

# Mobilehome Magazine

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## In this Issue:

The Ins-n-Outs of Homeowner's Insurance

MHP Forced Condo Conversions

Providing Water to Mobilehome Parks

More Philosophy of a Park Manager

Voice Your Opinion - Take Our Survey

Big Changes Coming to MHMag

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## FROM THE EDITOR



## Big Changes Coming

Although MHMag is in its second year of publication (actually we have been providing m/h owners information and assistance now for eight years - seven of them as COMO-CAL), you may be getting this issue for the first time. This Complimentary issue is on us. Please read about MHMag on page 4 and support us by subscribing, donating and volunteering to deliver MHMag to your friends and neighbors. ( Info: See Pages 18,19 & 21).

We continue to distribute in the San Fernando Valley (as we have for the last year), and this issue will include the San Gabriel and North Orange County areas. Of course it will be mailed to all our readers who have subscribed.

Beginning January 2013 we will publish monthly; therefore subscription rates have increased to \$15/12 issues. Still a bargain at \$1.25/copy! And we, with your help, may be offering a weekly SKYPE conference call to answer your questions and further assist you.

Scott Wilson of Weibel Insurance writes about making smart decisions when it comes to insurance and some things to watch for. Check it out on page 5. It is interesting!

One issue that keeps cropping up is the "distribution of literature" in mobilehome parks (pages 6-7). This is a very basic right. It is YOUR RIGHT! But sometimes you have to fight your management to distribute. Read the article and if your manager is reluctant to allow you to distribute information, show them the article. Perhaps it will change their mind. One more step in protecting your rights!

Ed Hicks, who is in the business of selling manufactured homes, writes an "idealistic" view why he chose the mobilehome lifestyle (pages 8-9). Unfortunately this is not reality in many parks here in California.

Forced condo conversions began over 10 years ago and many parks in California face the threat. None yet in the San Fernando Valley however. Bob Slagle's article (see page 10-12) is extremely well written and will help you understand this threat.

My park manager Melody continues to write her "philosophy" of a good park manager (page 13). Her article last issue was well received and in fact some residents showed the article to their management and owner in an effort to improve relations between management and residents. Thank you Melody and welcome to our team.

Donna Matthew's continues her articles (page 14-15). Anyone that has WATER issues should read Donna's article carefully.

Do you have an idea for a future article or want to write an article for MHMag? Please let us know. Have a comment about something you have read in MHMag, send a letter to the editor.

Thanks for reading!

*Frank A. Wodley,*  
Editor & Publisher

## Mobilehome Magazine

*Serving the Mobile/Manufactured Home  
Community in California*

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# TABLE OF CONTENTS

From the Editor: Big Changes Coming . . . . .	3
Mobilehome Magazine Contact Information . . . . .	3
What is Mobilehome Magazine? . . . . .	4
Table of Contents . . . . .	4
The In-n-Out of Homeowner’s Insurance . . . . .	5
Distribution of Literature in Mobilehome Parks - It’s Our Right! . . . . .	6-7
Why We Chose The Mobilehome Lifestyle. . . . .	8-9
Mobilehome Park Forced Condo Conversions.. . . . .	10-12
More from Melody (Chatsworth MHP Manger) on Philosophy . . . . .	13
Providing Water to Mobilehome Parks by Donna Matthews . . . . .	14-15
Tips & Suggestions . . . . .	15
Dedicated to Those Advocating for You . . . . .	16
Survey - Voice Your Opinion. . . . .	17
4 Ways to Guarantee Delivery of MHMag to YOU . . . . .	18
FAQ Handbook - A Must Have . . . . .	19
Volunteer to Distribute / MHMag Updates - Choose a Name . . . . .	19
Why Mobilehome Magazine is IMPORTANT TO YOU . . . . .	21
Mobilehome Magazine This and That . . . . .	22
Business Directory - Find a business . . . . .	23

## What is Mobilehome Magazine?

MHMag is published exclusively for owners of mobile/manufactured homes in California. First published September 2011, 5,000 - 6,000 copies are distributed every other month primarily in the Los Angeles area; however we are hoping soon to expand into other areas of Southern California.

MHMag is the dream project of the Founder and President of COMO-CAL. There are other “magazines” in California; however they are often the voice of park owners and managers. Residents in rental parks are often vulnerable to unscrupulous park owners. They need more. They need honest, accurate information and they need to know they are not alone, and someone cares about them. MHMag is a source of important information to assist residents in protecting their lifestyle and investment.

MHMag continues the tradition of COMO-CAL’s THE VOICE, rated as the best, most informative newsletter in California. In our latest web site poll ([www.mobilehomemagazine.org](http://www.mobilehomemagazine.org)), 80% of our

readers rated MHMag as “terrific.” You will too!

There are four ways you can guarantee getting MHMag: a) Subscribe by filling out the Subscription Application (page 18) & sending us a check for \$15, b) Send us no money, only a note saying your can’t afford the \$15 right now but would like to receive the magazine. c) Volunteer to distribute magazines in your park (see page 19) or d) Order magazines for your park (see page 21).

Don’t go it alone. Be informed. Team up with us and together we will make a difference.

Remember, supporting not only helps yourself but your friends and neighbors. And supporting helps us expand into other areas of California. Soon we may cover the whole state. That would be WONDERFUL!

Note: If you live in the San Fernando Valley, you must now subscribe to continue getting MHMag. No more free ride. We hope you do it TODAY.

# The In-n-out of Homeowner's Insurance

Every year around the same time I get a terrific little bill for Homeowners insurance in the mail. With one eye open I take a peak at the premium for this coming year. Shortly after that it's time to locate the amount of coverage on my home. I'm willing to bet my reaction is the same as yours ... "The value of my home has gone down and the insurance company wants more money" and boy am I excited to write them another check!

Now is a good time to contact your insurance agent to get the in-n-out on your mobile home policy. Look for a comprehensive policy that will do the job at an affordable price. Insurance policies are not all created equal and need to be reviewed by you and your agent for maximum value.

First on our short list of things to look at on your homeowners policy should be the amount of coverage and the type of coverage you have. As a rule replacement coverage means "new for old" and in the event of a total loss the goal is to buy you a brand new home and have it installed in your existing location. Actual cash value (ACV) is subject to depreciation and other conditions at the time of loss, meaning you can't be entirely sure of what you will get when you need it most. The problem you can run into is not having enough coverage to pay the cost of the new home and being short of 80% of that cost at the time of loss. If you are not within 80% of the actual replacement cost at the time of loss your coverage will fall to "ACV" or what used home around you are selling for and as we all know that can be a low number. Hopefully you have replacement coverage instead of actual cash value (ACV) and enough coverage to do the job. Your agent should do a "cost estimator" to be sure your coverage level is correct.

Next let's focus on all of your "stuff", that is to say all the things you have in your home. Again we need to look at replacement vs. ACV. Without adding a replacement endorsement to your personal property all of your "stuff" is subject to depreciation. Make sure the limit for personal property is enough, make sure you have replacement, and let your agent know about any unique items you want specific coverage on. It's a great idea to take a Sunday afternoon to catalog most of your stuff and take pictures. If your home ever burns down you will be very glad you took the time to do this.

