WISCONSIN HOUSING ALLIANCE

Industry Insights E-News

www.welcomehomewisconsin.com

Issue 7 July 2016

Community Safe Rooms/Storm Shelters

Safety is a concern at manufactured home communities during severe weather season. The devastating Stoughton tornado in 2005 had many residents at Highland Manor in Madison thinking about their safety. Word had spread about a manufactured home community in the town of Dunn that had obtained funding from FEMA to build a safe room. (or storm shelter) One resident, who was also a member of the Home Owners Association, (Chuck Onsum, who is now deceased) along with Alderman Tim Brewer, spearheaded a nearly 3-year-process that would bring a safe room to their community.

The Community Safe Room is owned and maintained by the City of Madison Parks Division. And weather events are managed by the Volunteer Safety Team, which is made up of about 15 Highland Manor resident volunteers.

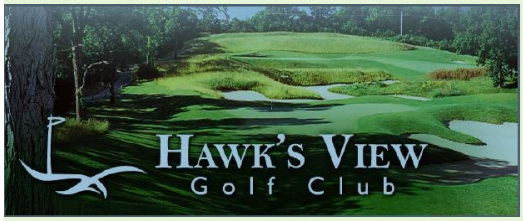
In the event of severe weather, residents are encouraged to bring essential supplies, such as medication, food/water, cell phones, etc. Pets are allowed in, but only if brought and kept in a closed carrier or crate.

Safe rooms are designed to protect the population up to a half mile radius, and unobstructed access by walking within 15 minutes and driving in five. The size of the safe room is dictated by the number of people it's intended to protect. (Five square feet for every person and 10 square feet for those in wheelchairs) The safe room at Highland Manor is the largest in the state, with room to fit 800.

According to Roxanne Gray, Mitigation Section Supervisor of Wisconsin Emergency Management, there are 15 safe rooms (that meet FEMA guidelines) that have been constructed in Wisconsin, including: Town of Dunn, Dane County (MHC - Manufactured Home Community); Clark County Adult Development Services; Green County (MHC); City of Loyal, Clark County (MHC); Town of Lyons, Walworth County (MHC); City of

(Continued on Page 4)

August 25th Golf Outing



Join us for a special golf outing on August 25th at the picturesque Hawk's View Golf Club in Lake Geneva. It will be an 18-hole scramble with a shotgun start. There will be contests throughout the day and prizes will be awarded immediately after the outing. Show your support for your state association and invite your customers, friends, suppliers and golfing partners, too!!

Registration opens at 10 a.m., lunch will be at 10:45 with the shotgun start at noon. Registration includes golf fees, cart, lunch, balls, 2 drink tickets and hors d' oeuvres after the outing. Register by August 9th. Appropriate golf attire is required; For specific information visit: http://www.hawksviewgolfclub.com/

And did you hear?! Another reason to join us...Hawk's View was voted the best golf course in Wisconsin in 2015 by Golf Advisor!! Congratulations to owners Dan and Sue Daniels!

Member Forum

Q. An ethnic group is causing problems for a community owner by moving people into their homes without notice. In many cases, the people move between various homes to avoid detection. When dealing with an applicant on a Visa or work permit, or who is not yet a U.S. citizen, what documents can you require to approve occupancy?

A. Acceptable forms of ID include a driver's license, birth certificate, passport, immigration card, military identification, any other state, local, national or international official documents containing a birth date of comparable reliability, social security card and ITIN - Individual Taxpayer Identification Number (Issued by the IRS for tax payment. This does not guarantee that they are NOT illegal immigrants.)

It is important to note that you should use objective screening criteria such as credit history, sufficient income to support rent, previous rental history, employment verification, etc. You can do a background and credit check even if the person does not have a social security number. Make sure that when the tenant moves in or renews their lease that you review the "guest policy" section of your lease completely with all tenants.

