



HOUSING NOW

September 2025

75th ANNUAL CONVENTION & TRADE SHOW

We hope you will join us at the 75th Annual Convention & Trade Show being held October 15-16, 2025 at Del Lago Resort, 1133 Route 414, Waterloo NY 13165. We have a full agenda in place and will be covering a lot of very relevant and important topics of interest to you and your staff.

Who should attend? EVERYONE – retailers, community owners & managers, marketing and advertising staff, new employees, and literally EVERYONE else who works in this industry.

How can you register? Use the registration form that was mailed to you, call the Association office at 800-721-HOME, or visit our website at: <https://www.nyhousing.org/events/75thannualconventionandtradeshow>

What's new this year? Location, location, location! The Welcome Reception & Banquet will be held in the Ballroom on Wednesday, October 15th from 6:00-10:00 pm. We will have a fun evening celebrating our 75th Anniversary as an Association, award the 2025 Hall of Fame winner and Patricia Fiederer President's Award winner while enjoying a delicious dinner. Also at the Banquet – a DJ spinning the greatest hits from the 70s, a photo booth, 75th Anniversary Video, Photo Booth, Disco Dancing with costume contest and prizes & giveaways. Signature drink = DIRTY SHIRLEY! If you have any dietary restrictions or food allergies, please be sure to contact the Association office.



What should you expect?

October 16th will be a busy day! In addition to the Trade Show, we will host our 75th Annual Meeting of Members, where we will vote on incoming Board members and the 2026 proposed budget. The full agenda can be viewed on our website, but plan on: HUD Code Update panel; Ask

the Attorneys Panel; Economic Review/Outlook & Trend Analysis; RPL 233 Clarification for Rent Do's & Don'ts; New Website – are you taking full advantage?; NYS Code Updates; Installations; and Social Media Marketing Tips & Tricks.

How about the Trade Show? The Trade Show will feature up to 25 table-top displays with exhibitors showing their latest and greatest offerings. The Trade Show will be set up Wednesday night and all day Thursday, so there's plenty of time to explore the latest offerings.

Featured accommodations at Del Lago are: King & Queen rooms for \$119+/night. The special rates are good for the nights of October 15 & 16, 2025 for Convention guests. To obtain the group rate, call the hotel at 855-335-5246. **Cutoff date for discounted rates: September 15, 2025!**

TO REGISTER:

Call: 800-721-HOME

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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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2025 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 27 golf teams and 145 members and friends gather for our 33rd Annual Summer Outing on August 6th at Drumlin’s Country Club in Syracuse, NY. It was another large turn-out 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 2025 golf outing winners were: 1st Place Team – Team Redman Homes; 2nd Place Team – Team Ritz-Craft Corp.; and the 3rd Place Team – HF&C/MHD/Triad. The Closest to the Pin winner for Men was Brooks LaVan and the Longest Drive winner for Men was Derek Black. Alexandra Delgrego won Closest to the Pin and Longest Drive for the women. Our youngest golfer was 15-year-old Vaughn Thompson from Burke Manufactured Homes. Happy belated birthday to Vaughn! Thanks to all golfers!

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 (this year we had 18 Silent Auction items!), 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 Patrick Furlong, winner of the 50/50 drawing. Patrick was nice enough to donate ALL of his winnings back to NYHA and we greatly appreciate his generosity!

A big thank you to everyone who helped on August 6th, including: Joe Bono, Neil Bandel, Melissa Cummings, Julie Harper, and Heidi Bandel. Without your assistance, this event would not have gone so smoothly, and we appreciate you. Sorry if we forgot anyone!

We’d like to thank all of the 2025 Summer Outing sponsors who helped make this day possible: 21st Mortgage Corp; American Homes; Blevins; Bluestone Construction; Cavco Clarion; Cavco Emlenton; Champion Homes – Atlantic; Champion Modular; Clayton Lewistown; Eagle River Homes; Greenberg Traurig; Haylor, Freyer & Coon; Hoffman Homes; J. Redman Homes; Lamplight Court MH Estates; MHD Empire Service Corp.; Pleasant Valley Homes; Rochester Commercial Real Estate; Tammac Holdings 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 next year. If you were not able to attend this year, we hope to see you in 2026!

Many thanks for a great Summer Outing!



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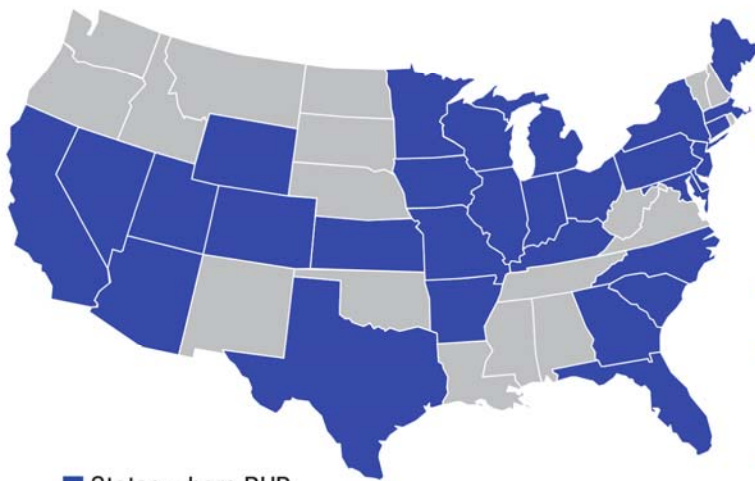
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If you need a copy of the law to give to your Town or Village Officials, please reach out to:
Kathy@nyhousing.org



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OCT 21-23, 2025: ACCREDITED COMMUNITY MANAGER COURSE #2

Chrissy Jackson, Ph.D.

