff is drafting a new Moratorium Space Rent Stabilization Ordinance (SRSO) which members of Chapters 1317, 659 and 1173 and Rancho del Bordo's HOA have been promoting with GSMOL Corporate Counsel Bruce Stanton's help. The **County of Ventura** has agreed to consider an MHP Overlay Zone and Senior MHP Overlay Zone for MH parks in the unincorporated areas of the county, thanks to the efforts of a Chapter 30 officer in Ojai and many other local homeowners.

Chapter 1102 in **Santa Barbara** is fighting to get vacancy control restored to their SRSO, following a successful project to have their Park Closure Conversion Ordinance upgraded. And the **County of Santa Barbara** has finally agreed to consider much-needed amendments to its 30-year-old SRSO, sparked by a meeting of GSMOL and HOA leaders in the 2nd District with their new supervisor.

GSMOL leaders and members of our allied coalition NSBMHT in North Santa Barbara County are trying to hammer out an enforceable model lease program with the **City of Santa Maria**. Members of Ventura Manufactured-home Residents Council and the Rent Review Committee of a Ventura park have been on a (so far fruitless) campaign to get amendments to the SRSO of the **City of Ventura**, but they are tenacious, and Bruce Stanton is now leading the charge.

And speaking of tenacious, when homeowners stick to their guns against overwhelming pressure from a park owner, the results can be victorious. In **Morro Bay**, the city has been standing behind the courageous members of Chapter 1814 in their struggle to keep their new park owner from taking "non-permanent" residents off of rent stabilization even when they qualified as "permanent" according to their SRSO. Recently, a 95-year-old Chapter member became the city's newest "permanent" resident after a 10-month struggle. As a Chapter officer reports, "What we have accomplished: (1) Drawn a new line of communication with the city's administration; (2) Started a dialogue with the city to educate them about what their own SRSO states and protects: 1,000-plus Morro Bay MHP residents that rely on the cost of rents being held within their means; (3) Made all the park owners aware they now have a group of MH residents that will stand up for their rights and will take any improper issues directly to city council. We, the GSMOL Officers of Chapter 1814, have worked hard to accomplish this effort and feel we have set a precedent in this little beach town in central California. We appreciate the advice Anne [Anderson] and Bruce [Stanton] have shared with us all."

ZONE C REPORT

By Mary Jo Baretich
Zone C Vice President

Zone C leaders have been working hard in Orange County, Region 5 to get the city councils of Anaheim, Fullerton, Santa Ana and Westminster to vote to implement an Interim Moratorium Ordinance for mobilehome rent stabilization. It has been an uphill battle in each city. The mobilehome homeowners and their GSMOL chapters and HOAs, along with the local coalition have been showing up at each city council meeting in these cities since March, stating their issues with the escalating rent increases. The park owners, their representatives, and Manufactured Housing Education Trust (MHET) representatives have also been showing up and speaking at these meetings, telling the city council members mislead-

(Continued on Page 12)

MH park owners often complain they're not getting a fair return on their MHP investment. But what is a “fair return,” and how do you calculate it?

If you have MHP rent stabilization in your city or county, your local space rent stabilization ordinance (SRSO) includes a fair return hearing process. This process allows a park owner to petition local government for an “extra” rent increase for a specific reason (e.g., a large unexpected expense). Often, park owners say they need a rent increase simply to get a “fair return” on their investment.

If you live in a jurisdiction without MHP rent stabilization, you have no legal protection from park owners seeking “fair returns.” They can raise MHP rents in your city or county to whatever the market will bear.

MHP residents often tell local government officials (“LGOs”) about the harm caused by excessive rent increases. Naturally, the park owners try to confuse the situation. They often complain to the LGOs they can't possibly get a Fair Return on their investment without big increases in space rents.

The LGOs may become confused. The park owners are organized, well-funded and sophisticated. The residents, almost always less so. Things get muddled and the LGOs don't know what action to take.

MHP resident leaders need to be able to demonstrate to local government how some park owners misuse the Fair Rate of Return concept. These are somewhat complex issues. And since I don't know what you already know, I'll start at the beginning...

Important Definitions

Net Operating Income (NOI): The annual revenue of a business (like a MHP), minus its annual operating expenses.

Rate of Return (RoR): The net gain or loss on an investment over a specified time period (usually annually), expressed as a percentage of the investment's initial cost.

Key Question: What Was The Owner's RoR When He Bought The Park?

To determine Fair Rate of Return on a MHP investment, first ask: (1) when the owner bought the park, how much did he pay for it, and (2) what was the park's NOI when he bought it? If you know these two things, you can calculate the park owner's initial Rate of Return (RoR).