Q. Police have tagged and ticketed an abandoned vehicle on your property and are telling you that it can now be towed. But who pays for the towing and storage, and what does the towing company do with the vehicle?

You can find the new towing regulation here: **http://docs.legis.wisconsin.gov/2013/related/acts/76/5** See section 5. 349.13:

2. "Properly posted" means there is clearly visible notice that an area is private property and that vehicles that are not authorized to park in this area may be immediately removed.

(c) Subject to par. (dr) 1., if private property is properly posted and a vehicle is parked on the private property and is not authorized to be parked there, the vehicle may be removed immediately, at the vehicle owner's expense, without the permission of the vehicle owner, regardless of whether a citation is issued for illegal parking.

(d) 1. Subject to par. (dr), a vehicle may be removed from private property under par. (b) or (c) only by a towing service at the request of the property owner or property owner's agent, a traffic officer, or a parking enforcer.

2. Before any vehicle is removed under par. (b) or (c) by a towing service, the towing service shall notify a local law enforcement agency of the make, model, vehicle identification number, and registration plate number of the vehicle and the

Member Forum (Continued)

location to which the vehicle will be removed.

3. Subject to par. (dr) 2., if a vehicle is removed under par. (b) or (c) by a towing service, the vehicle owner shall pay the reasonable charges for removal and, if applicable, storage of the vehicle, as well as any service fee imposed under par. (dm). Subject to par. (dr) 2., if the vehicle was removed at the request of the property owner or property owner's agent, these reasonable charges shall be paid directly to the towing service, and the towing service may impound the vehicle until these charges are paid. If these charges have not been paid in full within 30 days of the vehicle's removal and the vehicle owner has not entered into a written agreement with the towing service to pay these reasonable charges in installment payments, the vehicle shall be deemed abandoned and may be disposed of as are other abandoned vehicles.

Q. Are there any provisions in the WHA lease that require a tenant to carry insurance?

A. The Wisconsin Housing Alliance covers insurance in section 14(d) and 15 of the lease:

14(d) To protect the Tenant from damage claims - Any home mover must provide proof of insurance acceptable to Landlord and any other reasonable requirements of Landlord.

15. INSURANCE AND LIABILITY OF TENANT. (a) Tenant's use of the Premise shall be at Tenant's sole risk and Tenant acknowledges that it is the responsibility of Tenant to obtain personal property, personal liability, accident and other insurance coverage adequate to protect Tenant and Tenant's personal property and to cover living expenses in the event Tenant is unable to live in the Home on the Site. If the Home is owned by the Tenant, Tenant shall be responsible for insuring the Home. Tenant shall provide evidence of homeowner's, auto or other applicable insurance to Landlord at Landlord's request. Tenant acknowledges that Landlord's insurance does not cover Tenant's personal property.

Q. An operator tried to charge a transporter $1000 to move a home out of his community. Can a community owner charge an exit fee when they are moving a home, or restrict the choice of vendor?

A. No on both accounts. ATCP 125.04 says:

(1) ENTRANCE AND EXIT FEES. No operator may charge an entrance free or exit fee in return for allowing the movement of a manufactured home into or out of a manufactured home community.

(2) RESTRICTIONS ON CHOICE OF VENDORS. No operator may restrict the choice of vendors from whom a tenant may purchase goods or services. This subsection does not apply to:

(d) Services involving the transportation of a mobile home to or from the site within the manufactured home community, if the operator can show that the person providing the service has damaged property within the manufactured home community during a previous move and failed to compensate the operator for the damages.

JIFF Realty Inc.
Tamra J. Braun — Broker

MHC SALES ARE STILL STRONG IN WISCONSIN

PROPERTIES SOLD BY JIFF REALTY INC IN 2015

Birch Tree Estates - 37 Sites
Thousand Oaks MHC - 189 Sites
Breezy Knoll Estates - 50 Sites
Park Place MHC - 31 Sites
Suburban Heights MHC - 19 Sites
Yakel Court MHC - 40 Sites
Pine Island MHC - 30 Sites
Tuscobia Heights MHC - 34 Sites

Thinking of selling your property? Contact Tamra!
She will get you the best price, give you the most complete and knowledgeable service, and can be buyer paid, if you prefer.

