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March 2021



NYS CERTIFICATION TRAINING ISSUES EXPLAINED

Joel Harper, Trainer; MHC Consultants

There has been some confusion recently about training, specifically on-line training, so I wanted to take some time to hopefully explain some of the issues to make the process of certification easier for everyone.

Make sure that you signed up for the right training. Article 21-B training is necessary for all certifications, from manufacturers to mechanics. If you have never been certified previously, you need this training. The online training requires a test, poll completion and specific attention ratios. This is the requirement from the Department of State for all online classes. Also, make sure you download the handout at the link provided on the session information page at meetny.ny.gov. You can use that handout during your test.

What are the attention ratios you ask? WebEx tracks the time that you are engaged with the program as the main thing running on your screen. So if you have email, another browser on the side, a pdf viewer for the class notes open on your screen, or any other program running, WebEx registers that you are "not present," and the host or presenter will see a red exclamation mark next to your name in the chat box. Please understand that if you do not achieve the required ratios, there is nothing I can do to change that.

Now back to training. If you plan to certify as an installer, there are additional steps for you to complete. You must take the 13 hour course presently offered by MHEI for NY based installers.

Training, cont. on page 7

HEAP ASSISTANCE FOR YOUR TENANTS

Jon Greenbaum, PathStone Corporation

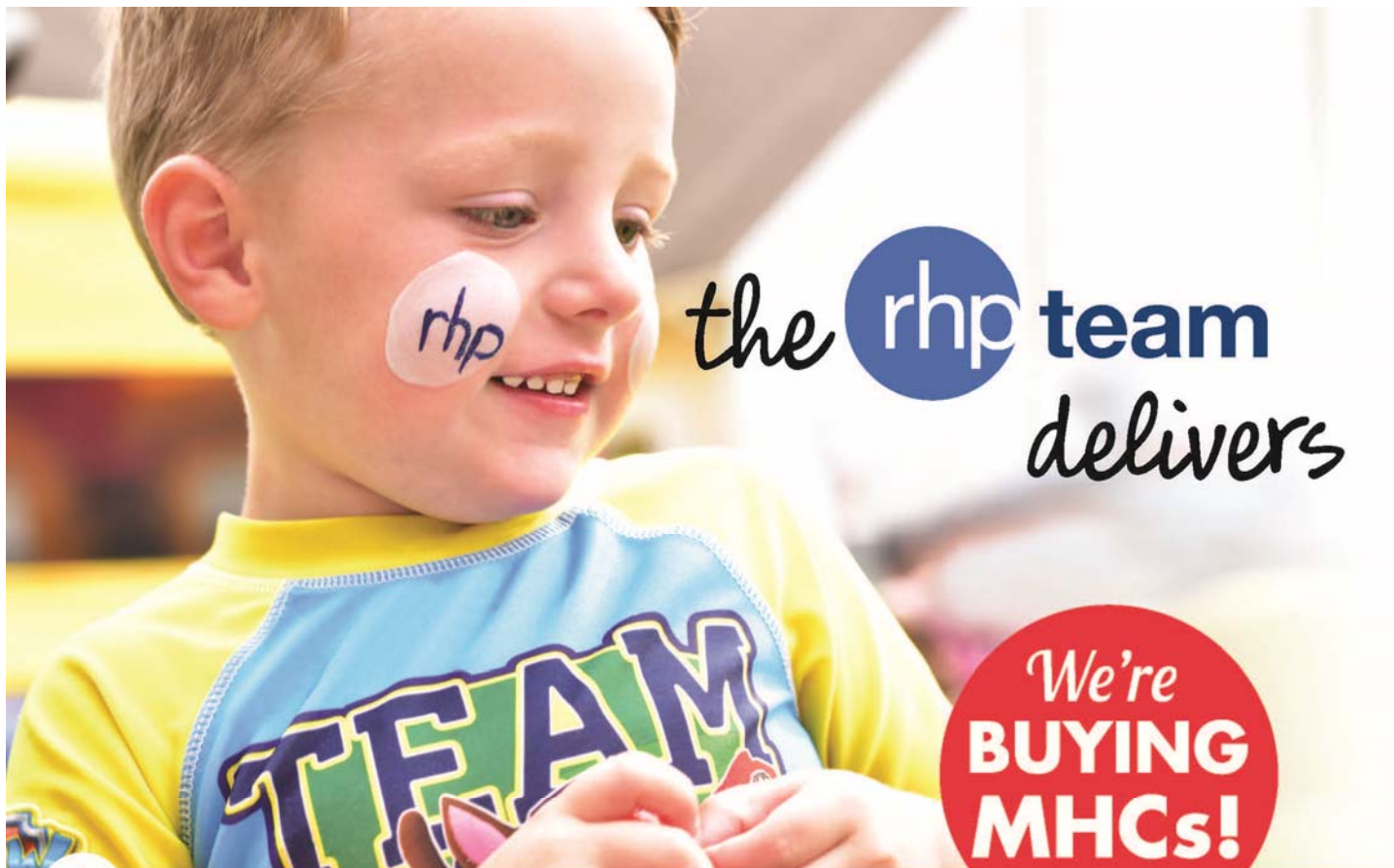
Residents of manufactured home communities shouldn't have to choose between heating their homes and paying lot rent. PathStone has prepared a map of weatherization and HEAP programs throughout the state. To view the map, visit: https://www.google.com/maps/d/u/0/viewer?mid=1fnhamlWiFgu2rqGZWALeg_ppVwYkdhFQ&ll=42.80717469628719%2C-76.20316534999999&z=7

