

Greater San Jose

Vol. 1 No. 1 December 2013

Mobilehome Magazine

www.mobilehomemagazine.org

WINCHESTER RANCH

MOBILEHOME COMMUNITY

Winchester Ranch MH Community Read their story: Pages 5-9

From the Staff of Mobilehome Magazine



Welcome to Mobilehome Magazine (MHMag) - Greater San Jose. You and 4,999 other residents are receiving it for the first time. However, we are not new. In fact, we've been advocating for mobile/manufactured home owners now for over 10 years. First with GSMOL (2002-2003), then as the Coalition of Mobilehome Owners - California (COMOCAL), and as MHMag since mid-2011. Today 25,000 copies of MHMag are distributed monthly into 5 areas: 1) North Bay area (Sonoma, Santa Rosa, Windsor, Petaluma, Sebastopol, Napa, Calistoga), 2) San Diego North County (Escondido, Oceanside, San Marcos, Carlsbad and Vista), 3) Orange County & South L.A., 4) San Diego South (Chula Vista, San Diego, Santee, Lakeside and El Cajon) and now 5) San Jose. We hope to expand into Hemet, the Inland Empire, and Sacramento very soon.

MOBILEHOME MAGAZINE - GREATER SAN JOSE

This issue is dedicated to the folks at Winchester Ranch in San Jose. We would like to thank Winchester Ranch homeowners Phyllis Tripp, Mary Kuykendall, Mari Jo and Kent Greathouse. Without their contributions, there would be no San Jose Magazine. Our teamwork shows what can accomplish in a very short time.

This magazine will be distributed locally to you every month. It's focus is on local issues with content supplied primarily by local advocates, experts and you. You are encouraged to submit content to the magazine! It is YOUR Magazine. Please use it to communicate, network, inform and educate residents in your local area.

We get no outside financing. We do this completely on our own. So we appreciate any donations. Please know they will be used to improve and expand your local issue.

TO OUR ADVERTISERS

We thank all our advertisers who have had the vision to participate in the first magazine for this area. We hope all residents will support you because you make this magazine possible. We talk about the magazine bringing together mobilehome owners to form a COMMUNITY. You are also part of that community.

TO OUR READERS.

We at Mobilehome Magazine hope you enjoy the magazine and use it to help protect and better your life as an owner/resident. Thank you for reading and kindly stay in touch. We always appreciate hearing from you - send us a note or an email anytime. We are very open to your comments and suggestions.

Finally, we would like to thank our over 100 volunteers around the state who take their time to distribute the magazine. Without your efforts, there would be no magazine.

Happy Holidays!

The Mobilehome Magazine Staff

Mobilehome Magazine

Serving the Mobile/Manufactured
Home Community in California

P.O. Box 3774
Chatsworth, CA 91313
(818) 886-6479

Email Address
frank@mobilehomemagazine.org

Website
www.mobilehomemagazine.org

*MHMag is not responsible
for content contained
in advertising*

PUBLISHER & EDITOR
Frank A. Wodley

ADVERTISING SALES
Rose Rosales
Nancy Vasquez

DESIGN
Greg Frazier

CONTRIBUTORS
Donna Matthews

SPANISH TRANSLATOR
Nancy Vasquez

PROOFREADER
Nancy Vasquez

SAN JOSE DISTRIBUTOR
Brianna Colonna

T A B L E O F C O N T E N T S

From The Staff of Mobilehome Magazine.....	Page 2
This & That - Update.....	Page 4
San Jose Mobilehome Owners Under Siege	Page 5
The Story of Winchester Ranch Comm. and the History It Preserves....	Page 6-7
A Rationale for Retaining Winchester Ranch Community	Page 8-9
Letters to the Editor.....	Page 10-11
What is Mobilehome Magazine & Why Is It Important To You.....	Page 12
Our Philosophy.....	Page 13
Management Uses Credit Statement to Deny Residency.....	Page 14
This and That.....	Page 15
I Get It by Frank Wodley, Publisher, Mobilehome Magazine.....	Page 16
How to Resolve Issues in MHParks / Free Advertising	Page 17-18
Order & Donation Form	Page 19

Do you want
Mobilehome Magazine
delivered direct to your space?

Call Frank @
818-886-6479 or email
fawodley@yahoo.com



Not Getting
Mobilehome Magazine
delivered direct to your park?

Call Frank @
818-886-6479 or email
fawodley@yahoo.com

This and That - Update

MHMAG REACHES OUT TO MANAGERS

Recently we mailed MHMag to managers in areas where we do not yet distribute the magazine. Our hope was that they might like the magazine for the residents in their park.

WHO RECEIVED MHMAG?

Orange County managers received 167 magazines, i.e. we reached 167 parks in Orange County that do not receive the magazine.

In addition, the following area park managers received the magazine directly by mail: San Jose 48, Sacramento 38, North San Diego County 39, Hemet 37, North Bay 11, and Hayward 9. The total was 350 magazines.

We at MHMag were optimistic. We would have loved to hear from managers wanting the magazine for their park, and why not! We have had managers call us for advice because we are very accessible, more so than their park attorney. Also managers have ordered our FAQ Handbook for all their homeowners.

WHAT WAS THE OUTCOME?

We wish we had better news, but NOT ONE manager contacted us about the magazine. NOT ONE! This was very disappointing, but perhaps not unexpected. We do have good news however. A few managers are accepting boxes of magazines and some are even distributing them in their parks. Thank you! We feel everyone can benefit from the magazine.

MOBILEHOME MAGAZINE EXPANDS DISTRIBUTION

As indicated in last month's issue, residents in many San Jose parks will receive MHMag beginning December, thanks to the help of residents in Winchester Ranch. They are fighting to keep their park and are organizing other parks in San Jose to stand up and fight take-overs by developers. We applaud their efforts and will do our part to help them get the word out.

Beginning January 2014 we hope to bring back the California edition for parks not in local areas. That means any park in California will be able to get MHMag.

INDIVIDUALS WITH SERIOUS PROBLEMS

Several times a month MHMag gets a letter, call or email from individuals with various problems, usually serious problems. They ask us for a name of an attorney in their area, perhaps someone who will represent them Pro Bono. Or they ask us for advice.

Our heart goes out to those folks, but, unfortunately, we do not have the time or resources to adequately handle requests. We do not have a list of attorneys that will help you Pro Bono.

So should you contact us with your problems? Absolutely. We absolutely want to know about what issues you are experiencing, issues like interference of sales, harassment, intimidation, and other violations of the civil code. However, if you ask us for a solution, don't expect we will give you one that doesn't require your blood, sweat and tears. Unfortunately when someone calls, it may be too late and many issues must be resolved in the courts.

You must keep in mind, our focus is getting information out to as many mobilehome owners as possible. That must remain our focus.

MHMAG WEBSITE

Every magazine published by MHMag is displayed on our website at www.mobilehomemagazine.org. This month we have separated magazines into areas: North Bay, Orange County, North San Diego County and San Diego. Now you can read all magazines in any area. Content varies from one area to another, so if you currently get the North Bay issue, you may find some interesting information by browsing magazines for other areas.

Advertisers: Now advertisers can get a FREE Business card size ad simply by sending us their business card.

Want MHMag by email? If you are a resident in a park that does not currently receive MHMag, you can simply send an email to "fawodley@yahoo.com" to be put on our email list.