We live in California and we've all heard how the

big one is coming so let's go over earthquake coverage. The first consideration is obviously price. A good agent will find you the best deal and try to combine your earthquake and homeowners insurance. After the premium shock we need to understand what the limits are and what we can expect from the company. You will find that your deductible will either be 10% or 15%. This deductible applies to your home and your personal property and is a percentage of the amount of coverage. Standard earthquake coverage will also reduce your personal property and loss of use to \$5,000 and \$1,500 respectively.

The list of optional endorsements and coverage's is long and I can't possibly address them all this time. Each company builds their homeowners policy slightly different and these can require changes by your agent to make them worth their salt. A good insurance term to remember is "HO-3" which essentially means a comprehensive form.

The important thing is to have an agent that knows mobile homes and that will go the extra mile to stretch your hard earned dollars while not compromising the coverage you may depend on should that rainy day happen. Call your agent and remember we are here to look out for you and to guide you to quality coverage at an affordable price.

Scott Wilson lic#oc53493

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**Editor's Note:** We at Mobilehome Magazine are fortunate to have experts in the "trades" write articles of interest for our readers.

Regarding the topic of the above article, namely insurance, I personally know very little about insurance (Thanks Scott for the information) - I just write a check every year and have NO IDEA what would happen if my home and property were damaged or lost in a fire, flood or earthquake. Scott's article is a wake up call to me to be more pro-active and learn a few things. In fact I plan to call Scott and I'm sure he will be happy to spend some time with me, whether or not he gets my business.

Please consider all our advertisers as your friends, they are there ready to help you and give you advice. If for any reason you have a "not-so-good" experience with an advertiser, please let us know. We are there to help you.

## Distribution of Literature in MH Parks - It's Our Right!

Although this may seem like a frivolous issue, believe me "Distribution of Information" is at the very foundation of the tenant-landlord relationship. Many park owners do not want an exchange of information by residents or advocates. Take the Mobilehome Residency Law (MRL). Prior to January 2011 all parks were required to give a copy to all residents. Today you must ask management for a copy. Did you?

Most park owners want management to be the only voice in the park. Don't get me wrong, there are some excellent managers who manage well and know the law. But in my experience, most managers don't know the law, and are poor managers. And often they are new to their job because of frequent turn-over.

### WHY THIS ISSUE AT THIS TIME

Postage is a big portion of the total cost (upwards of \$2,000 per issue, that's about 34 cents a magazine) to get the magazine to you.

In order to save, MHMag is being hand distributed in many parks. To that end, I've personally called many managers of parks in the San Fernando Valley, Simi Valley, Santa Clarita and Canyon Country. My question: "What is your policy regarding distribution of literature in your park." Many answer "I don't know," or "we don't allow solicitation" or "the tubes are for park use only"... Some say "sure, in fact we have a residents organization in the park and they distribute information to residents."

### NO SOLICITATION -THE PARK OWNER'S STRATEGY TO STOP LEGAL DISTRIBUTION OF INFORMATION

The first thing you see when driving into many mobilehome parks is a sign saying "solicitation prohibited." In criminal law, solicitation most commonly refers to either the act of offering goods or services, or the act of attempting to purchase such goods or services.

Do you think your park owner is really concerned about someone coming into the park and "soliciting?" Many parks have signs: "Private Property - No Trespassing" Shouldn't that be enough? Many park owners use "no solicitation" to stop the LEGAL distribution of information by advocates and residents. Why? Because they are afraid residents will begin to understand their rights and NOT ACCEPT everything management does or says.

Of course no one wants someone coming to their door selling something. But residents have a right to receive honest, accurate information about mobilehome life

### FREEDOM OF SPEECH

Freedom of speech is the right to communicate one's ideas via speech (written or verbal) guaranteed by the first amendment, which prohibits abridging the freedom of speech, infringing on the freedom of the press, or interfering with the right to peaceably assemble.

In California, your right to "freedom of speech" is guaranteed by a provision in The Mobilehome Residency Law (798.51 (a)3) as follows: (a) No provision contained in any mobilehome park rental agreement, rule, or regulation shall deny or prohibit the right of any homeowner or resident in the park to do any of the following: (3) Canvass and petition homeowners and residents for noncommercial purposes relating to mobilehome living, election to public office, or the initiative, referendum, or recall processes, at reasonable hours and in a reasonable manner, including the distribution or circulation of information.



### PUBLICATIONS IN MOBILEHOME PARKS

Many parks have a newsletter, either published by a HOA, recreational committee or the like. Many have advertising from local businesses. One magazine (Mobile Home Park Magazine - color cover with black and white pages) goes into over 600 parks, with between 35-50% advertising.

All of these publications are distributed, usually without management interference. Why doesn't management cite "no solicitation" in these cases? It is simple. Most are not about residents rights. In fact most are written by park management and used as the "Park" newsletter. Bottom line: it's not about advertising, it's about CONTENT.

## DISTRIBUTION OF MOBILEHOME MAGAZINE

As with its predecessor THE VOICE, MHMag provides valuable information to owners of mobile/manufactured homes. The magazine is FREE (yes we do ask for subscriptions to support our efforts, but a subscription is optional). We are not a SOLICITATION and are really no different from the publications mentioned above. We do not attack specific owners or parks, but we do point out issues in parks - the right of any resident!



### PARK OWNERS AND MANAGERS NEED INFORMATION

Just like residents, park owners and managers don't understand the laws governing mobilehome parks. Managers and owners need good information too. In fact COMO-CAL sent out a flyer to about 2,000 park managers explaining the Handbook of Frequently Asked Questions. One park purchased the handbook for all their residents, and many managers purchased the Handbook for themselves.

Good information in the hands of managers and residents helps prevent future problems and issues. In fact many managers subscribe to

MHMag and my manager, Melody, writes for the magazine.

### RECENT DEVELOPMENTS

Management in the following parks allows the distribution of MHMag: Bermuda MHP, Canoga Mobile Estates, Chatsworth MHP, Eton MHP, Kona Kai, Riviera MHP, Reseda, Sunburst and a few more. We thank you all.

The management in one park, namely Indian Hills, volunteered to pass out MHMag. To that end, we delivered two boxes of 150 magazines each for two different months. We noticed that residents were not responding; therefore we called management. We were told they didn't have time. Subsequently I wrote management asking to pick up the magazines. No reply. Bottom line, management didn't distribute the magazines as promised and wouldn't respond to my letters. Such a shame! So much for coopera-

tion. By the way, residents in Indian Hills have just gotten a \$55 per month increase resulting from a pass-through. I'm sure many will have to move as a consequence. Did I mention, Star Management employs the managers in Indian Hills, a company (in my opinion) not a friend of mobilehome owners. Star just lost a rather large lawsuit at Mountain View MHP in West Hills.