Weatherization services are free and available to owners and renters of mobile homes whose income is below 60% of the state median income (see HEAP chart). Priority is given to seniors, families with

children and people with disabilities. If a member of the home receives SSI, SNAP or HEAP they are automatically eligible. The weatherization program was started as a response to the 1973 oil crises. This year, 2021, marks the 45th year Americans have been benefitting from the program. Savings can be significant, averaging 20% decrease in energy use. All weatherization crew members are certified in advanced energy efficiency and health and safety techniques.

Home Energy Assistance Program (HEAP) benefits are also available to renters or owners of

HEAP, cont. on page 7



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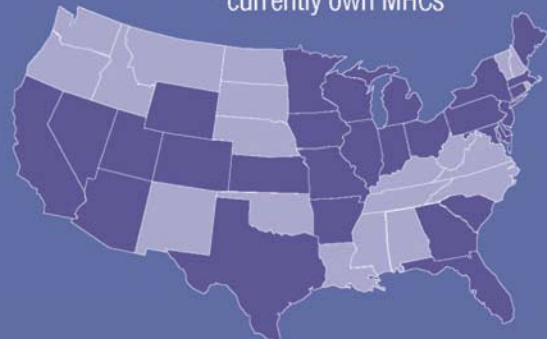


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FROM THE NYHA PRESIDENT



JOE BUSHEY

WHAT A DIFFERENCE A YEAR MAKES

It's amazing how quickly time goes by, despite all of the opportunities and challenges that we all face. A year ago, our world was turned upside down as a global pandemic was just beginning to affect all of us in ways that we had no

idea to predict. I recall thinking it was hard to determine whether it was a bad episode of the old TV show like the Twilight Zone or a strange real-life version of Bill Murray's Groundhog Day. The great news is the worst, hopefully and thankfully, is behind us and we all have plenty of things to be positive about and look forward to.

The news now is about infection rates going down, the success of vaccines being produced and distributed and some restrictions, slowly but surely,

being lifted. In March of 2020, our factories were being told they had to shut down and production stopped completely for almost 2 full months. Now we are all dealing with huge backlogs and a strong demand for housing. No question that people have an even greater appreciation of having a nice energy efficient house to call home. If you have to be stranded someplace, you want to make it as comfortable as possible.

We have all had to adjust to a different way of doing business and respond to "the new normal." I believe in the old saying "the more things change, the more they stay the same!" Those who recognize this already realize that to be truly successful, and for our industry to continue to grow, we must always be customer focused and strive to produce and deliver the best product and value we can for the money. Nothing leads to more business than a happy and satisfied homeowner or resident!

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MHI Calls on Congress to Support Rental Assistance for Housing Providers

In advance of last week's House Financial Services Committee hearing entitled "More than a Shot in the Arm: The Need for Additional COVID-19 Stimulus," MHI and its housing coalition partners urged Committee members and Congressional leadership to support efforts to ensure the continued financial viability and stability of the rental housing industry. The coalition called for a robust and targeted rental assistance program as a better approach than a protracted eviction moratorium for providing a sustainable, long-term solution for American families or landlords. MHI and its partners also called for additional funding to support renters and housing providers, and for current emergency rental assistance funds to be disseminated in a manner consistent with congressional intent. Finally, the letter urged for the inclusion of funding for housing in any infrastructure funding package passed by Congress.