DOWNLOADS OF MHMAG AVAILABLE

We are excited to announce that you can download every magazine, every page or just the page or two you want. Go to our website and look under "Downloads."

LOOKING AHEAD IN 2014

We have high expectations for MHMag in 2014. In fact we are considering a name change, perhaps to a name like "Mobilehome Life" because we intend to publish other important information for you besides information about laws and issues with park managers and owners. Remember a few earlier magazines had a few pages about tips to improve your home. We might bring back that feature. Let us know what you think. After all this is YOUR MAGAZINE.

San Jose Mobilehome Owners Under Siege

All of you devoted readers of Mobile Home Magazine saw the October article that was titled "California Residents Under Siege". Who would have ever thought that the Golden State would suddenly become tarnished.

I live in San Jose, Ca. We too are under siege. Our particular villain's name is "Urban Village" and greed. Our once sleepy farming community is trying to grow up and be like San Francisco. At least that is what our Planning commission is telling us. We want to have less parking, build large buildings where you can work, eat, sleep and walk or bike to shopping.

In order to accomplish this we will have to tear down our Mobile Home Parks. These Parks were built near transit and shopping because many seniors no longer are able to drive. If they are senior Parks they also are under rent control and the owners can't overcharge. If we are sold to a developer and he comes in and builds expensive condos, guess what? More tax money for the city coffers. The little nit is none of the seniors that called this home can buy an expensive condo.

What happens to the seniors who have nice homes in the Park? No one but the seniors seem to care. Most live on social security only, which puts them in the poverty category. Even the ones who have social security plus a pension do not have the money to go and start all over again. Most people over the years have made their houses to fit their lifestyle. People with disabilities have fixed their homes to enable them to live full and productive lives. People who are in their 80's 90's often do not have family any longer to help them.

FIGHT BACK

What is the answer to the owners/developers who want to take our homes? Fight back, let's band together by using these forums such as Mobilehome Magazine to find others. We can be powerful if we all band together. We can fight City Hall. I know if you are willing to stand up for me, I am more than willing to stand up for you. We are voters who actually take pride in voting. The Mayors, City Council, Senators and Legislators need us and want our votes. We just need to make sure they earn our votes.

Let's not become casualties in the war to remove affordable housing for profit. Let's not become refugee's at the mercy of family or friends. Let's make a stand together. Let's say 'Owner if you are tired of running this Park then sell it to us'. You will make a reasonable profit and still be able to sleep at night knowing you did not put an elderly person at risk. San Jose wake up. Are you tired of being held hostage in your own homes. San Jose Mobile Home Parks need to grow up and join together to protect one another. We see one Park after another where the owners want to sell out and make some big bucks or get rid of the rent control. One Park had to fight a 33% rent increase. We have another Park who is fighting to keep rent

control. Our Park is fighting zoning so that we won't lose our homes.

Just think if we banded together and created an alliance of all Mobile Home Parks in San Jose. What if we became just one large voice instead of one small voice? What if we said "Hell No We Aren't Going To Take It Anymore". What if we, who are just a hundred and fifty became 3000 or 4000?

SAN JOSE ALLIANCE OF MOBILE HOMES

Join Winchester Ranch in forming the San Jose Alliance of Mobile Homes (SJAMH). We know there are 58 Mobile Home/Trailer Parks in San Jose with a total of 10,660 spaces. (Also 15 parks and 4,000 in neighboring Sunnyvale.) We know this is the answer to affordable housing. We know that we can make our politicians listen if we all stick together. In December we will host the first ever SJAMH and invite each and every one of you to come and join us in figuring out how we can best protect ourselves and each of you.

Urban Villages want to gobble us up just like the old Pac Man. We have what the developers want and the Urban Designers are selling. Most of us are close to some sort of transit, shopping, eateries, hospitals, freeways. They are wanting to do away with cars in the Village. They will cut parking by half. They will turn car lanes into bike only lanes just as they have done on Hedding and First. The premise is that you will live, eat, shop, walk, bike, bus in your village. To accomplish this feat they must get rid of the Mobile Home Parks and use that land because we are where the transit is.

We are the throw away people. We have paid taxes and contributed to the Community but we are not in the plan. Don't be held Hostage by the City Planners, Owners and Developers.

Join me in making a difference by saving our homes and keeping rent control.

Contact Phyllis Tripp, 408-247-7335, phyllistripp@comcast.net, resident of Winchester Ranch Mobile Home Community

Mari Jo wrote: Please look at our story and share it with everyone you know. I hope you will share it with everyone you know. Thank you all for taking a moment to watch and see the people really effected by the Santana two/Urban Village.

THANK YOU ALL FOR HELPING TO SHARE OUR STORY.

Your kindness and patience has paid off in what I feel is a very good video.

I hope you enjoy it. Here is the link to YouTube:

<http://youtu.be/eIHcAAVviSo>

Article by Phyllis Tripp, Winchester Ranch Mobile Home Community



The Story of Winchester Ranch Community and the History It Preserves

The Winchester Ranch Mobile Home Community is a modern low-cost housing community for senior citizens, which also contains a unique set of rare historical artifacts, both natural and man-made. The property itself is inextricably connected to the history and myth of Sarah Winchester, having once been an integral part of her ranch. Today it still contains structures Mrs. Winchester planned and built, as well as trees she planted. At the same time it is a vibrant modern community of wide streets, neat landscaping, and a huge variety of flowering plants, and is home to 146 senior citizens living in 108 double-wide and triple-wide manufactured homes.

This is how the park community came to be: Sarah Winchester died in 1922. In 1926, from her estate, Charles and Lelia Cali purchased 30 acres of land between her unique house and what is now Moorpark Avenue. The front part of the property nearest Winchester Road contained Sarah's gardens, including a rare Cork Oak Tree

and a Speckled Elm, which are still there. The gardens also contained the caretaker's house that is now used as the clubhouse.

In the summer months, the Calis spent long hours every day operating the land as a working orchard ranch, producing prunes, walnuts, cherries and peaches. For 16 years between 1926 and 1942, the entire Cali family worked and harvested fruits at Winchester Ranch. Charles Cali worked all phases of the Ranch, cultivating the local orchards with the now landmark tractor located at the back of our park. In the Spring of 1929, the caretaker's house burned down, and Mr. Cali built a barn on its original foundation. The truck that was used to haul the boxes of fruit is showcased near the park pool beside the clubhouse.

Lelia Cali pursued her dream of owning her own family home by spending most every weekend planting and gardening at the Ranch, until one day her many hours of labor were rewarded when they finally got their own home

in the park.

The establishment of the Winchester Ranch Mobile Home Community was a long and arduous process. Lelia Cali created their first home by remodeling the apartment over the clubhouse. On the deck of the apartment she added an English garden with flowers, boxwood hedges, and a gazebo she found while visiting New Orleans. There was nothing more beautiful and peaceful than sitting on the garden deck in the Spring when the trees surrounding them were in full bloom. Even after the construction of the Valley Fair mall, the Calis enjoyed their little piece of paradise in their secluded Winchester Ranch retreat. However, in 1962, the state, by eminent domain, took a large strip down the middle of the property, destroying the beauty and peace of the Ranch. The view from their deck now included a myriad of cars speeding up and down I-280.