Recently the manager in Vallecito in Thousand Oaks called me complaining that MHMag was put in the park tubes which was against the Rules and Regulations of the park. Further the manager said solicitation is not allowed. Fortunately I know Bill Schweinforth, the head of Vedder Communities. I emailed him and resolved the problem. Residents can distribute the magazine, just not in park tubes, i.e. they can leave them on resident's porches. Thanks Mr. Schweinforth for your assistance.

### HOW CAN YOU HELP US HELP YOU

First of all, check with your manager to determine their "policy" regarding the distribution of literature. If they say okay, terrific! If they say NO distribution, make a copy of this article and hand it to them. If they still say NO, call me and I'll try to help. Perhaps a letter from an attorney will change their mind.

Secondly, volunteer to distribute the magazine in your park. It only takes a few minutes and I'm sure your friends and neighbors would welcome it.

### A TEAM EFFORT

Freedom of speech is a 1st amendment right. Unfortunately we must all be vigilant. If our rights are being denied, we must fight to preserve them. Change takes a team effort. Each of us doing a little.

### YOUR EFFORT BENEFITS ALL

When you help yourself, you are also helping all mobile/manufactured home owners. For instance, when you subscribe to MHMag, your subscription helps us print more copies and distribute to more folks around California. There is much to be done, but we are on the right road.

Thank You!

Frank Wodley,  
Editor/Publisher/Reporter  
Mobilehome Magazine

## Why We Chose The M/H Lifestyle by Edward Hicks



I am sure, many of us when growing up never thought that as our made our way through life's slings and arrows, that we would end up living in a "trailer park" as youngsters we called them. Now that we have matured, and have chosen this lifestyle over others, it's important to look back and consider the reasons.

I learned much about the quality construction standards of the industry when I first owned and operated manufactured/modular home sales outlets on the California Central West Coast, and later became the Sales Manager for two different factories, one in Southern California, and the other in Northern Oregon.

Still, negative views of m/h living in Land Lease Communities persist in the minds of many uninformed citizens. Myths such as: home value depreciation, neighborhood blight, lower income families, criminals as residents, subject to damage more easily due to fire, strong winds, and earthquakes, continue to abound.

As "empty nesters, my wife and I chose a HUD Code manufactured home in a land lease community, (smugly to those skeptics), for many reasons:

**Value:** the cost per sq.ft. of living space for even the higher quality factory built HUD code homes including all appliances, floor and window coverings, built in woodwork, (but without the homesite) at from \$30 to \$35 per sq.ft. is still substantially lower than for site built homes. We get a lot of built in features for which If we bought a site built home, we would have had to pay for after the purchase. Items such as carpets, drapes, blinds, curtains, refrigerators, ceiling fans, etc.

**Maintenance:** our home is smaller now because we have no kids at home any more (only a couple of independent little Yorkies). It is much easier to clean, and maintain, and community management takes care of our yard with regular mowing, weed eating, and fertilizing. No lawn mowers, rakes, or gasoline and oil to store and maintain.

**Homesite:** rather than pay for the homesite at the time of initial purchase, we "lease" our homesite each month under the terms of our communities "lifetime guaranteed lease". It really lowers the overall

cost, which makes the purchase more attractive. And we get the use of a beautiful heated swimming pool, a community center, and access to a private dock on the areas largest fresh water lake, all at no additional monthly cost to operate or use.

**Operating Expense:** our utility bills have dropped to 1/3 of their previous average, and we now have natural gas for our water heater and in our kitchen.

**Taxes:** Where we live, we don't pay property taxes on our home, but only a small yearly license fee, which is based on the length of our units (we have a double section home), and we pay a small ad valorem tax on our accessory carport and screened in patio area. With our homestead exemption, our taxes are only 20% of what they were when we lived in a site built home.

**Resident Screening:** our community manager screens all new resident applicants for any indications of serious financial irresponsibility or serious criminal backgrounds, and rejects them for cause. We never have to worry about who is moving in next door.

**Community Management:** management monitors all resident's adherence to their lease agreement and it's guidelines for living, and if repeatedly violated may initiate eviction of the residents and their home. It doesn't take an attorney who is paid handsome fees to get a court ordered eviction, and an eventual judgement.

**Derelict Homes:** management has the right to evict any home which falls into disrepair either due to neglect by the resident, non-occupancy as the result of foreclosure, or other reasons. Abandoned homes will not depreciate our homes value, nor harbor vermin and other pests due to neglect. If necessary the mortgage lender will be held responsible.

**Resale Value:** when we purchased our quality factory built home in a well maintained, efficiently managed community, we anticipated that our home will appreciate at a rate equal to, or often higher than neighboring site built homes. Who said site built homes always appreciate, and manufactured homes always depreciate?

**Informality:** it is said that one of the biggest differences between residents of a LLCcommunity and a site built one or a condominium HOA meeting is the necktie! You will often find them being worn by homeowners at meetings of site built housing, but rarely in a MH LLCcommunity.

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Security: We seem to be a lot more neighborly, and that's probably why statistically, there are fewer burglaries in LLCommunities than in site built sub-divisions or condominiums. Everyone waves at us when we drive through. We're real friendly with each other, it's a kind of a small town atmosphere. Sure there are differences, but we seem to be a lot more cohesive and homogenous than those in site built housing, where for the past 20 years, we hardly knew our neighbors.

Away from home: when leaving our home for travel, even for longer periods of time, we don't worry about break-ins or squatters, since not only do our neighbors keep a watch on our home, but community management does also. We guess anything can happen, but with the new Internet security systems which we can access from our hotel room in Barcelona, Buenos Aires, or even Istanbul, our feel confident our belongings are

protected.

Well there you have it.

We are not a low income couple, and we are not criminals. We enjoy our Luxury lifestyle in our modest sized, high quality, easy to maintain home, on our long term guaranteed leased homesite, with our friendly neighbors, in a high quality, professionally managed LLCommunity, with a heated swimming pool, community center, and private boat docks on a large lake, and are willing to share our story with all skeptics

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# MHP Forced Condo Conversions

Editor's Note: Many parks across California face "forced condo conversions," a park owner strategy to break rent control and have residents purchase spaces at greatly inflated prices. This all came about through legislation introduced in the late 1990's intended to help residents. Unfortunately it "backfired" and now resident's groups have had to spend countless time and money to fight these efforts. Bob Slagle does an excellent job presenting the facts. We appreciate his efforts on behalf of residents all over California and are proud to publish his article in MHMag. Should you have questions or comments, we are happy to pass them along to Mr. Slagle.

-----  
August 25, 2012 Article by Bob Slagle

In the early 1990's, a rather eccentric real estate investor purchased the El Dorado mobilehome park in Palm Springs.

Because mobilehomes are not "trailers" to be hooked up and towed by vehicles and are not really moveable once they are positioned on a site, they are more accurately referred to today as "manufactured homes." And that's what they are, very well designed and constructed homes that provide an efficient, safe and comfortable lifestyle – and in some cases even an 'elegant' lifestyle, all of which defies the use of the enduring phrase "trailer trash." Here the term mobilehome is used because of its more common understanding by the general public and because it is still used in most government legal codes and documentation.

