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September 2024

74th ANNUAL CONVENTION & TRADE SHOW

October 16-17, 2024 at Turning Stone Resort, Verona NY

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We encourage our members to bring as many of your fellow employees as possible – please notice registration for the Convention is again **BUY ONE GET TWO FREE!** Individual registration is also available.

Sponsorship opportunities and exhibitor information and benefits are available on our website. Our Convention is a great opportunity for networking and showing off your products!

For more information and to register, please visit:

[https://www.nyhousing.org/events/
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EARLY BIRD PRICES AVAILABLE THROUGH SEPTEMBER 16th AT MIDNIGHT!

Housing Now serves as a medium of exchange of ideas and information on the factory-built housing industry to our members. No responsibility is assumed by the publisher for its accuracy or completeness. The views expressed and the data presented by contributors and advertisers are not to be construed as having the endorsement of the New York Housing Association, unless specifically stated.



MONTHLY MEET-UP: SEPTEMBER 10, 2024

This monthly meet-up will be held remotely on TUESDAY, SEPTEMBER 10, 2024 from 11:00 am - 12:00 pm. Log-in information will be sent to everyone who registers on Monday, September 9th.

Join Us for an **Essential Interactive Discussion on Lease Offerings** - Hosted by: Joe Bono, Vice President of NYHA.

Are you fully up-to-date on everything required for your lease offerings? As a community owner or manager, it's crucial to ensure your lease agreements are not only comprehensive but also compliant with the latest regulations. This is your opportunity to gain expert insights and ask those burning questions about lease structures, legal requirements, and best practices.

What to Expect:

- Comprehensive Overview of Lease Offerings: Understand all the essential components of a lease, including the terms, conditions, and clauses that protect both you and your residents.
- The REQUIRED Lease Rider: Are you including the correct Lease Rider with your lease offers? This is a legal requirement, and failing to include it could lead to significant complications. We'll walk you through what this rider entails and how to ensure it's properly incorporated.
- Navigating Rent Control: With rent control regulations becoming increasingly common, it's vital to know how to structure your leases to comply with these laws while maintaining profitability. Learn the ins and outs of rent control, including how it impacts lease renewals, rent increases, and more.
- New Eviction Procedures: Recent changes in eviction laws can complicate the process of managing your community. We'll cover the latest procedures you need to follow to ensure that any evictions are handled legally and efficiently, minimizing the risk of legal disputes.
- Credit Card Charges: With more tenants opting to pay rent via credit cards, it's important to understand the implications for your business. We'll discuss the best practices for handling credit card payments, including how to manage transaction fees and the impact on your bottom line.

- Metering Water: Accurately tracking and billing water usage is crucial for cost control and conservation. We'll explore the benefits and challenges of metering water in your community, how to implement it effectively, and the best practices for passing these costs on to residents in a fair and transparent manner.

- Q&A Session: This is your chance to ask specific questions about your own lease offerings. Whether you're unsure about a particular clause, need clarification on state regulations, or want advice on how to handle a tricky situation, Joe Bono will be available to provide expert guidance.

- Best Practices and Common Pitfalls: Learn from the experiences of others. We'll discuss the most common mistakes made in lease offerings and how you can avoid them. Plus, discover strategies to enhance your leases and improve tenant satisfaction.

- Networking Opportunities: Connect with fellow community owners and managers. Share your experiences, discuss challenges, and build relationships that can support your professional growth.

Who Should Attend:

- Manufactured housing community owners
- Community managers
- Leasing agents
- Property managers
- Anyone involved in the lease process within the manufactured housing industry

Why Attend?

Navigating lease requirements, rent control, eviction procedures, water metering, and payment methods can be complex, but it's vital for the smooth operation of your community. This session will equip you with the knowledge and tools you need to ensure your lease offerings are both legally compliant and aligned with industry best practices. Don't miss this opportunity to stay ahead of the curve and protect your business.

