

Summer 2021



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NDMHA Members,

As this long hot summer winds down, and the steady flow of homebuyers and new home quotes slows down at my sales office, I look forward to some quieter days, fall color, cooler temps, hunting, more golf and meeting up with manufactured home industry friends. Fall is often the time when we have industry meetings, factory shows and training. I hope you all are looking forward to reconnecting with those friends and colleagues.

NETWORKING...I am old school but do ZOOM meetings and Facebook pictures count toward NETWORKING? I don't think any new professional relationships were forged via Email last year in my office. It's worth reflecting on the last 18 months and ask yourself if you know what is going on in our industry. Too many people think they got it figured out from the headlines on their Google news feed. Conversations with park managers, factory sales folks or service companies that you don't have regular contact with offer a unique perspective. 2020 is done and we survived but I am ready to get caught up and be more active. Having done no NETWORKING in a while, I am ready to make up for lost time.

The Mid-America Manufactured Housing Expo (formerly 5 State) Is set for Deadwood September 27-29. This is a great opportunity to start reconnecting. The Expo will feature speakers, sales training, transport information, and industry updates from Washington DC. There will be representatives from every sector of our industry that you can connect or reconnect with. In past years I have found new products related to parks, home set up and financing at the 5 State Expo and I expect the same this year. Please consider joining a bunch of us from North Dakota and the surrounding states. All NDMHA attendees are invited to join our Board Meeting at 5:00 PM Mountain Time on September 27. Please see the schedule of events on page 3. The registration is online only at the following link:

<https://www.eventbrite.com/e/mid-america-manufactured-housing-expo-conference-registration-tickets-162857973583>

Being an NDMHA member shows you want to stay involved and you are or can have a voice in our industry. Please support Manufactured Housing by attending upcoming events. We are busy planning our NDMHA annual meeting to be held this winter in Bismarck. Please stay tuned for more info on that. Don't forget to invite any new contractors or colleagues to join our organization.

Thank you,
Lance Kennedy
NDMHA President of the Board

NDMHA Sponsors Tenants Rights Legislation

NDMHA is the future for our industry in North Dakota. NDMHA recently wrote legislation and got it passed in the last legislative session. In the previous legislative session 2 years ago, NDMHA was confronted with two legislative bills that were carried by state representatives from Fargo. These bills pertain to the manufactured housing communities mandating that residents be involved in the decision making in their communities. Had this bill passed, it would have required owners of communities to get permission to raise rents and the residents would have even had a voice in areas like maintenance of the communities. If either of these two bills would have passed, owners and managers of communities would have lost some of the rights of ownership.

NDMHA was active in opposing these two bills and were able to stop them from getting out of committee. The committee chairman explain to us that NDMHA needs to come up with our own legislation that we could live with but still protect the residents in our communities. The committee chairman explained that if we didn't come up with legislation that was good for the community residents, the two bills from Fargo would be brought back before the committee.

Since the last legislative session, our industry has received a lot of negative media which made it more difficult for NDMHA to come up with legislation that we could live with but still addressed the most negative problems for the residents in our communities. Much of the negative publicity in the media was related to out-of-state corporations purchasing communities and changing the rules and regulations making it difficult for the residents to live in the communities. In one situation, the out-of-state owners were requiring the residents to go through the community owners in order to sell their manufactured home. In more than one community there was a push to put in water meters and not give credit for the water that was already included in the lot rent.

There were many complaints from the residents that the new owners or managers were not able to be reached by phone which included after hours and emergencies. In some cases, if the managers were reached by phone they did not have the authority to make decisions or answer the questions. They merely took a message and in some cases the call was never returned. Another situation NDMHA had to deal with was the eviction of a family the week prior to Christmas for being 30 days late on the rent. This media article can be seen on Google by searching 'Losing it All: Mobile Home Owners Evicted Over Small Debts During Pandemic'.

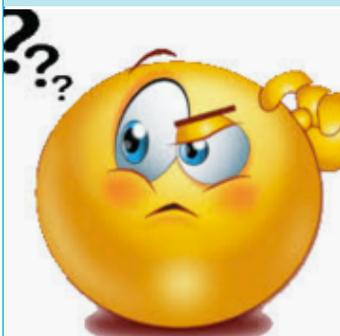
With all the negative media, NDMHA was put in a tight spot as they were mandated by the ND Legislature to come up with legislation that protects the residents from unfair rules and regulations. We needed to come up with legislation that the majority of park owners could live with because they understand that in order to have good communities they want good residents.

NDMHA is made up of dealers, bankers, set-up technicians, delivery companies, and community owners both in and out of state. They all understand the credibility of our association in our industry and the future of manufactured housing as a way of life in North Dakota was at stake. We want people to purchased new and used manufactured housing knowing that our industry in North Dakota cares about those people that purchase our homes and live in our communities.

In closing, I would like to thank all of our members for an association that you can be proud of. The leaders in our state legislature thank NDMHA for the legislation we put forth to protect the residents in our communities.

Kent French

Director of NDMHA Governmental Affairs



Industry Needs in North Dakota
What are they? You tell us. What do you see as a need in our industry in ND. Email us your response to ndmha@srt.com



Monday, September 27th

2:30 PM – 5:00 PM	SD Board of Directors Meeting	Roosevelt Room
5:00 PM- 6:00 PM	Montana MH & RV Association Meeting Wyoming Housing Alliance Meeting North Dakota MH Association Meeting Nebraska MH Association Meeting	Pine Crest B & C Russell Room Bullock Room Pine Crest A
6:00 PM – 9:00 PM	Social, Cornhole, Visit Vendors Golf Calcutta (starting at 7:00 PM)	Pine Crest B & C

Tuesday, September 28th

7:15 AM – 8:00 AM	Breakfast and Visit Vendors	Pine Crest B & C
8:00AM – 9:00 AM	Think 3D Sales Session	Pine Crest A
9:00 AM- 10:00 AM	Think 3D Session 2	Pine Crest A
10:00 AM – 10:15 AM	Visit Your Vendor Break	Pine Crest B & C
10:15 AM – 11:15AM	Capt. Browers & Christina Bennett, SD DOT State & Federal Transportation Regulations Update	Pine Crest A
11:30 AM	Load Bus to Elkhorn Ridge Golf Course Front Door Convention Cent. Lunch first and then Shotgun Start at 12:45 PM	
12:00 PM	Load Bus to Brewery Tour Front Door Convention Cent. Lunch	
5:15 PM	Bus Pickup from Brewery Tour	
5:30 PM	Bus Pickup from Elkhorn Ridge Golf Course	
6:30 PM – 9:30 PM	Banquet & Auction	Pine Crest B & C

Wednesday, September 29

7:15 AM—8:00 AM	Breakfast & Visit with Vendors	Pine Crest B & C
8:10 AM – 9:30 AM	MHI Federal Update	Pine Crest B & C
9:30 AM – 10:30 AM	SD Manufactured Housing Association Meeting	Pine Crest B & C