After being bisected by I-280, the farm was now no longer profitable, and it was decided at a family meeting in 1974 that it would be put up for sale. For one year there were no offers or interest, until a call came from a family friend with the idea of leasing the land for a mobile home park. The Calis were receptive to preserving the integrity of the remaining 16 acres of the Ranch by turning it into a luxurious mobile home community. Being on the outskirts of the city and close to the shopping mall made it an ideal location.

Mark Cali, son of Charles and Lelia Cali, determined that he himself would proceed with the plan to develop the property, not knowing how involved and stressful it would become.

From the very beginning, the Calis planned to develop a unique one-of-kind mobile home park. To become familiar with the actual development and operation of a mobile home park, they visited other parks on weekends and holidays. They decided that certain elements would not be included on the exterior of the homes at Winchester Ranch; only wood would be used in railings, porches and facial boards. They created a "closed" park policy, meaning that only the developer could place the mobile homes in the park, and other dealers were prohibited from selling homes for placement in the newly planned development.

In preparation for the formal hearing before the Planning Commission and the San Jose City Council, Mark arranged for numerous neighborhood meetings to discuss the proposed project. By using his good salesmanship abilities, Mark obtained an overwhelming approval from the neighbors, and they supported him and the project by attending the council meetings during the early stages of the project. The park was finally approved in

April, 1975. After weeks of arrangements for financing, planning and developing the mobile home community, ground was broken on July 16, 1976.

Everything already in the ranch was made usable as much as was possible to preserve the historical aspects of the park. A few small buildings had to be torn down, and that wood was later used in the Clubhouse. The Clubhouse is said to have been constructed without a single power tool. It contained many artifacts that had been collected since 1926, such as: blue glass canning jars with pewter lids; kitchen items used in the canning process; wicker demijohns used for storing homemade wine; and an elaborate framed shadow box decorated with a dove with a gold ring in its mouth. There still many historic items located all over the Ranch which add to its uniqueness and beauty. The Grand Gala opening of the park was in June of 1977. The park officially became "an elder persons" park in 1990.

Our neighbors include the residents of the blocks immediately to our north and west, plus the Winchester Mystery House, the Winchester Theatres, the Westfield Valley Fair Mall and Santana Row, We are located in the center of the "new San Jose". Every day we realize how fortunate we are to live in a beautiful, tranquil, safe and friendly environment. We want nothing more than to be allowed to continue.

We hope that the following photos will help you to visualize the unique history of Winchester Ranch Community.

We dedicate this booklet to Mark and Barbara Cali, without whom none of us would have this beautiful place to live.



Gazebo over Spa

Refer to the Winchester Ranch Website at

www.WRSHOA.org for more info

A Rationale For Retaining Winchester Ranch Community

The Winchester Ranch Mobile Home Community is a well-established, highly successful, non-subsidized affordable housing site for low-income senior citizens. There is a continuing severe shortage of affordable housing opportunities in San Jose, even with the widespread government subsidization under Section 8 and other State and local programs. It makes no sense to destroy such an asset in the face of such need.

Winchester Ranch Community is a beautiful community. The homes are all of wood, and very much resemble site-built homes, with considerable variation from one address to the next. The streets are wide, and the landscaping is varied and colorful. They serve as one centerpiece of the Santana Row Urban Village. It is already part of the Urban Village, and will cost San Jose no new expenses. Retaining it as it has been for 37 years will require no work by the planning commission beyond assuring that the present zoning will not be changed. It will require nothing of the City Council except possibly a vote to re-affirm the present zoning.

About $\frac{3}{4}$ of the home owners in the Winchester Ranch Community are below the low-income line (80% or less of the county median income). A significant number are below 60% of the median. Only a few of the owners are still actively employed; almost everyone depends upon Social Security, pensions, and savings income for their living. With ages ranging from 55 to 95, it is natural that many have medical problems, some of which are chronic and severe. A majority of the owners live alone. Many have modified their homes to accommodate their particular physical needs. Some of the older residents have outlived their children and have no family to turn to. They depend upon their neighbors here in the community to help them. Many of them, as elderly and frail individuals, are simply incapable of handling a forced relocation. These all are the people whom San Jose repeatedly states they want to provide for and protect.

The concept that such homeowners can be moved and justly compensated is deeply flawed.

Consider what is involved in moving manufactured homes which have been in place for 37 years. While theoretically doable, it is in real life an impossible project to actually physically dismantle 110 manufactured homes and move them piecemeal to 110 new locations. Each home is either a double-wide or triple-wide design, 50 to 65 feet long and 24 to 36 feet wide. They were built in a factory in sections, transported as sections to our site on large flatbed trucks, and assembled on their present site in

1976. These are permanently sited homes just as much as those situated in the neighborhoods around them. In order to move each of them, they first would need to be emptied of all personal belongings. Then everything (doors, cabinets, etc.) left inside would need to be firmly secured in place. All utilities (electricity, water, gas, telephones, and outside plumbing) would be disconnected. Then the house would be dismembered into 10 foot high, 12-foot wide sections of a length which could be carried on a special extra-wide flatbed trucks. This would require several truckloads for each house. Then, because of the excessive size, special routes would have to be worked out for each new destination, probably also requiring a traffic escort. This would total, for our park, 250 to 350 truckload trips to the new sites. What would these trips cost? Then the houses would have to be reassembled into their prior condition and reconnected in the new location. What would that cost? What would be the cost for these moves in total? That cannot be determined without knowing the destinations, which leads to the next part of the problem.

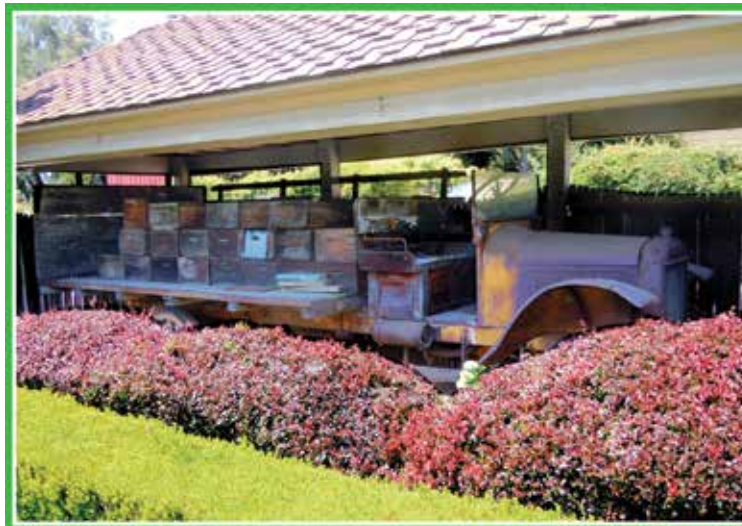
The law specifies that "equivalent" housing in a location with "an equivalent quality" be provided for those who are displaced. Where in San Jose, or even in the county, is there another mobile home park with a Santana Row down the street? Where is there room to place 110 manufactured homes to reconstruct their former community? Not in San Jose. Not in Santa Clara county. It is glaringly obvious that the present Winchester Ranch Community cannot be, and would not be, recreated. It cannot be done. Where would the dispossessed owners go? The farther they must go, the more it would cost to move them, and even then, they would necessarily be widely dispersed. The simple fact is that these homes would not be moved. After the owners were disposed of, the homes would be bulldozed and hauled away as rubbish.

To believe anything else is either naively to believe a pipe-dream, or callously to deliberately ignore the reality.