MHI Advocates for More Education for Appraisers about the Enterprises' New Manufactured Housing Financing Programs

In remarks before the Federal Housing Finance Agency (FHFA), Fannie Mae and Freddie Mac (the Enterprises), MHI CEO Lesli Gooch emphasized the need for Fannie Mae and Freddie Mac to meet their statutory duty to serve manufactured housing and urged FHFA to continue to hold the Enterprises' responsible for meeting these obligations. MHI also focused its remarks on the Enterprises' appraisal-related policies, practices and processes, specifically as it relates to Fannie Mae's and Freddie Mac's new programs – MH Advantage and CHOICEHome, respectively – that provide conventional financing for manufactured homes that are titled as real estate and have certain site-built features known as CrossMod homes. MHI expressed concerns that appraisers are not aware of CrossMod and that it is a distinct type of HUD Code manufactured home and are by default using manufactured homes as comparables, instead of site-built comparables, when appraising a CrossMod home.

MHI Calls on the Administration to include Manufactured Housing in Economic Relief Efforts

During a meeting with senior staff from the White House, Treasury Department, HUD, the Centers for Disease Control and Prevention (CDC), and other agencies involved in the interagency review of the current CDC eviction moratorium order, MHI and its housing coalition partners expressed concerns that the current approach of eviction moratoriums is failing to address the scope of damage in the housing sector and will not meet the long term needs of renters and housing providers. MHI also reiterated that manufactured housing residents and community owners and operators must be included in any federal COVID-19 economic relief efforts including ensuring access to rental assistance funding. As the Administration considers policies to support renters during the pandemic, MHI strongly encouraged the Administration to ensure that people who live in manufactured housing communities are eligible for rental assistance and other programs to help them make lease payments on the land on which their manufactured home is sited. During discussion about the Paycheck Protection Program, MHI again called on the Administration to clarify PPP guidelines regarding the eligibility of manufactured home communities to receive funds. Prior to the call, the housing coalition sent a letter outlining its concerns with the order.

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You can sign up here: <https://www.manufacturedhousingeducation.com/registration/register.cfm?reg=6378&evt=NewYork-MHIP-icReg&t=1613665523213>

Once you have completed that training, you can then take the 21-B training. The test at the end of the training is not the Installers test, it is the 21-B test. You will have to take a separate test for the Installer Course, which is required by the regulations contained at 19 NYCRR Part 1210. Once you have passed the Installers test, you are eligible to apply for certification.

Mechanics are required to take a separate 3 hour course along with the 21-B course. There will be a test at the end of that class that you must pass, as well that is separate quiz from the 21-B course test.

You have 2 opportunities to take and pass the course. After that, you will have to retake the course. Take your time, use the handouts that you can download.

If you are already certified, you should not sign up for the 21-B training course. You cannot use it for continuing education. You cannot utilize a

continuing education course to satisfy the initial training requirement.

The online continuing education course has the same guidelines as the 21-B course, so remember to keep WebEx front and center.

Once you have completed the course and passed the test, whether it's initial training or continuing ed, remember that you must send in your application for certification the NYS Department of State Licensing Division. They are found here: <https://www.dos.ny.gov/licensing/manufhousing/manufhousing.html> Please make sure you use the correct form. Individuals use the limited form, entities use the form that says what type of business you conduct.

You will need to include the certificate of completion you received from class with your application. Installers and mechanics will not receive a separate certificate for 21-B, as it is understood you completed that class as part of your overall completion of coursework.

I hope this information helps clear up any confusion about the on-line training program. If you have more questions, please feel free to reach out to me at joel@consultwithmhc.com

homes in MHCs. Participating vendors are paid directly. HEAP also has an emergency benefit for income eligible households facing gas or electric shutoffs or have less than a quarter tank of propane or fuel oil. In addition, HEAP provides a Heating Equipment Repair and Replacement Benefit for furnaces and other direct heating equipment. Clean and Tune benefits are also available, providing cleaning and repairs of primary heating equipment as well as installation of carbon monoxide detectors and programmable thermostats.