The El Dorado park is centrally located at the east end of the City of Palm Springs with its entrance on the main thoroughfare (Palm Canyon Drive/ State Highway 111) that passes through the desert resort cities of the Coachella Valley. It is bordered on three sides by shopping centers and commercial developments. The park was developed as a retirement country club community in the early 1970's. It consists mostly of double-wide, pre-1976 manufactured homes. (Mobilehomes manufactured before June of 1976 do not meet the more stringent government specifications adopted at that time, which puts them in an inferior category when it comes to financing and other issues.)

The purchase of the park was highly leveraged using creative financing and a surprisingly low

down payment. The investor was obviously trying to maximize the return on his minimal investment to an outrageous amount by employing the residential income property investment principle generally followed by apartment investors. Although, a mobilehome park is an entirely different animal, the park owner immediately set out to increase the space rents, which would have a multiplier effect on the total value of the property. He ran into heated opposition from the residents, the City and the community in general. His lawyers vigorously challenged the voter-approved rent control ordinance and he finally had to comply with its provisions.

In seeking ways around the rent control law, the park owner's lawyers discovered a way to highjack the state subdivision code that was created to encourage and assist residents in purchasing their parks, to own the land under their homes and to control the park's operation and maintenance. Using registration fees collected from mobilehome owners, the state also created a financing source, the Mobilehome Park Resident Ownership Program (MPROP), to support resident ownership. This too has been exploited by the lawyers in the forced-conversion process.

What a wonderful investment concept: create a subdivision with no land acquisition cost, and with no improvement, construction or financing costs, then sell the parcels at outrageous prices with virtually no sales or marketing costs to a captured market of buyers, using government subsidized loans financed by registration fees collected from mobilehome owners, and eliminating rent control along the way.

This truly must be the "land of El Dorado, where the streets are paved with gold."

Or is it a golden illusion?

El Dorado was and still is the "forced-conversion" laboratory. The conversion (subdivision) application was filed with the City in accordance with Government Code Section 66427.5, which is the subdivision code adopted to convert mobilehome parks to resident ownership. After a number of hearings, the City rejected the project on the basis it was not a legitimate conversion, but an attempt to subvert rent control. Two lawsuits were filed by the park owner's lawyers, one to compel the City to approve the project and another for "damages resulting from the City's temporary regulatory [unconstitutional]

## ...where the streets are paved with gold

taking of El Dorado's property without due process or just compensation." The superior court held in favor of the City and the lawyers for the park owner appealed. The appellate court reversed the lower court's decision, opening the door for the El Dorado landmark forced-conversion business model.

With the results of the lawsuit in hand, the lawyers set out to promote the scheme to park owners across the state explaining how it would potentially generate unheard of profits for park owners – of course, at the expense of the residents.

As it turns out, the lawyers created a highly profitable niche industry for themselves. Regardless of whether or not any park owners benefit, legal fees generated from facilitating and processing the conversions, and from the attendant legal proceedings and lawsuits involving the local agencies produces tremendous profit opportunities in billings for legal services. And the scheme forces cities and counties to pay dearly to fight the conversion dragon with taxpayer dollars. Some have been intimidated with the threats of exorbitant legal costs to such an extent they roll over and approve the subdivision applications without a battle.

Although the introductory phase at El Dorado produced substantial income, based on today's realities, the forced-conversion scheme has failed miserably. The now former park owner still receives income from the non-low-income residents that are still renting their spaces and from the low-income homeowners that are still renting, but he must pay the taxes, HOA fees and HOA special assessments on these rented spaces and on those that have been vacated (about 75 today and more coming). These are the spaces where residents abandoned their homes under the threat of rent increases, leaving vacant sand pits. None have sold. The owner's lawyers tendered an offer to the City a couple of years ago for a bulk purchase of the vacant spaces and those spaces that are still rented. The offer was totally ignored.

The residents' picture is also bleak. When the homeowners that purchased their spaces sell their homes, today's competitive market compels them to price the home and space for about the same price, or less, than they originally paid for their space, which eliminates the equity in their home. The non-low-income residents that continued to rent experienced significant rent increases, forcing many to leave. The

low-income renters have had the benefit of controlled rent increases limited by the state rent control provisions in the conversion code, but when they leave, buyers must pay the owner's fixed price for the space (competitive market pricing is not a factor), which means in today's market the homeowners lose the equity in their home, and, of course, rent control goes away. They leave with nothing. Even if the market were to improve, the former park owner could simply increase the price of the spaces and the homeowners would still have no equity in their homes.

In short, the El Dorado landmark forced-conversion experiment has not met the grandiose projections hawked by the lawyer-facilitators: certainly not for the residents and apparently not for the park owner either. But, it has provided a remarkable profit center for the lawyers. It is shameful that such a small gang of lawyers can wreak so much havoc on so many people that are just trying to live out their remaining years in modest comfort.

The appellate court in El Dorado upheld the lawyer's contention that local agencies, Cities and Counties, have no authority to deny approval of mobilehome park conversions because they are regulated exclusively by state subdivision law. The judge made a closing comment that the code should be clarified, but stated it is a legislative issue, not one for the court to deal with. In response, a bill was introduced to modify the code and give residents more say in the conversion process. An important provision was added requiring that the residents be surveyed to determine their support of the conversion.

As the result of heavy infighting, some of the final wording came out somewhat arbitrary and confusing (even to the judges in some subsequent legal proceedings).

It all boils down to the interpretation of the simple wording, "to be considered," in Subsection (d)(5) of Government Code Section 66427.5:

(d)(5) The results of the survey shall be submitted to the local agency upon the filing of the tentative or parcel map, to be considered as part of the subdivision map hearing prescribed by subdivision (e).

The phrase "to be considered" has been successfully argued in a number of court cases by the park owners' lawyers to mean that (continued on page 12)

## MHP Forced Condo Conversions - CONTINUED FROM P.11

the purpose of the survey is just to obtain information for the subdivider and has no bearing on the outcome of the conversion approval. As previously mentioned, the same lawyers have also successfully argued that cities and counties have no authority to disapprove the subdivision application, that the state has absolute discretion.

The tide may be changing.

In the Colony Cove Properties lawsuit with the City of Carson, the California Court of Appeal, Second Appellate District held in August of 2010 that all local regulation is not preempted by the state codes and the responsibilities of the local agencies are not just to administer the code.

The court further clarified that cities have the obligation under the plain reading of Government Code Section 66427.5 to "consider" the resident survey of support as part of the hearing and that "considering" is more than just receiving a survey and filing it away.

On July 10, 2012, a three-judge panel of California's Sixth District Court of Appeal favorably responded to the arguments of Santa Cruz County that they had the right, under Government Code Section 66427.5, to deny the application of the owners of Alimur Manufactured Home Park to convert from a rental park to a resident owned subdivision against the wishes of its homeowners. In the resident support survey, the homeowners had voted 97 to 2 in opposition to the conversion.

The three-judge panel did not agree with the park owner's lawyers' argument that the survey must be ignored: that the word "consider," specified in Section 66427.5, meant that they were to approve "regardless" of the survey results. One of the justices responded that such an interpretation was "ridiculous."