Then remember: *It is reasonable to argue MHP investors consider their initial rate of return to be “fair.”*

An Example

You'll recall, a park's *Net Operating Income* is its “NOI.” NOI equals all revenue from tenant rents, park-owned utilities etc.), minus park operating expenses (management fees, maintenance, property taxes, etc.). This is before payments on any loans financing the park purchase.

For example (using made-up numbers): If a park's annual revenue is \$100,000 and its annual operating expenses are \$30,000, the Net Operating Income (NOI) is \$70,000. So, if a park owner paid \$700,000 to buy the park, the RoR is 10%. On the other hand, if the owner paid \$1,400,000 for the park, the RoR would be 5%.

The RoR is often also called the Capitalization Rate (“Cap Rate”). This is because you can divide the NOI by the Cap Rate to get the park's estimated market value. (e.g., \$70,000 divided by 5% = \$1,400,000).

MHP Cap Rates in California run from 5-6% (for decent-quality parks near the coast) to 10% or so (for lower-quality parks away from the coast). Why cap rates and MHP values vary from park-to-park and region-to-region is a discussion for another day.

Getting back to Fair Return, we must ask two more questions:

- What was the RoR when the owner purchased the park, and,
- *What's changed* so that the RoR at the time of purchase is NOW unfair?

To prove what it takes to operate the park, the owner should be required to provide detailed operating statements to local government; both for the period when the owner acquired the park and the current period. That will give the LGOs the real facts regarding the Fair Return question. Note - park owners sometimes use creative bookkeeping (e.g., the owner's Mercedes-Benz becomes the park truck) to lower their NOI and better argue their return is “unfair.”

Local government staff should ask the questions above, then analyze the park's real numbers. Then, staff can give LGOs an accurate report on the park owner's Fair Rate of Return. Anything less than a solid analysis of the real facts won't give the LGOs the information they need to take appropriate action.

We are currently looking for someone to manage our Facebook page. This is a volunteer position but requires someone who has knowledge of Facebook (and maybe Twitter down the line). Must be able to keep up with the trends of the Manufactured Home lifestyle and be willing to turn over questions to the proper board members.

Please contact Anne Anderson, a.bushnell.anderson@gmail.com, phone 805-895-8319

ZONE C REPORTS (Continued from Page 10)

ing and untrue information, and in some cases, threatening the cities with lawsuits if they pass a space rent stabilization ordinance. But we are not giving up and are planning to meet with the city council members in each of these four cities individually to educate them.

Some good news is that we have a new Region 5 Manager, Bobbie Magnusson from Park Royale in the City of Orange. She is currently the GSMOL Chapter/HOA President at that park.

Our Regional Conference will be held on September 28th at the Park Royale Mobile Home Park in the City of Orange. With so many issues going on in Region 5, it should be well attended. Check out the information on Page 6, MOBILEHOME OWNERS CONFERENCES,

ATTENTION UPDATE! IMPORTANT SPOUSE/PARTNER MEMBERSHIP APPLICATION

Each person must complete a **separate** membership application form to receive full GSMOL membership status, including phone and email address. One person's application equals one full membership.

4600 N. Pershing Avenue, Ste. D, Stockton, CA 95207
OFFICE: (209) 478-5900 | FAX: (209) 478-8039
CELL: (209) 507-4541
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For spouse/partner memberships, please fill in separate application forms.
(Associate members do not own manufactured homes. They do not have voting rights and cannot hold office in GSMOL, but do receive The Californian magazine)
Park owners, managers or employees are not allowed to be GSMOL members.

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Spouse/Second Occupant		
Park Name		
Street Address		Space Number
City	State	Zip Code
Daytime Phone Number		Alternate Phone Number
Email Address		
Signature		Membership Recruiter (if applicable)

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GSMOL "Who's Who"

ZONE A

REGION 4

COUNTIES: *Butte, Glenn, Shasta, Siskiyou, Tehama and Trinity*

REGION MANAGER VACANT

If you would like to volunteer, please contact your Zone VP.

REGION 11

COUNTIES: *Amador, El Dorado, Lassen, Modoc, Nevada, Placer, Plumas and Sierra*

REGION MANAGER

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REGION 14

COUNTIES: *Colusa, Sutter, Sacramento, Yolo and Yuba*

REGION MANAGER VACANT

If you would like to volunteer, please contact your Zone VP.

ZONE A-1

REGION 1

COUNTIES: *Alameda, San Mateo, Contra Costa, Santa Clara and San Francisco*

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ZONE B

REGION 12

COUNTIES: Fresno, Inyo, Kern, Kings, Madera and Tulare

REGION MANAGER VACANT

If you would like to volunteer, please Linda Nye, President.