Since the houses cannot and will not be moved, then the owners would have to be moved without their homes. Again, the law provides that owners must be "fairly compensated". How can a person be compensated for years of their life building a retirement haven only to have it forcibly taken from them? How can a person be compensated for the loss of their community, loss of their neighbors, loss of having their friends nearby? How can a person be compensated for loss of their relationships, many built over decades

– their doctors, dentists, hairdressers, barbers, mechanics, bankers, etc.? And then there is the fact that there is nowhere to go at the same cost per month. The rent for spaces at Winchester Ranch Community average about \$800 monthly. The houses are owned by their residents, most without mortgages. The homes are two-bedroom and three-bedroom houses ranging from about 1400 square feet to over 1900 square feet. There is no way any agency can provide equivalent housing in this price range. Even if the owners were paid the fair market value of their homes, as they should be, and justly compensated for the indignity, injustice, and the great inconvenience of being forcibly displaced, there is no equivalent housing available in the Bay Area which they can afford to buy. The result would inevitably be a dispersal all over northern California, perhaps even out of the state, to such locations as they could afford. Is this what this city intends for its elderly citizens?

What about other mobile home parks in this area, which might be affordable? First of all, none of them are the equivalent of Winchester Ranch in every respect. Many upscale parks are located far from commercial convenience, and certainly none can equal being near Santana Row and Valley Fair, with banks, grocery stores, and drug stores within walking distance. Beyond that, there just aren't very many available in the city. A survey of listings in June of 2013 showed that there were 48 mobile homes available for sale. This included everything from single-wide 800 square foot units in lesser quality parks to the most lavish and expensive in the upscale parks. San Jose simply can't provide other homes for the homeowners of Winchester Park. Furthermore, why would anyone want to trust the city to maintain another park in existence, after having been forcibly displaced from a top-class park with the city's approval? Why would any sensible person want to live in any mobile home park in a city which won't protect them? If these citizens are forcibly displaced, it will mean exile from San Jose. The city will have taken the position that such low-income senior citizens are *persona non grata*, dishonored and unwanted, just in the way. It will be a message to all mobile home residents, and to all senior citizens, that they can expect no protection from the city if developers want what they have.



In Winchester Ranch Community, the city has an historical jewel. The property was originally a large part of Sarah Winchester's ranch. It was bought from her estate by Charles Cali, and operated as an orchard business for years. In order to build Interstate 280, a strip of land was taken by eminent domain, leaving too little land to be profitable as an orchard operation. In 1976, Charles Cali's son, Mark Cali created the mobile home park, which he succeeded in making a unique living situation. Mark Cali and his wife Barbara, who still lives in the park, built the park into the beautiful environment which it is today. At the park entrance two trees planted by Sarah Winchester still thrive – a cork oak imported from Spain and a spotted elm, which is believed to be about 125 years old. Mrs. Cali's back yard contains an incinerator which was used by Mrs. Winchester. There also are two gazebos, built for Mrs. Winchester, which were moved from the Winchester House to locations in Winchester park – one is at the entrance to the park clubhouse, and the other covers the hot tub and spa in the pool area,

As explained above, there are many very sound reasons why Winchester Ranch Community should remain as it is, a fine example of non-subsidized affordable housing for senior citizens, which is also historically important in its connection to Sarah Winchester. The only argument for destroying Winchester Ranch Community must be that the city needs more revenue, and thus needs to continue building more and more office buildings and living spaces. However, that argument can be made about any space in the city; it doesn't have to be applied to this plot of land. The potential developer, Pulte Homes, operates all over the United States. The value to them of this land is negligible compared to their overall operations. They will lose nothing if this deal is refused. They will simply move on to the next perceived opportunity. The effect on the city's revenues of converting one small plot to condos is inconsequential compared to the damage it would do to the lives of 150 senior citizens, and thus to the reputation of San Jose as a city which claims to care about its people.

We hope you will read this thoughtfully and with the realization that the outcome affects people's lives in the most serious way.

Letters to the Editor

LET'S MAKE ALL RENTAL PARKS ILLEGAL

Editor's Note: Actually this is not a letter to the editor, rather a post on a message board called Mobile Home Owners Forum, a Yahoo Group formed in 2002. It was written by Jerry Lenhard, a long time advocate for MH owners who lives in Escondido. I made a similar suggestion in page 6, Mobilehome Magazine May/June 2012: *So what is the ultimate solution? In my opinion, it is simple. All "rental" parks should be outlawed. Cities and counties should help residents PURCHASE these rental parks and eliminate this power struggle. Only attorneys are getting rich. Sure, pay the park owner fair compensation. But come on, mobilehome owners live in AMERICA. We are property owners too. Allow us the same rights as other AMERICANS!*

How about a bill that would make ALL rental parks illegal? The park owners would have a 5 yr period to sell the park to residents, or the city, town, county where the park is located. The sale would be at the appraised value of the land ONLY, ala the "Midkiff v Honolulu" settlement over 20 years ago. The U.S. Supreme Court approved this settlement & Hawaii eliminated all their landowner/resident problems, as I understand it.

It's been estimated that park owner lawsuits (against every locality that "DARES" to pass rent-control protection) cost California taxpayers an estimated \$20,000,000 annually & allows residents to be harassed/intimidated on a daily basis. Present laws, lobbied heavily by park owner groups, favor park owners; as corrupt legislators seem to abound. The lawsuits, paid for by park owner groups, cause any locality protecting residents, to defend themselves in court, at great local taxpayer expense. After several lawsuits, the "losing" park owners use this "legal cost" (to help residents) against incumbents running for local elections & encourages voters to vote for park owner candidates who then repeal or water down the local rent control ordinance. Since most localities/states are facing serious budget problems, eliminating these ongoing legal costs would save local taxpayers/residents untold millions & should be welcomed by all localities, residents etc.

We've had ongoing legislation for over 30 years & what's been accomplished? I read here every day where the ongoing, DAILY, harassment/intimidation by park owners/managers just continues, day after day, year after year. Most laws passed that SEEM to help solve a resident problem, usually end up full of loopholes; in the park owner favor.

Prop 13 created this park owner monopoly, which even

courts have found. No rental park has been built in over 30 yrs & NONE will be built again. How much proof do we need? Monopolies ARE illegal & have been, under Federal Law, for as long as we can remember.

Residents "seem" to win a battle here & there, but park owners undoubtedly are winning the war, in the end. It's ironic that the parks are allowed to clutter up our courts with phony lawsuits & then are allowed to deduct their legal fees on their taxes. I discussed this with Senator Bill Craven before he passed & he thought it was "very interesting". My argument was that these parks are "public nuisances", in that they are a burden on taxpayers & cause harm, often irreparable, on seniors/elderly/low-income/disabled/ veterans etc. Taxpayers would NEVER support such damnable actions; if they only knew about it. Just think how many tens of millions of dollars taxpayers could save by eliminating mobilehome legislation, statewide traveling/meetings by legislators (many crooked) etc, etc. Many parks are little more than "legal" concentration camps" anyway.

Just my opinion. Jerry Lenhard, Escondido.

ARE MOBILE HOME PARKS PROFITABLE?

Mobile Home Park Owners are continually scheming and campaigning to raise space rents, and not by just \$5 or \$10 more per space per month.

They claim that they are not making as much profit as they should and that their private property rights are being denied. It is, however, the resident/homeowner's property rights that systematically being denied. After all, aren't we all trailer trash and second class citizens?