Unfortunately, in the Palm Springs View Estates forced-conversion appellate case, which was decided in 2010 before the above cases, the court mirrored the decision in the El Dorado landmark case, forcing the City of Palm Springs to approve the conversion. Subsequently, the State Supreme Court refused the City's petition to review the case.

Now there are at least two appellate court interpretations of Government Code Section 66427.5 in opposition to the prior appellate court rulings. The

new decisions hold that cities and counties do have the authority to disapprove forced-conversions based on the results of the resident support survey.

The fundamental purpose of the code is clearly stated in the first sentence, "a subdivision to be created from the conversion of a rental mobile-home park to resident ownership." If, for whatever reason, a strong majority of the residents indicate in the required survey that they will not purchase their spaces, what are the chances the conversion would result in resident ownership? The judges in the prior rulings must have flunked their courses in logic.

With such directly opposing views in the appellate courts, it is likely the park owners' lawyers and their trade associations will petition the California Supreme Court for a hearing and maybe even attempt a trek through the federal courts. If the lawyers have their way, their self-generating, revenue-producing program could be prolonged indefinitely.

We can only hope a majority of the higher court justices will agree with the "plain reading" of Government Code Section 66427.5 and concur with the two recent appellate court decisions. (Previous judges apparently had issues with their third-grade reading comprehension teachers as well as their logic professors.)

Perhaps, one of these days, the park owners will wake up and turn to their CPA's and investment gurus to help them make more rational business decisions so they can dump the lawyers who have been selling them "El Dorado, the land of boundless wealth," which turns out to be a "golden illusion."

---

Bob Slagle is a resident of Palm Springs View Estates MHP located adjacent to the El Dorado MHP. He was active in the residents' and the City of Palm Springs' unsuccessful efforts to prevent the forced-conversion of the park even though the resident survey showed 2/3 of the residents were against it. He maintains a website devoted mostly to mobile-home park issues and has written several papers on the subject of forced-conversions. Although the City was compelled by the appellate court decision in 2010 to approve the preliminary subdivision map for the Palm Springs View Estates conversion, to date, the park owners have not filed an application with the state to proceed.

## More Philosophy by MELODY, Chatsworth MHP Manager

I know that every park manager is different in the way they manage their park. For me, what I wrote in my last article is how I feel a manager should manage a park. That is my opinion and the way I manage Chatsworth Mobile Home Park.

Everyone has their own technique in dealing with their job and how they handle the residents. Managers have to listen and have patience and understanding when there is a problem dealing with any resident. I found that I am a people person and I do get along with people in general.

Stress is the #1 killer in the United States so remember managing a big park is a big job for any manager and their Assistants. We all get stressed out and managers are not exempt from stress. We are human to.

Dealing with people is a hard job for anyone but if you have people skills then it will be easy to take care of any type of a problem that arises.

I love working with people and I love my team that works with me. My hat goes off to both of my assistant managers for putting up with me. I know

from experience when I worked for a Dr. I said something to someone that I really cared about and I didn't realize that I was hurting her with words. The bottom line is as a manager I have to think before I speak because the words that I use might hurt that person that I am talking to. I am not too proud to say I'm sorry if I know I was wrong in my words and action.

In closing, I would love to see all the park managers and the residents getting along and being kind to each other. Try getting to know one another in your community. If they do not accept your kindness, then at least you tried.

For me, I would not give up on anyone. Show Self-Control, Kindness, patience, trust, respect, gentleness, being peaceful, sharing peace and joy with those you come in contact with in your community. Most of all show love to one another. That is what I use in my everyday life. Mahalo

*Editor's Note: Melody is Hawaiian. She is the first Chatsworth MHP manager in about 10 years to bring peace to our park. Thank you Melody.*

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## Providing Water to Mobilehome Parks by Donna Matthews

In this article I want to help clarify the requirements for providing water to mobilehome lots. Also address the laws pertaining to park water fees, and water complaints. Help homeowners understand there are other laws pertaining to supplying mobilehome park water, and water fees, other than just the Mobilehome Residency Law.

State law requires water to be provided to each lot before a home can be installed. There are three ways that mobilehome park owners can provide water: 1). The Park owner receives water through a master-meter system, from a utility company, and distributes the water to the individual lots.

2). Water is provided to each lot from a well on the park property. 3). When the park is constructed the utility company could agree to provide water to the lots and charge homeowners directly.

In each of these cases, the system for supplying water to each lot is established at the time the park is constructed, and the Park Conditional Use Permit is issued. According to the Mobilehome Parks Act, Title 25, #1328 Utility Facilities, Prior to installation of a mobilehome for human habitation or occupancy, utility facilities for the mobilehome shall be provided on the lot or site. The Mobilehome Residency Law, #798.12 "Tenancy" is the homeowner's right to the use of the site installations.

Keeping these laws in mind remember water fees, if any, were established as the terms and conditions of tenancy, in the required written agreement, MRL 798.8. That in order to have the park Permit to Operate renewed each year, the park owner has the responsibility to maintain the water installations, as per, Title 25, #1604, Responsibility (a) The owner or his designated agent of the mobilehome park shall be responsible for the safe operation and maintenance of all electrical, gas, and plumbing equipment and installations within the mobilehome park, under his or her ownership or control.

Most mobilehome parks fall under water system No 1), After installing the plumbing installations to the lots the park owner contracts with a mutual water company to supply water to a park master-meter. . The park owner receives the water from the water company at a level that will provide a sufficient differential to cover the reasonable average cost of providing the water to the homeowners. The law states the park owner can only charge the homeowners water fees at the same rate as if they were receiving the water directly from the providing company. PUC 739.5 and Measurement

Standards #4090.

Any water fee complaints can be filed with the Public Utilities Commission under, PUC 2705.5

Any person or corporation and their lessees, receivers, or trustees appointed by the court, that maintains a mobilehome park or a multiple unit residential complex and provides, or will provide, water service to users through a sub-meter service system is not a public utility and is not subject to the jurisdiction, control, or regulation of the commission if each user of the sub-meter service system is charged at THE RATE which would be applicable if the user were receiving the water directly from the water corporation.

MRL 798.38. Where management provides both master meter and sub-meter service of utilities to a homeowner, for each billing period the cost of the charges for the period shall be separately stated along with the opening and closing readings of his meter .The management shall post in a conspicuous place, the prevailing residential utilities rate as published by the serving utility

2). Park owner providing water to lots from a well on the park property. The park owner has no cost for the water provided to the lots, only a cost of a yearly Community Water System fee. If there would be a homeowner fee for water it should be listed in the rental agreement. MRL 798.8 and MRL 798.31.

In a park where the park owner was supplying well water for a monthly fee of \$15.00 decided to put in meters and charge homeowner's a meter fee, a monthly service charge and a Cu. ft. water fee the homeowner felt this was a breach of the rental agreement and a violation of mobilehome laws, so a complaint was made with the Public Utilities Commission, (PUC). The Commission opinion was that the park well water and park property were not dedicated to the public therefore not under the Commission's jurisdiction.