JIFF Realty Inc.
Tamra J. Braun – Broker
Phone: 920-867-3750
Cell: 920-538-3560
Email: jiffrlty@yahoo.com

Community Management Seminar a Success!

Eighty-five Alliance members showed up for the June 22nd Community Management Seminar held at the Holiday Inn and Suites on Madison's west side. Bob Kluwin of Raintree Engineering gave a presentation on keeping your infrastructure in top shape. Attorney Mark Hazelbaker of Kasieta Legal Group discussed "rules" that some local governments have been trying to impose upon park and homeowners. Executive Director, Amy Bliss, gave a talk entitled "Guns, Drugs and Crimes - What's New?" Attorney Tristan Pettit discussed a number of landlord topics including the eviction process, fair debt collections and abandoned property.

A special thank you to our sponsors, EMC Insurance Companies and Mobile Home Stuff Store, and exhibitors, Mark Krober with Mobile Home Stuff Store and Jean Jones with The Horton Group!

Community Safe Rooms/Storm Shelters (Continued from Page 1)

Neillsville, Clark County (MHC); Town of Pine Valley, Clark County (MHC); Village of Bagley, Grant County (2 safe rooms, protecting both commercial, residential and manufactured homes); City of Madison, Dane County (Highland Manor MHC); City of River Falls, St. Croix County (city park); Bayfield County Fairgrounds; UW-River Falls, Pierce County (2 small safe rooms); and City of Prairie du Chien, Crawford County. (Construction in progress at the new library)

Construction of community safe rooms are eligible through FEMA's Hazard Mitigation Grant Program (HMGP) and the Pre-Disaster Mitigation (PDM) program, both of which are administered through Wisconsin Emergency Management. Any community with a current hazard mitigation plan can apply for funds through these programs; although, there are no funding periods open for either at this time. The HMGP is only available after the state receives a federal disaster declaration. The PDM program is an annual, nationally competitive program whose application period usually opens in the spring for 90 days. Both programs require a local match, that in some cases, can be provided through the value of the land where the safe room will be located.

Nancy Dexter, Highland Manor Community Manager, says they've received a lot of positive feedback on the safe room. And Home Owners Association Treasurer and Volunteer Safety Team member, Julia Morter, says the safe room is comforting to many residents. "Because there's a plan in place and the facility is here, there is some peace of mind."
If you'd like to see their safe room in person, Highland Manor will be hosting a Safety Awareness Day on July 23rd from 11 a.m. until 2 p.m.

To learn more about FEMA's grant programs, go to www.fema.gov/hazard-mitigation-assistance or www.fema.gov/pre-disaster-mitigation-grant-program.

Buy From Amazon, Donate to Tomorrow's Home Foundation

Do you buy from Amazon? If so, 0.5% of the amount you spend can be donated to your favorite charity, Tomorrow's Home Foundation! All you need to do is pick the charity and shop. The proceeds will be used to help owners of manufactured homes in need of critical home repair.

AmazonSmile is a simple and automatic way for you to support your favorite charitable organization every time you shop, at no cost to you. When you shop at smile.amazon.com, you'll find the exact same low prices, vast selection and convenient shopping experience as Amazon.com, with the added bonus that Amazon will donate a portion of the purchase price to your favorite charitable organization.

To shop at AmazonSmile, simply go to smile.amazon.com from the web browser on your computer or mobile device. You may also want to add a bookmark to smile.amazon.com to make it even easier to return and start your shopping.

Tens of millions of products are eligible for donations. You will see eligible products marked "Eligible for AmazonSmile donation" on their product detail pages. Recurring Subscribe-and-Save purchases and subscription renewals are not currently eligible.