My personal experience, which dates back to the late 90's at Rancho Carlsbad, a 504 space park in Carlsbad, tells me otherwise. As a rental park, space rents were in the \$ 800 per month range. While it's true that the park owners were in bankruptcy, it had more to do with a recent 26 million dollar loan that was in default. No one knows where that money went, but it did not go into the park for operating expenses or for capital improvements as we were told.

After a struggle, the resident/homeowners succeeded in buying the park out of bankruptcy. The newly formed Homeowners Association established a fee of \$200 per space per month. This fee provided for operational costs and a portion for establishing a Reserve Fund to meet future major infrastructure costs. Something we suspect Park Owners never do.

The math on this fairly simple. The rents previously brought in about \$400,000 per month (504 x \$800). Yet

the new HOA monthly fees brought in \$100,000 per month (504 x \$ 200). The homeowners were able to operate the park for \$100,000 per month versus the rental income of \$400,000, that left \$ 300,000 per month for profit. That is \$3,600,000 a year. Sounds like a fair (?) amount of profit doesn't it?

Recently, gathering some statistics for parks in San Marcos, we found that the seven resident/land owned parks with 1,280 homeowners were collecting about \$962 per month in HOA fees. That is an average of \$137.43 per space per month.

The ten rental/land lease parks with 2,277 spaces were paying approximately \$ 5,085 in rent for an average of \$508.50 per space. So, if we deduct the average HOA fee of \$137.43 as representative of the cost of operation from the average rental of \$508.50 per space, we come up with about \$371.07 profit per space per month. Multiply the \$371.07 by the 2,277 rental spaces and you have a profit of \$844,926.39 collective profits each month. Extend that for a year and you have \$10,139,116 annual profits or \$1,013,912 profit per park. The best we can tell is that all 10 parks are owned by businesses or individuals in Los Angeles or Orange County, so these profits leave San Diego County.

As far as the information used in these calculations, we have used the only information available because the Park Owners do not divulge the amount of rent they are charging for each space. It is most likely under estimating the actual rental income, and therefore their profits. San Marcos with their seven resident/land owned parks and ten rental/land leased parks is only a microcosm of North San Diego County and the rest of the state. This treatise is not based on scientific research, but on logic and common sense. If the actual facts and figures were available, you would no doubt find that the Park Owners profits are far greater than San Marcos's, which has rent control to help protect the mobile home owners.

Lloyd L. Rochambeau, President, Lakeview Mobile Estates Homeowners Association

WE ARE ALL FAMILY

Dear Ms. Mary Jo Baretich, President of GMSOL

I'm a resident of Terry's Mobile Home Park in Chula Vista and also President of our HOA. I know, as a reader of Mobile home Magazine (MHMag), that GSMOL and MHMag, seem to be at odds for some reason? This is really unfortunate! As you are the two major supporters of home owners in mobile home parks in California, you must realize how important both organizations are to us in your respective and distinct roles! Frankly, we would like you to work together, solely focused on protecting, informing, and helping us



home owners maintain a decent way of life in the parks!

Case in point, I serve on the Board of the CMHRA (Chula Vista Mobile Home Residents' Association) and received GSMOL post cards from them to distribute, dealing with seeking the Governor's signing on to SB510. It was short notice, and so I took the liberty of inserting them into our park's copies of the MHMag! (I am happy that the Governor did sign on!)

Then it hit me! If the post cards could have been delivered via Mobile Home Magazine with its large statewide distribution...wow, how many cards would have been on the Governor's desk! (Also, using this venue would be a great place to solicit and increase GSMOL membership!

In Chula Vista we have 31 mobile/manufactured home parks and that adds up to around 3500 spaces. They are a combination of family and senior split about 50/50. I have noticed in the last several issues of the Californian, the representatives for South San Diego County have been omitted. Not sure WHY? The only ones listed are north and east. As in all areas, we are constantly bombarded with major and minor issues in our parks. Home owners are still fortunate here, just to have the CVMHRA,. But, we need to have our GSMOL Associate Managers back and listed! We want to be in your loop!

One more thought: Do what you do best, i.e continue to be our ever alert and hardworking force in Sacramento! In the meantime, we'll continue supporting, and recommend supporting you, even though we are not a GSMOL chapter. We'll build are own community associations, here! We'll push to establish and strengthen our South San Diego County HOA'S. We'll certainly promise to "keep you in our loop". We are, after all is said and done, "family"!

Please, for the sake us continually embattled home owners, and, in the words of a now famous Californian, "can't we just get along?" Sincerely, Bill Schlegel, 677 G #64, Chula Vista, Ca. 91910

WHAT IS

Mobilehome Magazine

& Why is it Important to You?

Mobilehome Magazine is a one-of-a-kind magazine published every month exclusively for owners of mobile/manufactured homes in California. First published in September 2011, approximately 200,000 copies have been distributed. Now we are publishing Mobilehome Magazine for local areas like yours. This is possible only because residents have stepped up to volunteer to distribute the magazine in their individual parks. We thank them all!

THE DREAM PROJECT OF COMO-CAL

MHMag is the dream project of Frank Wodley, the founder and President of the Coalition of Mobilehome Owners - California (COMO-CAL) - a statewide advocacy organization focused on providing the tools to protect mobile/manufactured homeowners' lifestyle. First established in late 2004, COMO-CAL provided information and legal services to mobilehome residents for seven years. Near the end of 2011 COMO-CAL leaders decided to take a different direction, i.e. provide residents a low cost source of information, namely Mobilehome Magazine. Today we distribute 25,000 magazines every month, tomorrow the skies the limit!

There are other "magazines" in California; however they are often the voice of park owners and managers. Because you live in rental park, you are often vulnerable to unscrupulous park owners. You need honest, accurate information. You need to know you are not alone, and you need to know someone cares. MHMag is a source of important information to assist you in protecting your life-style and investment.

We are not in competition with any other group. Our

main priority is getting information to you, to network mobilehome owners across California and to show you are not alone. We are there for you.

Mobilehome Magazine continues the tradition of COMO-CAL's Voice, rated as the best, most informative newsletter in California.

In our latest website poll, 83% rated MHMag as terrific.



SHOESTRING BUDGET

We operate on a shoestring budget. We do not have grants, or companies who subsidise our operation. And if you guessed it costs a lot to print and distribute a full color magazine you'd be spot on. The cost to print and distribute each magazine is approximately 50 cents. That may not sound like much, but when multiplied by 25,000, it becomes \$12,500 each month. Up to now we have survived on subscriptions, donations and advertising revenue; however today the magazine completely free. So money is even tighter, and we are sure you know about that!!

PLEASE DONATE - IT DIRECTLY HELPS YOU

Please donate to keep Mobilehome Magazine alive. Your donation will be used in your local area to reach many more residents and we will be able to grow the size of the magazine. Both will directly benefit YOU! And we will be transparent. We will give an accounting of donations for your area! Please go to page 19 or to our website to donate. We thank you!

**WE THANK YOU
FOR YOUR SUPPORT!!**

Our Philosophy

We feel it is important that residents, managers and park owners understand, right from the start, the philosophy of Mobilehome Magazine. There are lots of misconceptions and now is a good time to make OUR position clear.

Mobilehome Magazine is not anti-manager or anti-park owner. In fact, one of our goals is to promote good relations between park owners, managers and residents. We understand that this is a business, but we also believe that residents have a right to a stress-free life, free from the many negative situations that are a reality in so many mobilehome parks today. We do not confront, just read some of the testimonials. Our work with park owners, managers and residents results in a better life for all.