The homeowners met with their Representative, Steve Clute, and in January 1992 the Legislature passed a law placing park well water charge complaints under the Public Utilities Commission jurisdiction. PUC 2705.6. The Commission advised the homeowner they could file a new well water complaint under PUC 2705.6

PUC 2705.6 (a) A mobilehome park which provides water service only to its tenants from water supplies and facilities A which it owns, not otherwise dedicated to public service, is not a water corporation. However, that mobilehome park is subject to the jurisdiction of the commission to the extent that, if a tenant

## Tips and Suggestions

- Put everything in writing to management.
- Do not sign long term rental agreements or leases. Anything over 12 months voids rent control.
- Know the Mobilehome Residency Law. It has taken years to legislate these laws and they were written to protect you.
- When you receive a 7 day notice, be sure that management is enforcing the rules and regulations fairly, i.e. if others are violating the same R&R, they too must be given a 7 day notice.
- Maintain your property. This helps keep the value of your mobilehome, and motivates your neighbors to also maintain their properties.
- Know that you rent is late after the 5th day it is due. That means if it is due on the 1st of the month, then it isn't late until the 7th.
- If you don't pay rent on or before the 6th, the park can give you a 3 day notice to pay or quit. If you do not pay in this 3 day period, the park can take action to evict you. You have no defense!
- When the park introduces new Rules and Regulations, the park must hold a meeting with all park residents invited. If there are rules or regulations you are not happy with, you must make the park aware.
- Organize. There is strength in numbers.
- If you have an out of control manager, send them Melody's two articles.
- If management won't let you distribute literature, show them the "It's Our Right" article on pages 6-7.
- Be proactive. Take an active role in protecting your rights. No one else will.
- Get a copy of our "Park Survey" if you have "failure to maintain issues in your park.
- Believe there is hope to combat some of the injustices we see daily in our parks. Support Mobilehome Magazine.
- Subscribe to Mobilehome Magazine. Fill out the enclosed application and send it in. Subscription is just \$15.00/year.
- Relax and know you are not alone. Call us anytime at 818-886-6479. We are happy to help.

complains about the water rates charged or service provided by the mobilehome park, the commission shall determine, based on all the facts and circumstances, whether the rates charged are just and reasonable and whether the service provided is adequate.

(b) The commission may afford a tenant complete relief on the tenant's complaint, and the commission may condition any relief on those terms that it finds just and reasonable.

(c). The public advisor created pursuant to Section 321 and necessary staff of the commission shall assist the complainant.

In this new well water complaint, under PUC 2705.6, there was some controversy issues over documents presented, and in the Commissions decisions, that are still pending, and too lengthy to present in this article. The Commission did rule that the water meter fees were to be returned.

3). Water delivered directly from the utility company to the park lots, and the homeowner is billed directly by the utility company.

In my years of volunteer work I have not heard of any cases where park water was provided in this way, only in cases of gas and electricity delivered directly by a utility company. But I would assume that water fee complaints would be made to the PUC, under rules for utility companies serving utilities directly to the park lot.

What I want to bring out is, it is the park owner who established how he was going to provide water, under these laws, and what the water fees would be, if any. Homeowners agreed to these terms and conditions when they contracted to place their home investment in the park. The State Officials take an oath of office to faithfully execute the laws that have been passed, not just the ones they happen to agree with. Therefore, I believe laws should be enforced and a contract is a contract until both parties to the contract agree to make any changes.

**.Editor's Note:** Donna Matthews is a long time advocate for Mobilehome Owners. She is my hero. Donna has been writing a column for MHMag now for the last 3 issues and will continue. If you have questions for Donna, direct them to Mobilehome Magazine.

## Dedicated To Those Advocating For You

---

So fleeting is life, that we often forget to thank those who have spent years helping us. I'm referring to those helping the mobilehome owners in California. There are so few!

On August 29, 2012 Frank Merrifield of Oceanside passed. I didn't know Frank well, but I liked Frank and called him my friend. I remember Frank when he sat listening to the many GSMOL Board of Director's meetings in Garden Grove that I also attended. Frank sat quietly, listening intently to every word. After I started COMO-CAL in late 2004 I often asked Frank to join. Finally, after 5 years, Frank did join. I had to laugh and smile. My last call to Frank was perhaps 3 months ago. Frank said his health was declining. In recent years Frank supported COMO-CAL and MHMag. He was one of a handful of GSMOL managers that "crossed the line" and worked with me. I am grateful for that Frank! There is a terrific video on YouTube dedicated to Frank: <http://www.youtube.com/watch?v=3-EvKS1jkl0&list=UU51rP6bRyTzXa5lLdVqrM2A&index=1&feature=plcp>.

Two others, no longer with us, were dedicated to helping folks here in the San Fernando Valley, namely Marjorie Fjelstad (Riviera MHP) and Ben Perlin (Kona Kai).

I learned much from Marjorie. She may have been small in stature, but had a big determination to help her friends and neighbors. I remember we held a joint GSMOL - COMO-CAL meeting in her park and later travelled together to a GSMOL Board meeting in Garden Grove, where she spoke about getting younger folks involved in advocacy.

Ben Perlin worked to get mobilehome zoning for parks here in Los Angeles. His efforts made it harder for park owners to change the use of a park, thus helping to secure a lasting place for mobilehome owners.

Three others come to mind who, fortunately, are still with us. They are Donna Matthews Milt Burdick and Steve Molski.

Milt Burdick, the Zone C Regional Manager for GSMOL, was my mentor in the early years of my advocacy. He taught me so much and I still remember him with my "window sign" at the 2004 GSMOL Convention. Milt "lost" his mobilehome in Brea last year and now lives in a condo. He spent many years helping folks. He wasn't afraid to "go against the tide" when reason dictated it. He was a leader.

Donna is indeed my hero. She was a manager for GSMOL for 25 years, a member of my "recommendations committee" in 2004 and continues to advocate for the rights of you and I. She is one of the most knowledgeable and reasonable folks I know. She continues her efforts to help folks through her terrific column in MHMag.

Steve Molski has turned over the reins of advocacy in his Chula Vista park to Bill Schlegel. Steve has been my friend and supporter from before COMO-CAL began in 2005. And he has been a voice of reason in Chula Vista for all mobilehome owners there.

Last but not least, I'd like to mention my good friend Sally Studer of Modesto. I couldn't have run COMO-CAL without Sally's help through out the years. Sally is so sharp (I'm dull in comparison). And Sally worked selflessly for her friends and neighbors in Modesto to secure a "Memorandum of Understanding" which helped secure reasonable rent increases, even though Sally herself was not affected.

Lest I forget, there are our families, without whom, we couldn't spend the time, effort and money to help others.

Unfortunately we are all getting older. It is so important for the next generation to learn and understand the issues facing mobilehome owners today. We need them to step up and take over where we leave off. We can't do it forever. I, myself, just turned 69 and I'm not sure how many more years I can do this.

In closing, I want to thank all the folks mentioned for their hard work and selfless dedication to helping others. Those no longer with us will surely be missed. It takes a special kind of person, willing to sacrifice for the greater good of others. And I'm sure all reading this thank you also.