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REGION 13

COUNTIES: *Alpine, Merced, Calaveras, Mariposa, Mono, San Joaquin, Stanislaus and Tuolumne*

REGION MANAGER VACANT

If you would like to volunteer, please contact your Zone VP.

ZONE B-1

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ZONE D

REGION 7

COUNTIES: *San Diego and Imperial*

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ASSOCIATE MANAGER

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REGION 9

Riverside County

REGION MANAGER VACANT

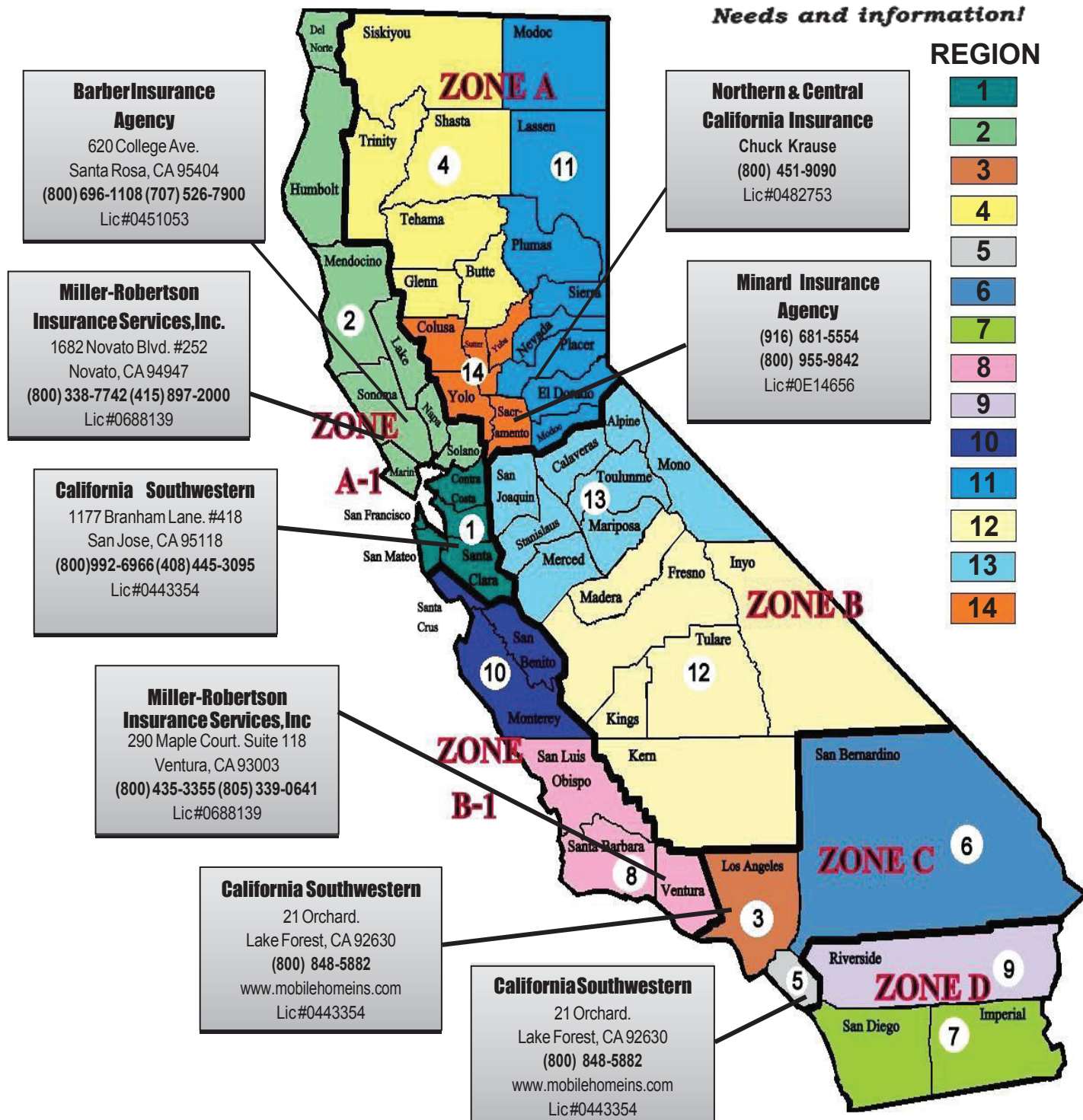
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Leaders in Your Area - Refer to Map on Page 15 for Zones and Regions.

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To contact us call (619) 544-0123 or visit our website at www.asklawgroup.com.