OUR MESSAGE TO PARK OWNERS & MANAGERS

We want you to know we welcome your input. We welcome articles that provide our readers an understanding of various park issues from your perspective. In fact my manager, Melody, has been good enough to write a few articles in previous issues of Mobilehome Magazine.

Ultimately, our goal is to have managers, owners AND residents all follow the law. To that end, MHMag is providing the tools so everyone knows their individual rights and responsibilities. No one is enforcing the law for you, and if there is to be enforcement, it is on your shoulders. Enforcement requires that you at least have a basic knowledge of the law.

STRENGTH IN NUMBERS

We believe that a group of residents are much more effective combatting many issues in a park than just one or two. There is Strength in Numbers. To that end, we feel every park should have a Home Owners Association

(HOA) that advocates for residents rights. Mobilehome Magazine can guide your efforts to form your own HOA. It only takes 3-4 residents who want to make a change.

KNOWLEDGE IS POWER

Our readers are a great example of the saying "Knowledge is Power." Mobilehome Magazines give you information that will empower you to help yourself.

LAWS ARE NOT ENOUGH

Our philosophy has never changed. Ten years ago we felt laws are not enough and we feel the same way today. Unfortunately enforcement of the law must begin with you. And unless you have a basic knowledge, i.e. Law 101, you will fail.

MHMAG & OTHER ADVOCATES

We feel it is important for all advocates to work together for the greater good of all mobile/manufactured home owners in California. And our recent survey demonstrates this opinion is shared by the great majority of mobilehome owners.

So what does "working together" mean? It simply means that MHMag will support and assist other groups. Today we are reaching 30,000 homes in California. That's roughly 90,000 residents who live in mobilehome parks.

THE FUTURE

Although we have experienced a rapid expansion this last month, we are not satisfied. In fact we are actively working to develop distribution networks in some high density areas such as San Jose and Hemet. Please help us in our efforts to reach more and more residents across California.



Management Uses Credit Statement to Deny Residency



Photo Left to Right: Dana Rasmussen (Agent), Judith Noblet-Bero (seller), Lori Ann Day (Buyer)

Judith Noblet-Bero put her home up for sale in the Blue & Gold Star Mobile Home Park. She found a buyer who was willing to pay all cash for her mobile home, and had at least thirteen years ahead cash to pay for the space rent. What could go wrong? Right? Now Judith could move to Oregon to be near her relatives.

The prospective buyer needed park approval. She provided photocopies of paychecks, a copy of her bank statements, and allowed a credit check. A letter came back denying the prospective buyer park approval. She was never told that she needed to have an 850 credit score or higher. It just was not in the park package. Her Experian/Advantage credit score was 769 when she was screened. That is a high credit score, but not high enough. The prospective buyer lost the amount she paid for the home inspection, and could not get the money back. It did not make any sense because the owner had the cash to pay straight out for the home, and thirteen years ahead space rent. She was not asking for credit, so why did a credit score even need to come into play? She was given no credit for cash. Since when does this country not take American money? Since when does America not take hard,

cash? The prospective buyer only had one credit card, and had a 769 Experian/Advantage score. Wasn't she the model for what every American should be? She should not have been penalized for having one credit card, and knowing how to use it well.

Judith began asking other residents who were trying to sell their homes whether they had lost buyers because the Mobile Home Park required an 850 credit score or higher. Several buyers have been lost due to this new policy that came into affect since the Blue & Gold Star Mobile Home Park, and five other mobile home parks were left to Nita Denhoy after her father, Bill Denhoy, passed away about five months ago. Buyers at other Mobile Home Parks in the area do not need credit scores this high in order to be approved, and allowed into a park. Even when Bill Denhoy was alive, Snug Harbor, which is in the same vicinity of the Blue & Gold Mobile Home Park, had been the topic of news due to needed repairs that had been ignored.

Capitola is in Santa Cruz County, and it is under rent control. There is also the county law, RENTAL ADJUSTMENT PROCEDURES FOR MOBILE HOME PARKS 13.32.072 Prior approval of purchaser. An excerpts says, "Approval shall not be withheld if the purchaser has the financial ability to pay the rent and charges of the park unless the management reasonably determines that, based on the purchaser's prior tenancies, he will not comply with the rules and regulations of the park." Nowhere in this civil code does it list that a buyer has to have an 850 credit score or higher as criteria to approve or deny a potential resident.

The office of the District Attorney is getting involved. Judith, the realtor for the prospective buyer, and the woman who tried to purchase the mobile home from Judith have been trying to raise awareness for what is going on.

In Santa Cruz County, if the owner of a mobile home leaves and does not occupy the mobile home, the space loses rent control. When a person cannot sell a mobile home, they are stuck unless the park owner buys it. This would exempt the home from rent control.

Judith was unable to buy her dream home in Oregon because she was not able to sell her mobile home. She feels like she is being held hostage in the Blue & Gold Mobile Home Park because she is being stopped by an unreasonable demand of an 850 credit score! Other sellers in the Blue & Gold Star Mobile Home Park could be affected by being required to sell to a prospective buyer with the qualifications of an 850 credit score or higher. This could have an affect on mobile home parks as a whole where it could bring the equity of the homes down, especially if the people begin to believe that some kind of a conversion process is going on.

Article by Lori Ann Day (Buyer)

This & That

THE BIRTH OF A MAGAZINE

It didn't take weeks, months or years. The birth of Mobilehome Magazine - San Jose happened in just 20 hours. Aware that Winchester Rancho residents had an immediate need, I emailed Winchester Ranch resident Phyllis Tripp suggesting what I could do to help residents organize San Jose. She discussed my offer with a few of her friends and neighbors, and the magazine was born! At that point we had to work quickly to develop a distribution network and in only a few short days we had enough contacts in San Jose MH parks to start the new magazine in November! Wow, I've been trying on my own to get into San Jose for over a year, and with a little help it happened! SUCCESS!

OUR ADVERTISERS

Our advertisers are taking a chance on us because we are a relatively new magazine without a fully developed distribution network. Advertisers don't really know what to expect. And we understand you, our readers, are just getting to know us.

A couple advertisers have complained that they are not receiving many calls from their ads, and this means they are not getting customers. As a consequence, we stand to lose their advertising dollars and without advertising dollars, there will be no MHMag.

This is what we suggest: a) If you need insurance, or a roof on your home, or termite services, or other services, please use the companies that support MHMag. b) If you have a company that you would recommend, call us. Also call them and suggest they consider advertising in MHMag because MHMag is important to you. Your call means a lot! c) Even if you don't need anything today, call our advertisers and let them know you appreciate their support of MHMag.

MOBILEHOME MAGAZINE ONLINE

Our website is www.mobilehomemagazine.org. We post every magazine online. The Home Page has all the California editions, and the Local Page has all the local editions.

RUMOR ABOUT MOBILEHOME MAGAZINE

Recently we received an anonymous note as follows:

"When you 'make up' with GSMOL, I will subscribe. We need a United Front!"

Just to set the record straight, we have worked with GSMOL though-out the years, when GSMOL requested

our help. In 2009, GSMOL invited COMO-CAL, and other groups, to participate in three summits. COMO-CAL attended all three, even hosting the third in Chatsworth. At the second summit, we suggested combining the resources and expertise of all groups, to form one group. This met with wide spread excitement; however a month later the GSMOL BOD rejected the plan.