**Editor's Note:** Now, more than ever, is the time to step up and volunteer to help. It has been proven that volunteering adds years to your life! Beginning January 2013 MHMag will be published monthly - I need your help - writing and distributing the magazine. And please don't forget to subscribe and donate. There is NO OTHER vehicle like MHMag in California. God knows, mobilehome owners need good, accurate information. And the knowledge that they are NOT ALONE! Step up, you'll feel good that you did.

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Please take a few minutes to voice your opinion. We want to hear from you! Each one of you! Why is your information so important? Because we serve you. We want to hear your suggestions and comments. Please remember, all information will be kept in the strictest of confidence.

1. Do you pay space rent, i.e. live in a "rental park"?  Yes  No

2. Do you believe in a "rental park" you are vulnerable to your landlord?  Yes  No

3. Do you believe in the saying "Strength in Numbers, i.e. if you're organized you have a better chance to protect your rights?  Yes  No

4. Rate your level of happiness in your park: (1= very unhappy, 10 = very happy):\_\_\_\_\_

5. Is there a residents organization in your park?

- No, nothing  
 Yes, a recreational group  
 Yes, an advocacy group  
 Yes, but it is pro-management

6. Are you afraid of your manager or owner?

- Yes  No  Sometimes

7. If you answered YES to Question 6, why are afraid:

- Afraid of receiving notices (7 day)  
 Afraid of eviction  
 Don't like the yelling and screaming  
 Other (explain on separate sheet)

8. Does your park get newsletter or magazine?

- No, nothing  
 Yes, written by our Recreational committee  
 Yes, written by management  
 We get a magazine (full color cover w/b&w pages inside and advertising  
 Other (explain on separate sheet)

9. Would you like to see your whole park receive Mobilehome Magazine?:  Yes  No

10. Did you know that you can order a box of magazines for as little as 25 cents each plus postage?

- Yes  No

11. List topics you'd like to see in MHMag:

- Purchasing a new manufactured home  
 Refinancing your home  
 Management Problems  
 Failure to maintain, i.e. infrastructure pbs  
 Attorney referrals  
 Rent control  
 Current happenings around California  
 How to organize  
 How to write a park newsletter  
 Other (use separate sheet pls)

12. We have employment/volunteer opportunities. Are you interested?

- Help us get advertising  
 Help us with magazine distribution  
 Be a MHMag representative in your area  
 Write an article  
 Help calling other mobilehome owners

13. Other comments or suggestions? Use separate sheet please.

Please include your name, park name, and contact info. (kept confidential). Send completed Survey to:

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Don't go it alone. Be informed. Team up with us and together we will make a difference.

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Mobilehome Magazine is making a difference all across California. But it is expensive to print and postage is a "killer." One way you can guarantee your park gets the magazine is to volunteer to distribute it. After all, IT IS YOUR RIGHT to distribute information to your friends and neighbors. We will send you a box of magazines no matter where you live in California.

Remember also, you can support us by purchasing the magazine "wholesale" at 25 cents a copy, plus postage (See page 21). This helps a lot!

Now to the San Fernando Valley. We need folks to step up if they live in the following parks: The Summit, Mountain View, Sunburst, Northridge, Reseda, Bermuda, Blue Star, Oakridge, Santiago, Sylmar Mobile Manor, Foothill Palms, Shelter Isle, Lumark, and Woodland.

Also we have no distribution network outside of the San Fernando Valley.

STEP UP, BE ACTIVE, HELP US HELP YOU!

## Mobilehome Magazine Updates

Although many like the name Mobilehome Magazine, it doesn't really describe what the magazine is about. Let us know your opinion. Here are some suggestions: The Advocate, The Messenger, The Voice, The Informer, The Reporter or ??? All could be followed by the phrase (for owners of mobile/manufactured homes in California). This is your magazine, help us find an effective name.

Yes Mobilehome Magazine will be published monthly beginning January 2013. It is a lot of work, but we feel our readers will appreciate getting the magazine monthly. This way it is more current.

Those who have subscribed for \$6 (6 issues) will receive their 6 issues, but then need to renew at the current rate of \$15 (for 12 issues).

### "I GUARANTEE"

Louisiana Cajun chef Justin Wilson was known for his trademark line "I guarantee" delivered in his distinctive style: "Hi you all are. I'm glad you to see me. I guarantee." Well we guarantee your subscription to MHMag. Not happy with it, we will refund your unused portion. But remember, 83% of our readers rate MHMag as TERRIFIC!

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*Distributed by MHMag*

Now that parks will not automatically distribute the MRL, this HANDBOOK is a must for all homeowners. The 36 page Frequently Asked Questions and Answers HANDBOOK is designed to answer 58 of the most pressing questions homeowners have about the Mobilehome Residency Law (MRL). This informative HANDBOOK is published by COMO-CAL, a name known for its grass roots advocacy in California (now closed).

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# Why Mobilehome Magazine is IMPORTANT TO YOU

Mobilehome owners are bombarded with pages and pages of "information" when they move into a rental park. Commonly they receive a rental or lease agreement, the park Rules and Regulations, and perhaps the Mobilehome Residency Law. To the great majority, these documents could as well be written in Greek. Of course there is the warning: "These documents are legally binding and you should consult an attorney before signing."

## HOW MANY OF US CONSULTED AN ATTORNEY?

I'd guess very few. Perhaps we scanned over the agreements, glanced at the rules and regulations and didn't look at the Mobilehome Residency Law, just thinking that well this is a nice park, the manager has been nice, and all should be well, only to find out later it is not. I know most of us had no idea what our experience would be like.

## WHY INFORMATION IS IMPORTANT?

Mobilehome owners need at least a limited amount of information to survive in a rental park. And often management is not a good source. For instance, do you know when your rent is late? Is it the date management says? Often it is NOT. In fact the law states rent is late five days after it is due. Did you know that? (Actually that information has been provided by THE VOICE and now MHMag - see Tips and Suggestions on page 15.)

Did you know that all Rules and Regulations must be enforced equally? Did you know the Clubhouse doesn't have to be open during business hours, only "available?" Did you know the manager DOES NOT have to obey park Rules and Regulations (when they are conducting park business)?

A basic understanding of the law is important. How else will you know when your park owner is not following the law?

## MOBILEHOME MAGAZINE PROVIDES INFORMATION

I've heard it all. "I misplaced my magazine. I threw it away and didn't read it because I didn't like one of the advertisers. I didn't have the time to read it. Some of the articles were too long..." And there are folks who won't even take it out of their tube. I really don't understand why not - I guess they don't want to be bothered.

Yet others say "Excellent magazine." "I read it cover to cover, then read it again." In fact 83% in our poll said the magazine was terrific.

I know one thing, if you read the magazine you will gain an understanding that will make your every

day life easier. You won't have to trust the manager or your neighbor to get accurate information.

## A TEAM EFFORT

MHMag is a team effort between mobilehome owners, our advertisers and the MHMag staff. We love providing you with valuable information, but we need to know you want to receive MHMag. The only way we know is if you subscribe, purchase magazines for your park or volunteer to distribute.