During the New York State Covid Emergency residents do not need to apply in person and can apply over the phone. The [online Weatherization and HEAP map](#) provides phone numbers for the program in your area.

Regular HEAP Benefit Amounts 2020-2021

Base Benefit Amount	Living Situation
\$21	Eligible households that live in government subsidized housing or a group home setting with heat included in their rent.
\$40 or \$45	Eligible households who have heating costs included as part of their rent.
\$675 + applicable add-ons	Eligible households whose primary heat is oil, kerosene, or propane and who make direct payments to the vendor for heating costs.
\$525 + applicable add-ons	Eligible households whose primary heat is wood, wood pellets, coal, corn or other deliverable fuel and who make direct payments to the vendor for heating costs.
\$350 + applicable add-ons	Eligible households whose primary heat is electricity or natural gas and who make direct payments based on their household's actual usage to the vendor.



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COMING EVENTS: www.nyhousing.org/events

Mar 11	Remote Continuing Education	May 28	Remote Area Meeting
Mar 19	Remote Area Meeting	June 2	NYHA Board Meeting
Apr 2	Remote 21B & Mechanics Training	Jun 4	Remote 21B & Mechanics Training
Apr 14	NYHA Board Meeting	Aug 3	NYHA Board Meeting
Apr 16	Remote Area Meeting	Aug 4	Summer Golf Outing
Apr 23	Remote Area Meeting	Aug 4	Continuing Education, Syracuse
May 13	Remote Continuing Education	Aug 5	21B & Mechanics Training, Syracuse
May 14	Remote Area Meeting		



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2021 REMOTE AREA MEETINGS

Once again, Area Meetings scheduled in 2021 will be FREE to all active NYHA Members and are being held virtually due to the ongoing Covid-19 pandemic. Each meeting will run for approximately 3 hours, and the following dates are scheduled: **March 5 and March 19; April 16 and April 23; May 14 and May 28.**

Planned topics for each meeting include:

- ⇒ 2021 Legislative Update, including eviction proceedings and pending legislation in New York;
- ⇒ Resident Relations and how best to keep rent payments coming in during the eviction moratorium;
- ⇒ NYS DOS DBSC Certification News & Building Code Updates; and
- ⇒ STAR 2022: Rebates vs. Credits;
- ⇒ DOT Challenges; what issues are affecting your business?.

These meetings offer networking with industry peers and allow you to ask questions on topics of importance to you and your business. Plan to attend!

What else would you like to have discussed? Please let us know!

Contact: bob@nyhousing.org or kathy@nyhousing.org

To register, visit: www.nyhousing.org/events then click on the date of the meeting you would like to attend. You will receive a confirmation email upon completion of your registration and a link to use to log-in to the meeting as the date gets closer.





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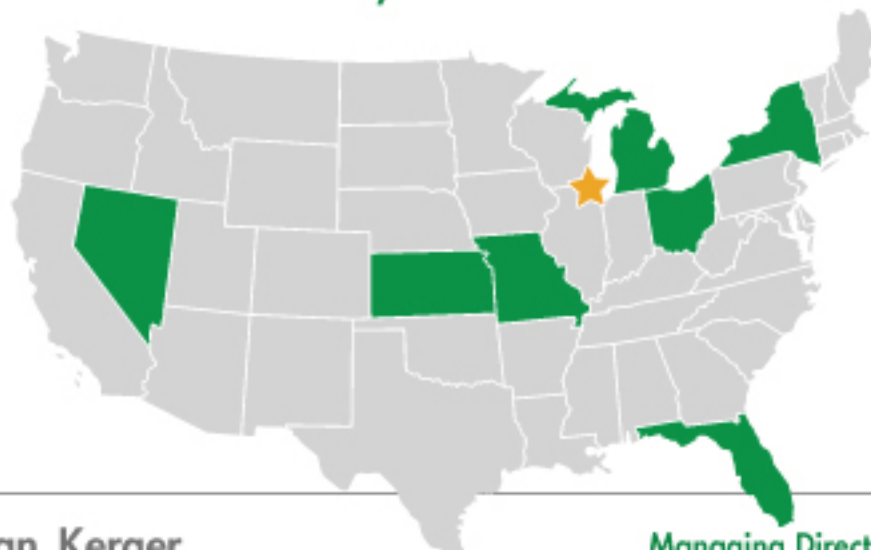


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