Also in 2009, we invited several groups, including GSMOL, to two "brainstorming sessions." The photo above shows several groups were represented, including GSMOL



(Jim Burr), MHOC, and COMO-CAL.

We have distributed thousands of post cards at our own expense in support of GSMOL's legislation.

Recently we reached out to the new GSMOL president, Mary Jo Baretich, asking her to meet. In April 2013 we sent the GSMOL Board of Directors a letter asking to work together. See June & October MHMag for details.

Rumors only hurt our efforts to unite. The writer of the note has not taken the time to really read what we have been publishing about GSMOL & MHMag the last several months. In fact, we believe he/she has it backward, he/she should be writing to GSMOL saying

"When you 'make up' with Mobilehome Magazine, I will become a GSMOL member. We need a United Front."

Ultimately we feel politics hurts any effort to UNITE. A good example is what is happening in Washington D.C. with grid lock at the Capital. If everyone focused on how best to serve mobilehome owners, we would accomplish much more. Mobilehome Magazine is willing and able to work with any organization. We have lots of ideas and a network to reach tens of thousands of mobilehome owners. Working together is our only option and we re more than happy to do our share.

I Get It by Frank Wodley, Publisher MHMag

When you were in the process to purchase your mobile/manufactured home, you probably were excited and feeling good about your decision. Perhaps you were downsizing from a large, stick built home and the kids were gone. Or perhaps you were like many of us, you just couldn't afford anything but a mobilehome.

The choice seemed perfect. The mobilehome was in a park that was well kept. The manager seemed nice. And the price was certainly alluring. No more property taxes, or big yards to keep up. And the park had some nice amenities like a pool and clubhouse. What a nice way to enjoy a "community" atmosphere.

Of course all you knew about life in a mobilehome park was what you imagined it would be like or you could see for yourself and what the manager or seller told you. You did receive a lot of paperwork, with some "alerts" in bold type. Management even suggested that you have your attorney look over the contracts, but of course you don't have an attorney or the money. And hey, this is a nice park, and what can happen or go wrong?

Little did we know what we were getting into. We just wanted to leave in peace and quiet, enjoying what years we had left, perhaps tending to our garden or making short trips to scenic places, or enjoying our grand kids.

I get it because that was me also. I moved into Chatsworth Mobile Home Park about 15 years ago and even before I signed on the dotted line I was having some issues. The manager didn't like my sales agent and we had a tough time qualifying to live there. But it finally happened. Shortly after that we received our first seven day notice for weeds in our front yard. But I couldn't figure it out because we don't have a front yard!

It was downhill from there. I can't count how many confrontations I had with the manager and how many seven day notices I received. Finally, after three or four years I started looking for some help. I found GSMOL. A resident in another park suggested that I send out flyers and organize, but I felt that would only bring the manager down

on me more. I was afraid. After another year, someone invited a GSMOL representative to come to our park and speak. Shortly after that our chapter restarted; however to our dismay the leaders were all pro-management. They gave us incorrect phone numbers and didn't do anything for one whole year!

I'm not sure why they gave up their power, but a year later the leadership positions were up for a vote. As usual, no one wanted to run. My friends and neighbors convinced me to run for president, although I said I was a "behind the scenes type of person" and of course I was elected because no one wanted the job. Laugh out loud The rest is history.

Why am I so long winded? What am I trying to say? I'm trying to say I get it. I've been there.. I've been afraid. I've been frustrated. And I had no knowledge about any protections I might have as a resident. I just wanted to have my peace and quiet. I never expected what has transpired over the last 15 years. NEVER!

This is my point. All of us were naïve when we moved into our park. We all had high expectations for a peaceful, simple life. We certainly didn't expect all the challenges we would face. But the challenges are real. We all lose if we are not aware and take the time to deal with issues. I've written many times "**when we live on land owned by someone else, we are vulnerable.**" Just ask the residents in Winchester Ranch in San Jose. Or residents at DeAnza in Santa Cruz. Or thousands of others around the state.

BOTTOM LINE

So what's the bottom line? You can let someone else do the organizing and learn how to protect themselves. You can sit back in your easy chair and do nothing. You can be afraid. You can be apathetic or complacent. But ultimately you will lose. You will lose thousands of dollars in equity, and you will lose your rights. If everyone just spend an hour or two a month, park owners wouldn't be able to break the law. It's up to YOU, no one else.

WHAT CAN YOU DO?

Read the article on the next page: "How to resolve issues in MH Parks". It is good advice! Still stuck? Call me at 800-929-6061 or email me at fawodley@yahoo.com.



How to Resolve Issues in MH Parks

We get a lot of calls regarding various issues residents encounter in their parks. Remember, enforcement of the law is up to you. We will assist you but we simply do not have the time or resources to resolve issues for you. Before you call, write or email us, please work through the following plan:

WANT A QUICK INTERPRETATION OF THE LAW? CONSULT THE FAQ HANDBOOK

Your first line of defense against many issues is the Frequently Asked Questions & Answers **Handbook** sold through Mobilehome Magazine. To order, simply fill out the application on page 19 (all info kept confidential) and send it in with a check for \$6 made out to Mobilehome Magazine.

Keep in mind that the 36 page Handbook, although published by Mobilehome Magazine (COMO-CAL), was compiled by the Senate Select Committee in Sacramento. You can trust their interpretation of the Mobilehome Residency Law (MRL). The **Handbook** gives easy to understand answers (about 60 total) to many of the most often heard questions. Here are just a few:

- *What can residents do about managers who intimidate and harass?*
- *Is there financial assistance available to me to correct code violations in my home?*
- *Is management allowed to restrict parking and even have residents cars towed?*
- *Can the park prevent me from subleasing my home?*
- *Is it legal for our all-age park to change back to a senior only park?*
- *Do mobilehome park rules prevail over state law?*

You can easily see the value of the Handbook. It is well worth the \$6 price and it supports Mobilehome Magazine at the same time.

READ MOBILEHOME MAGAZINE

We have been publishing Mobilehome Magazine for over two years. If you have a computer go to www.mobilehome-magazine.org to access all the magazines we have published. There is a wealth of information to be found.

Now you can even access LOCAL magazines from other areas in California to find out what's happening there.

We will soon have a list of articles you can purchase from us that might help answer some of your questions.

FORM AN HOA

Two heads are better than one, but a Home Owners Association (HOA) is really the way to go. They require three residents to get started and Mobilehome Magazine can help.

HELP US START A COMMUNITY MAGAZINE

Q. What's better than a HOA?

A. Several parks networked together to form a mobilehome community. How can this be accomplished? Simply by helping us form a distribution network in your area. We already have local magazines in Orange County, Sonoma/Santa Rosa, Oceanside/San Marcos/Escondido and San Diego. You can have your own magazine in your area. Simply call us for details.

ARCHIVED ARTICLES

We are excited to announce we now offer articles that have been published over the years by COMO-CAL and Mobilehome Magazine. You can call or email us for the list which represents all important articles printed in Mobilehome Magazine over the last two years. All are relevant to today's problems.

You can receive one or all of these articles at nominal cost by writing us, emailing us or calling us. Do you have an issue not covered by the list? Let us know and we may write about it. (800-929-6061 or fawodley@yahoo.com.)