Make sure your lease offerings are airtight and up-to-date. ***We look forward to seeing you there!***

To register: <https://www.nyhousing.org/events/member-meeting---september-10-2024>

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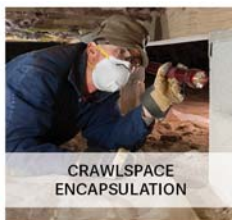
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NYHA ANNOUNCES KATHY PRATT AS NEW EXECUTIVE DIRECTOR

In a significant development for the New York Housing Association (NYHA), Kathy Pratt has been named the new Executive Director. This decision marks a pivotal moment for the organization, as we transition to new leadership while building on a legacy of excellence and commitment.

Kathy Pratt, a dedicated member of the NYHA team for over a decade, is set to take the helm following the retirement of the current Executive Director, Bob Capenos. Her journey with NYHA began in 2014. In 2018, NYHA faced a challenging period when our previous leader, Nancy Geer, was incapacitated due to a serious fall and traumatic brain injury. As President of NYHA at that time, I found myself facing a critical situation where the future direction of our organization was uncertain. It was in this moment of urgency that Kathy's invaluable contributions became abundantly clear.

Kathy's extensive background and tireless work ethic have made her an integral part of NYHA. A Navy veteran and college graduate, Kathy brings a wealth of experience from her past roles, including as Clerk for the Town of Chatham and with the Self-Storage Association of New York.

In her tenure at NYHA, Kathy has taken on a multitude of roles and responsibilities, from bookkeeping and event planning to education and

certification management. Her proficiency extends to payroll, lobby reporting, and managing our newsletter and website. Despite the wide range of tasks she undertakes, Kathy has consistently demonstrated exceptional ability and commitment.

As I served as acting Executive Director during the latter half of 2018, it was clear that Kathy was not only indispensable but also possessed the skills and dedication necessary for leadership. I began to involve her more in public-facing roles, including traveling with me for member visits and legislative meetings. Her active participation and readiness to embrace these responsibilities only reinforced my belief in her capabilities.

As I prepare to retire, I do so with confidence, knowing that Kathy Pratt is poised to lead NYHA into its next chapter. I am excited about the future of this Association under Kathy's leadership and look forward to seeing the continued success and growth of our organization. I am confident that she will continue to drive our mission forward and excel as our new Executive Director.

Please join me in welcoming Kathy Pratt as the new Executive Director of NYHA. We look forward to a bright future under her guidance.

All the best,
Bob Capenos

WELCOME JANE McLAUGHLIN, ESQ. - NYHA LOBBYIST & COUNSEL

Greenberg Traurig, LLP has been our Lobbyist, Legislative Affairs Director and Counsel for the Board of Directors for close to 30 years. Many of you know Mark Glaser, Esq., who has been a speaker at many of our events. Mark retired at the end of August, and we will miss his guidance and counsel, but we are happy to welcome Jane McLaughlin, Esq. as our new Lobbyist and Counsel.

Jane has extensive governmental and legislative experience, having served as Director of Legislative Affairs in the NY Department of Environmental Conservation, Legislative Counsel in the New York State Department of Health, and as Legislative Counsel and Committee Director in the New York State Senate. Jane has also served as counsel to the

New York State Conference of Mayors and Municipal Officers (NYCOM), working on various matters pertaining to municipal government. She has worked on a wide variety of matters and legislation, including matters involving the environment, health care, procurement, telecommunications, election law, and water/sewer law.

Plan to attend this year's Convention & Trade Show to welcome Jane! Mark Glaser will be in attendance at the Welcome Reception & Banquet - stop by to wish him well in his retirement!

**Congratulations to both Mark and Jane
with their new ventures!**

2024 SUMMER OUTING – A HUGE SUCCESS!

What can we say, besides “WOW!” Our traditional day of fun in the sun was another huge success! We had 29 golf teams and 142 members and friends gather for our 32nd Annual Summer Outing on August 7th at Drumlin’s Country Club in Syracuse, NY. It was our largest turn-out in many years and a sunny day of lively conversation, laughter and camaraderie. Many attendees have stated this was the best Summer Outing they have ever attended, and we appreciate the outstanding turnout and positive feedback.