Can I use my existing Amazon.com account on AmazonSmile? Yes, you use the same account on Amazon.com and AmazonSmile. Your shopping cart, Wish List, wedding or baby registry, and other account settings are also the same.

How do I select a charitable organization to support when shopping on AmazonSmile? On your first visit to smile.amazon.com, you need to select a charitable organization to receive donations from eligible purchases before you begin shopping. They will remember your selection, and then every eligible purchase you make will result in a donation. **Thanks for your support!**

Attention Community Owners!

I am acquiring manufactured home communities located in the Midwest.

30 Years Experience

I can offer fair prices, terms, tax deferred transactions and quick closings.
All contacts will be held in strict confidence.
To further discuss your circumstance please contact:

Rick Rand
President
Great Value Homes, Inc.
9458 N. Fairway Drive, Milwaukee, WI 53217-1321
Phone: 414-352-3855 ● Fax: 414-352-3631 ● Cell: 414-870-9000
Email: rickrand@gvhinc.net

GREAT VALUE HOMES INC.

Community Helper Receives Help

Do you have any good stories coming out of your community?

Jane Leighty of Woodland Terrace in Platteville shared a story of one of her community's youngest, yet most helpful residents. 11-year-old Logan was always ready and willing to help neighbors with odd jobs, such as taking out garbage or cleaning up after their pets. He eventually saved enough money to buy his own lawn tractor, (for $350) then started mowing the lawns of about 10-12 neighbors in the community.

But just two months later, the motor started to give out, and the cost of the repair far outweighed what Logan had paid for the tractor. Seeing how crushed he was, a neighbor started a GoFundMe page. And would you believe, the money for the new lawnmower was raised in just ONE day!! (That's Logan with his new lawn mower at the right.) This happened in June of 2015, but I thought it was still worth sharing. If you'd like to read the full story, go to: https://www.gofundme.com/wjjbhb3.

And if you know of anything good happening in your neighborhood, please share it with laurie@housingalliance.us.

Alliance Website Resources

The Wisconsin Housing Alliance website contains lots of valuable information, and we'd like to highlight various resources available to you!

A second Alliance member has been audited for sales and use tax. Because the State has hired many additional auditors, we're expecting there will be more! Anyone who sells new homes may want to become familiar with the very complex sales and use tax system for Wisconsin.

A great resource is the Sales and Use Tax PowerPoint that the Department of Revenue staff presented at the 2015 Retail Boot Camp Seminar. We've attached it here, and you can find it on our website on the Retailers and Installers page under "Tax Information." (It's the last item listed on the page.)

Tax Information

- Sales/Use Tax Rates by County
- Sales and Use Tax Guide
- Tax Exemption Certificate
- Sales to Native Americans
- DOR Letter on Inventory
- MH Property Tax Guide
- Sales Tax (Power Point)

CLM/CHC Certifications

Have you ever noticed the "CLM" or "CHC" acronyms following the names of some Alliance members and wondered what they mean? The Certified Land-Lease Manager (CLM) and Certified Housing Consultant (CHC) are accreditation programs offered through the Alliance. To earn the accreditation, members must be in a community management or factory-built housing sales field for more than 12 months, complete a self-study course and pass a written exam, and sign an Ethics Policy. The initial fee is $50, and the CLM/CHC holder must attend five Alliance seminars in a three year period.

There are special benefits for CLM and CHC holders, such as 10% off personal registration fees for all future Alliance events (except the golf outing or any Tomorrow's Home Foundation event).

If you'd like to earn your CLM or CHC, complete the following form(s): CLM Form CHC Form

If you have any questions about the CLM and CHC certification programs, call 608-255-3131 or email Julie at julie@housingalliance.us.