Free Advertising

Yes, you read correctly. For a limited time Mobilehome Magazine is offering FREE ADVERTISING to any local business that serves mobilehome owners. Whether you are a real estate agent, plumber, painter, handyman, contractor, dentist, doctor, pharmacist, grocery store, auto mechanic, or whatever. You can get your free ad simply by sending us your business cards (2). Mail to P.O. Box 3774, Chatsworth, CA. 91313. Then look for your ad in the next MHMag.

WHY ARE WE OFFERING FREE ADVERTISING?

We know our readers want to see local business in our magazine, especially those businesses used by their friends and neighbors. And we want to introduce Mobilehome Magazine to the local business community. This is our way of saying "Hi, we now reach 5,000 households in your area and you should think about advertising in our magazine."

SEND US BUSINESS CARDS

Often times you receive business cards from local businesses you use and trust. Or businesses will pin their business cards to the park bulletin board. We want to reward these businesses by giving them a free ad in the magazine. We ask you to mail us their business cards, or if you don't have a business card, let us know the business name and we will contact them. If they say sure, I'd love to get a free ad, it's a done deal. You can also hand local businesses a magazine, just to introduce them to us.

WIN-WIN-WIN

This is a win-win-win. The local business wins by getting a free ad, our readers win by seeing local businesses others know and trust and Mobilehome Magazine wins when businesses know about the benefits of advertising in our magazine.

FREE ADVERTISING!

Do you serve mobile/manufactured homeowners? Are you a real estate agent, plumber, painter, handyman, or contractor?

Do you provide goods or services to seniors? Do you target mobilehome owners with your advertising? Our rates are the lowest in California? About 70% lower than a post card. Try Us!

Send your business card to
Mobilehome Magazine
 P.O. Box 3774
 Chatsworth, CA 91313
 or email to
frank@mobilehomemagazine.org
 and we will give you one
 free ad in the magazine.
 No obligation.



INVEST IN PEACE AND QUIET

- Eliminate unwanted noise inside and outside of your house
- Make your home more energy-efficient
- Take advantage of our top-of-the-line soundproofing materials and large on-hand inventory

SUPER SOUNDPROOFING

455 East Carmel Street, San Marcos, CA 92078
sales@soundproofing.org, www.soundproofing.org

TOLL-FREE: (888) 942-7723

Order Form for FAQ Handbook

The FAQ Handbook, described on the previous page is a “must have.” Ordering is simple. Just fill out the form below and send it with a check made out to “Mobilehome Magazine.” We will mail your Handbook within 24 hours of receipt of your order.

SUPPORT MHMAG

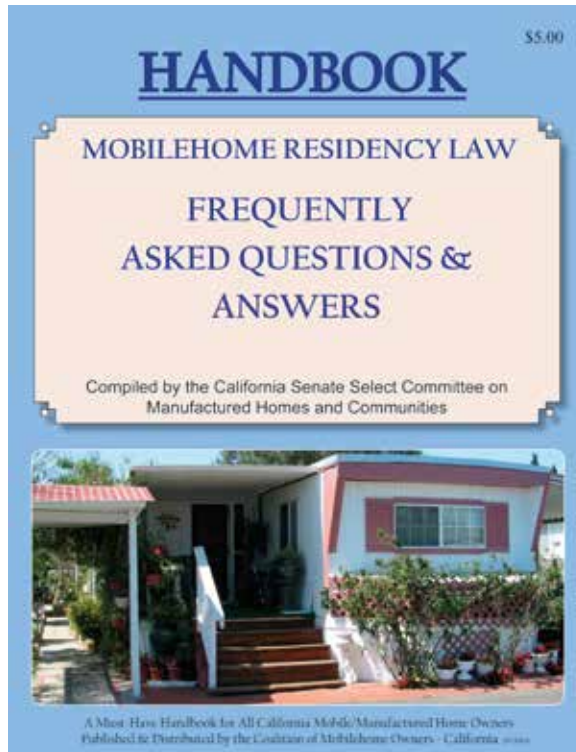
There are several ways you can support Mobilehome Magazine.

a. Distribute in your park.

It is a big help when you volunteer to distribute MHMag in your park. Remember the law allows the distribution of the magazine in your park, but only by a park resident. We will pay anyone volunteering to distribute in their park 5 cents per copy.

b. Write an article.

Remember, this is your magazine. Please step up and write an article of interest to other mobilehome owners - what's



happening in your park, successes you may have had, etc.

c. Please donate. We publish MHM on a “shoestring” budget. To date we have distributed 140,000 magazines. We appreciate any donations you might send our way and please know 100% of all donations go to support our efforts to educate and inform California mobilehome owners.

d. Send us your email address. We soon will have an email network in California to link residents.

e. Email or write us. Tell us how we can improve MHMag. What kind of articles would you like to see? And we appreciate your feedback.

f. Above all, please read Mobilehome Magazine and educate yourself. You need to know the basics and where to go to get assistance. We will continue providing you up to date, accurate information.

THANK YOU FOR YOUR SUPPORT!

Order / Donation Form (PLEASE PRINT)

NAME: _____ Date _____

MAILING ADDRESS: _____ E-MAIL: _____

SPACE # _____ CITY: _____ STATE: CA. ZIP: _____

PARK NAME: _____ PHONE #: _____

I'll deliver magazines in my park. There are _____ spaces.

Donation Amount: \$ _____

FAQ Handbook: \$6.00 (delivered to you by first class mail)

Thank You! Your donation helps us continue our work!

INCLUDE CHECK OR MONEY ORDER PAYABLE TO “Mobilehome Magazine”

MAIL TO: Mobilehome Magazine, P.O. BOX 3774, CHATSWORTH, CA. 91313-3774

THANK YOU FOR SUPPORTING MOBILEHOME MAGAZINE

12/13

MOBILE HOME INSURANCE *Low RATES!* LOCAL SERVICE!

VISA
MASTERCARD
DISCOVER
PAYMENT PLANS

Se Habla Espanol!

**DISCOUNT for Combining
Mobile Home and AUTO
Insurance!**

- | | | |
|---|---|---|
| <input type="checkbox"/> Fire | <input type="checkbox"/> Replacement Cost Mobile Home | |
| <input type="checkbox"/> Wind | <input type="checkbox"/> Replacement Cost Contents | |
| <input type="checkbox"/> Liability | <input type="checkbox"/> Falling Objects | <input type="checkbox"/> Workers' Comp. |
| <input type="checkbox"/> Tornado | <input type="checkbox"/> Lightning | <input type="checkbox"/> Theft |
| <input type="checkbox"/> Smoke Damage | <input type="checkbox"/> Water Damage | <input type="checkbox"/> Explosion |
| <input type="checkbox"/> Medical Payments | <input type="checkbox"/> Vandalism | <input type="checkbox"/> Hail |

Coverage available to \$400,000!

YOUR CHOICE:

NEW
Low Cost
FLOOD INSURANCE

- **Replacement Cost Mobile Home**
- **Stated Value Coverage**
- **Cash Value Coverage**
- **Discounts for Home and AUTO**

Hughes West-Brook is your Mobile Home Insurance Specialist.

With us, Mobilehome insurance isn't a sideline. It's all we do. Give us a call!

HUGHES WEST-BROOK

Fountain Valley, California

(800) 660-0204

www.hwbins.com

sales@hwbins.com

HWB

Insuring your home for
40 Years

Family Owned Since 1973