## DONATE

We are so fortunate to have so many of our readers donating to help our efforts. Anything from a couple dollars to \$500! We thank you so much. Each donation is precious to us and really makes all our time, effort and expense worthwhile.

## BUY WHOLESALE

Now we offer you the opportunity to purchase a box of magazines, enough for your friends or your whole park. The cost is just \$.25 each plus the cost of shipping by Parcel Post. You can purchase online at [www.mobilehomemagazine.org](http://www.mobilehomemagazine.org). The costs are as follows: \$10/15 magazines, 15 for \$10, 30 for \$15, 45 for \$20, 80 for \$33, 100 for \$40, or 250 for \$85. You get the idea.

## HOW DOES YOUR SUBSCRIPTION BENEFIT YOU?

Your subscription actually benefits you in several ways. 1) When you subscribe you will receive MHMag by mail, i.e. you receipt of the magazine is guaranteed, 2) You and your park are on our radar, i.e. we know someone cares enough to subscribe and perhaps you will take the next step and volunteer to distribute the magazine in your park. 3) Your support allows us to continue our important work getting information to mobilehome owners., 4) Soon we may have a weekly conference call via SKYPE, and 5) last but not least you are connected to thousands around the state through mobilehome magazine. You have a source of good info!

## I LOVE PUBLISHING MHMAG

I love publishing MHMag, just as I loved running COMO-CAL. I hope you will believe in the magazine enough to subscribe, donate, and/or volunteer to help out. Thanks for reading,

*Frank A. Wodley*, Editor & Publisher

# Mobilehome Magazine This & That

## CONTEST - MAKE AN EASY \$25,000.

Now that we have your attention, we want to write an article: "Why I read Mobilehome Magazine and recommend it to every mobilehome owner" Approximately one page (700 words) or less. Must include your name, contact information, and how long you've lived in a mobilehome park. Articles become the property of Mobilehome Magazine. Article to be published in a future issue. Sorry, cash payment of \$25 for the winning article, not \$25,000.

## MHMAG WEBSITE

Please visit our website at [www.mobilehome-magazine.org](http://www.mobilehome-magazine.org). The home page displays previous issues, you can flip through the pages, read the articles, and even print anything of interest. We are working to get an archive of THE VOICE, so you can refer back to articles in that publication also.

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Now you can purchase a subscription, a Handbook, a box of magazines wholesale, or a copy of back issues. All on our website - go to PRODUCTS. Or you can also send us a check or money order.

## GET CONNECTED

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## STAY CONNECTED

If you have subscribed and given us your email, you should get occasional emails from us. If you are don't, then you need to UPDATE YOUR EMAIL ADDRESS. Just send us an email, with UPDATE on the subject line.

## LETTERS TO THE EDITOR

We are accepting "letters to the editor." You have a voice! Send us your thoughts. Of course we have limited space, so not all letters will be published.

## WHAT'S HAPPENING IN YOUR PARK

Let me know and I'll put it into the Magazine. Call Frank @ 818-886-6479.

## CLASSIFIED ADVERTISING

Have something to sell? Next issue we will have a "Classified Advertising Section." The rate for one issue is \$6.00/line, 4 line minimum.

## DISPLAY ADVERTISING

Did you know you can publish your business card for as little as \$55/issue. Call us for info.

## SELLING YOUR MOBILEHOME?

What better way to sell your home and save thousands. MHMag reaches over 20,000 California readers. Many are looking to relocate. You get a terrific rate. - call Frank at 818-886-6470 for details.

## THANK YOU FOR YOUR DONATIONS!

Many who have subscribed have included a small donation. We can't thank everyone individually, but we want you all to know we appreciate each and every donation. You know who you are.

## COMO-CAL UPDATE

If you were a COMO-CAL member, please send us your subscription to receive future issues of MHMag. This is the last issue "current" COMO-CAL members will receive. Stay connected!

## FAQ HANDBOOK

Mobilehome Magazine continues selling the FAQ Handbook, a must have for all mobilehome owners. It gives simple explanations of the laws. Now only \$6.00 - the best investment you'll ever make.

## WE NEED YOU

Do you have some extra time? Do you like to chat with folks? Do you have unlimited long distance and a computer? Perfect! We need you to make calls from home at your convenience. No minimum!

No it is not telemarketing, it is not about getting advertising for MHMag. It is about sharing MHMag with mobilehome owners like yourself around the state. Help us offer the magazine to others - they will be grateful you called and you would have made a friend. A win-win.

# Business Directory

## AUTOMOTIVE

**GENE & JIM'S AUTO REPAIR**  
 Canoga Park, Ca. 91304  
 818-347-3770  
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## BEAUTY SALON

**ISABEL'S BEAUTY SALON**  
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 California's Comfort Craftsman

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## INSURANCE

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 818-363-5511

### BUSINESS DIRECTORY ADS

Contract Rate: \$4/line, 4 line minimum (\$192/year)

No Contract Rate: \$6/line, 4 line minimum (\$24/ad)

### DISPLAY ADVERTISING

Business Card: as low as one cent per copy (\$55/issue)

Half Page Display Ad: as low as 7.5 cents per copy (\$420/issue)

Full Page: As low as 11 cents per copy (\$600.issue)

### SELLING YOUR HOME

Call us for special rates 1-800-929-6061 or read below

## Selling Your Mobilehome? Advertise with Us!

Selling your mobilehome can be an expensive undertaking. As you can see with the display at the bottom right of this page, MHMag is now taking display ads from owners of mobilehomes wanting to sell. Why not? The cost of an ad is very reasonable, and we help you with design for free.

### WHO SEES YOUR AD?

Currently MHMag is delivered to mobilehome owners primarily in the greater Los Angeles area - the San Fernando, Santa Clarita, and Antelope Valley. In addition we have subscribers all over California, even some out of state. But we soon expect to expand into all of Southern California.

### WHAT'S THE COST?

We offer discounts to owners of mobile/manufactured homes. For instance, an eighth page ad is \$125,

a quarter page ad is \$210, and a half page ad is \$300.

### WE HELP WITH THE DESIGN

Not sure how to put your ad together? No problem. We have an excellent graphic designer and this service is free of charge. All you need to do is supply us with appropriate text and photos. We do the rest and send you a proof before it is used in the magazine.

### INTERESTED? CALL US

If you have a mobile/manufactured home for sale, call us and we are happy to discuss various options for advertising in MHMag. We reach 20,000 readers - it only takes one to sell your home.

GOOD LUCK!



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\$80,000	8,000	30,000	12,000	100,000	1,000	\$230.00
\$80,000	8,000	40,000	16,000	100,000	1,000	276.00
\$90,000	9,000	46,000	16,000	100,000	1,000	301.00
\$100,000	10,000	50,000	20,000	100,000	1,000	324.00
\$120,000	12,000	60,000	24,000	100,000	1,000	371.00

Rates are examples of replacement cost on newer manufactured homes with a \$500 deductible, subject to change, and may not be available in all parts.