Traffic Signs Available for Purchase

Traffic signs are now available for purchase through the Wisconsin Housing Alliance. Stop signs (24x24") are $15.86 each; speed limit signs (18x24") are $17.31 a piece and Private Property (18x24") signs are $23 each. (Shipping is a separate charge.) These are high quality signs at a good price! Email larie@housingalliance.us if you'd like to place an order.

Welcome New Members!

Home First Certified Communities
Tammy Fonk
401 S. Old Woodward Ave., Suite 315
Birmingham, MI 48009
(262) 498-3837

In Memory...

Helen Wick, wife of John Wick, passed away on June 12, 2016. The Wick family owned Wick Building Systems and was the top producer of modular and manufactured homes for more than 50 years until they closed their doors in 2009.

Our condolences go out to Helen's children, Jeff and Ann Wick, Jane and Darrell Kolstead, Margaret and Chris Arenas, John Wick II, Bob and Lori Wick, and the entire Wick family.

Save the Dates!

August 25 - Golf Outing
Hawk's View Golf Course
Lake Geneva

November 9&10 - Annual Conference
Chula Vista, Wisconsin Dells

MHP

WE PURCHASE PARKS AND *SO* MUCH MORE!

OWNER OWNED AND OPERATED FOR OVER TWO DECADES

6TH LARGEST CHAIN OF MOBILE HOME PARKS IN THE U.S. WITH 145 PARKS AND OVER 15,600 MOBILE HOME LOTS

VISIT OUR WEBSITE MHPFUNDS.COM OR CALL OUR ACQUISITONS TEAM AT 1-800-304-2835 TODAY

MHP Funds buys parks with 35 +/- spaces. We will happily structure a deal to best fit your needs. We work diligently to reduce your tax impact, whether it's a cash sale, owner finance, or master leasing.

Live in One of Our Affordable Communities!
In providing affordable housing, we strive to operate safe, friendly, and appealing communities with attractive park entries, tasteful landscaping, clean common areas, decent roads and friendly management.
Visit our Website affordablehomecommunities.com

Mobile Home Owners and Future Mobile Home Owners!
Mobile home owners: advertise your mobile home sale or rental to our 500,000 monthly visitors!
Future mobile home owners: take a look at tens of thousands of new and used manufactured and mobile homes listed for rent or sale all over the U.S.
Visit our Website mhbay.com

Mobile Home Park Owners and Mobile Home Industry Specialists!
Advertise your mobile home park for sale and/or your mobile home service or repair company to 300,000 monthly visitors using the leading online mobile home park market place!
Visit our website mobilehomeparkstore.com

Would You Like to Win $10,000?!

Tomorrow's Home Foundation is holding a raffle to raise money for their critical home repair program, which provides assistance to low income manufactured housing home owners.

Only 250 tickets are available at a cost of $100 each.

The grand prize is **$10,000**, with 12 other prizes up for grabs, including:

- $1000 and $500 cash prize
- Two Packers suite tickets
- Apple iPad
- $450 Heidel House Resort & Spa Gift Certificate
- KitchenAid mixer
- Fitbit wristband
- GoPro Camera
- Various gift cards

Prizes will be drawn at the Annual Conference on November 9th at Chula Vista in the Wisconsin Dells. If you would like to purchase a ticket, complete the form below.

Return this form via fax to (608) 255-5595 or mail to: WI Housing Alliance, 258 Corporate Dr., Suite 200C, Madison, WI 53714

2016 THF Raffle Tickets

Name_____

Business_____

Address or Email Adress_____

_____

# of tickets_____ x $100 = $_____ Check Enclosed OR *Bill my: Visa / MC

CC #_____EXP_____

Name on card: _____CVV #: _____

Cardholder Address (If different from above):_____

*Paying by check (to Tomorrow's Home Foundation) is preferred, but we will process credit cards for an additional $5 fee. Upon receipt of your payment, ticket(s) will be mailed or emailed to you.

BUY YOUR TICKETS EARLY – ONLY 250 AVAILABLE