The day started off with our Annual Golf Tournament at the prestigious East Course. Novice and ace golfers alike played a full 18 holes. The 2024 golf outing winners were: 1st Place Team – Team Burke Manufactured Homes; 2nd Place Team – Team MHD Empire Service Corp; and the 3rd Place Team – Team Tammac Corp. Closest to the Pin winners for Men and Women were Gunner Ives and Alex Hunt. Longest Drive winners for Men and Women were Derek Black and Pam Hallak. Our youngest golfer was 13-year-old Vaughn Thompson from Burke Manufactured Homes. Happy belated birthday to Vaughn – he turned 14 this year. Thanks to all who participated!

Many association members joined with the golfers in the afternoon for a fantastic clam bake and luncheon at the NYHA Networking Reception. Other fun afternoon activities included a Silent Auction offering a fantastic list of great escapes at various hotels throughout New York, a 50/50 raffle and numerous door prizes. Thanks to everyone who

brought a door prize to share with fellow participants; all were extremely generous and appreciated. Congratulations to Joe Bushey, winner of the 50/50 drawing. Joe was nice enough to donate \$250 of his winnings back to the MH PAC and we greatly appreciate his generosity!

A big thank you to everyone who helped on August 7th, including: Joe Bono, Neil Bandel, Jennifer Whittington, Nicole Schlenner, Heidi Bandel and the crew from Interstate Homes. Without your assistance, this event would not have gone so smoothly, and we appreciate you.

We’d like to thank all of the 2024 Summer Outing sponsors who helped make this day possible: 21st Mortgage Corp; Blevins; Bono Brothers MHC; Champion Homes – Atlantic; Champion Homes – Redman; Clayton Lewistown; Colony Homes; Commodore Homes of PA; Duke Properties; Eagle River Homes; Evans Fox, LLP; Greenberg Traurig; Hoffman Homes; Kenyon Landing; MailFuze; Manorwood Homes; PennWest Homes; Pleasant Valley Homes; Rochester Commercial Real Estate; Tammac Corp.; Titan Homes; Triad Financial Services; UMH Properties; and Walker Sales & Distribution. Our sponsors help keep costs low for all attendees and we greatly appreciate them all.

Let’s make this event an even bigger success in 2025. If you were not able to attend this year, we hope to see you in 2025!

***Many thanks for a great
32nd Annual Summer Outing!***



1st Place Team



2nd Place Team



3rd Place Team

SAVE THE DATE: 33rd ANNUAL SUMMER OUTING
August 6, 2025 at Drumlin’s Country Club, Syracuse NY

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Estimated Annual Savings:
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Sources

¹ https://www.energy.gov/sites/default/files/2022-11/ZERH%20Name%20and%20Logo%20Use%20Guidelines_0.pdf

² Energy savings are based on electrical and gas energy consumption using NREL® BEopt™ to estimate annual electrical and gas energy consumption of a home built to DOE Zero Energy Ready Home™ guidelines compared to the same home built only to industry and HUD standards in the cities listed. Estimates are based on calculations for multi-section Tempo Let It Be and Shout models.

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COMING EVENTS

Sep 10	Monthly Meet-Up	Remote	11 am – 12 pm
Sep 11	21B & Mechanics	Remote	9 am - 4 pm
Sep 12	3-Hour Continuing Ed	Remote	9 am - 12 pm
Oct 16-17	74 th Annual Convention	Turning Stone Resort, Verona, NY	
Nov 12	Monthly Meet-Up	Remote	11 am – 12 pm
Dec 10	Monthly Meet-Up	Remote	11 am – 12 pm

NYHA MEMBER BENEFIT!

NYHA members have a centralized location where they can list items for sale, advertise current job openings and post general announcements that will benefit our members **and** your business on our website!

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ATTORNEY RECOMMENDATIONS

The NYHA office gets many requests from members throughout New York looking for names of Attorney's with knowledge and experience on Manufactured Housing issues. Sometimes our Attorney members are too far away or are too busy to take on new clients. If you have an Attorney to recommend, suggest they contact the Association office via phone (800-721-HOME) or email (info@nyhousing.org) to be added to our list. The current list can be found at: <https://www.nyhousing.org/news/attorney-recommendations>

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