If you have taken the first step toward the professional designation of Accredited Community Manager, ACM®, by successfully completing the ACM 1 coursework offered by the Manufactured Housing Educational Institute, then it's time to complete that work by registering for the ACM 2 course coming up in the NYHA office from Oct 21-23, 2025.

While the ACM 1 course covered the basics of good property management and shared general information that is part of professionally managing a community, ACM 2 is the advanced section of the ACM designation.

A large part of the coursework focuses on the financial aspects of community operation. This includes creating a budget using professional terminology, understanding how to determine cash flow and profitability, learning how to analyze community financials and how to use financial analysis to benchmark and value a community.

Another part of the advanced course is a comprehensive discussion about types of insurance coverages, exposures, and loss prevention strategies. There's also a section on finding the right insurance agent. One section is devoted to taxes and assessments. You will learn about different types of taxes, assessments, tax adjustments, and tax abatements.

Moving outside of the office, ACM 2 takes a deep dive into the physical assets that current and potential residents see and how they perceive the community. You will learn how to identify assets and create a plan for managing physical assets, government requirements, recordkeeping, and maintaining a safe worksite. There is an entire chapter devoted to the Operations Manual so you will know what it should include and how to use it to train employees in professional property management techniques by ensuring that policies and procedures are consistently and uniformly applied.

Finally, by combining everything taught in both courses, you will select 1 of 9 different areas in your community where improvement is needed, and follow a set format to create a proposal to improve your community.

Out-of-state people who belong to their home state Manufactured Housing Association can use promo code ACM2NYHA before noon on October 10th to get NYHA member rates.

PLEASE NOTE:

- If you have successfully completed both ACM® 101, 201 and 301, but have not completed your business plan, you will need to take Course 2, pass the test and complete the in-class project.
- If you have completed ACM® 101, 201 and 301, but have not completed your business plan, you can still submit your business plan to MHEI and then apply for the ACM® designation, if you prefer not to take an additional class.

TO REGISTER:

www.nyhousing.org/events/accredited-community-manager-course-2



SAVE THE DATE
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Drumlin's Country Club
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Summer Outing



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2025 COMING EVENTS

Oct 15-16	75 th Annual Convention	Del Lago Resort	Waterloo, NY
Oct 17	Continuing Ed	Del Lago Resort	9am - 12pm
Nov 11	Continuing Ed	Remote	9am - 12pm
Nov 11	Monthly Meet-Up	Remote	11am – 12pm
Nov 12	21B & Mechanics	Remote	9am – 4pm
Dec 9	Monthly Meet-Up	Remote	11am – 12pm



75th Annual Convention & Trade Show October 15-16, 2025

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PLANNED TOPICS:

HUD Code Updates - Panel Discussion and Q&A

Ask the Attorneys—including a Legislation Update; Dog Bite Court Case Summary, Fair Housing; and Q&A.

Economic Review/Outlook & Trend Analysis - where are we headed?

Clarification for Rent Do's & Don'ts - How is RPL 233 interpreted?

New Website: www.factorybuiltnewyork.com - are you using the site to it's full potential?

NYS Code Updates and Training Course Update - what's coming in 2026?

Installations - best practices and tips & tricks to smooth the process.

Social Media- what works best in this day and age?

CONFIRMED SPEAKERS:

Neil Bandel, Interstate Homes; Jaime Cain, Esq., Lipsitz Green Scime Cambria, LLP; Phillip Copeland, Titan Homes; David Finney, BildMedia; Joel Harper, MHC Consultants; Jared Hirt, Esq., Duke Properties; Jane McLaughlin, Esq., Greenberg Traurig; Chris Nicely, ManufacturedHomes.com; Rick Robinson, ManufacturedHomes.com; William Sherman, SAA, NYS DOS DBSC; and John Weldy, Clayton Home Building Group.

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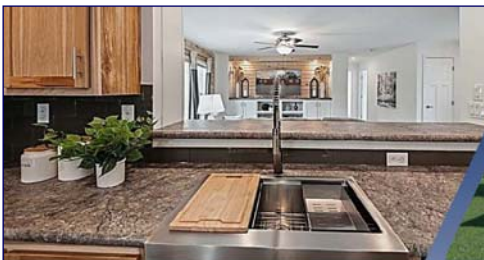
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- Business Income Coverage responds to loss of income resulting from direct damage to NON owned homes in your community.
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