



2 0 1 1 A N N U A L C O N F E R E N C E

OCTOBER 25 - 26

FOR FULL CONFERENCE

OCTOBER 26TH

FOR STATE REQUIRED
6-HOURS TRAINING

3 EASY WAYS TO REGISTER



ONLINE www.MHCO.org



FAX (503) 391-4652



MAIL TO: MHCO
3857 Wolverine St., NE #22
Salem, OR 97305

Announcing the 2011 MHCO Annual Conference: Two Full Days Chock Full of New Ideas To Make Managing Your Manufactured Housing Community Even More Efficient.

Want to learn new ideas to help you manage your community more efficiently? Need to get your state-required 6 hours of training for on-site management? Looking to get two days' worth of credits toward your Real Estate License? Come to the Manufactured Housing Communities of Oregon Annual Conference on October 25-26 at the Valley River Inn in Eugene.

For 2011, you will find an outstanding agenda that features everything you need to know about running a profitable manufactured housing community including:

- Important new laws and how to protect your property from legal challenges
- Critical financing issues and how to make sure you're efficient with revenue
- Employment Law 101 and what you need to know as owner and employer
- Plus an interactive game that tests you and your knowledge of operating a manufactured home community
- Industry-related experts and more!



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Program: **TUESDAY • OCTOBER 25th**

| | |
|------------------|---|
| 7:30 - 4:30 pm | Registration - <i>Main Lobby</i> |
| 8:00 - 9:30 am | Breakfast Buffet - <i>Willamette Foyer</i> |
| 9:00 - 9:45 am | General Membership Meeting - <i>West Willamette Room</i> |
| 10:00 - 11:15 am | Seminar: The SAFE Act - <i>East/Middle Willamette</i> Find out how the new Federal financial standards impact you. In 2008 the U.S. Congress passed the Secure and Fair Enforcement for Mortgage Licensing Act. It is designed to enhance consumer protection and reduce fraud by encouraging states to establish minimum standards for the licensing and registration of state-licensed mortgage loan originators. Seminar will cover the who, what, when, where and how of loan originator licensing. You'll learn what your pre-requisites are and as well as how to apply for and maintain a loan originator license. There will also be a review the recent amendments to the Truth in Lending Act that place limitations and restrictions on loan originator compensation. Speakers: Kirsten Anderson, <i>Mortgage Lending & Manufactured Structures Dealers Programs Manager, State of Oregon</i> ; Deanna Imhof, <i>CU Factory Built Lending</i> ; Brett Pierce, <i>Regional Manager, Countryplace Mortgage</i> |
| 11:30 - 12:30 pm | Seminar: Community Owner as Banker, Dealer & Landlord - <i>East/Middle Willamette</i> Learn about buying homes in your community, pitfalls as loan originator, dealing with foreclosure, dealer's license, title transfer. Speaker: Bill Miner, <i>Litigator, Davis, Wright Tremaine LLP</i> |
| 12:45 - 2:00 pm | Lunch - <i>West Willamette Room</i> |
| 2:15 - 3:30 pm | LOIS: Electronic Documentation for Titles - <i>East Willamette</i> Learn about the latest program that maintains siting and ownership information and provides sophisticated data-reporting tools. Speaker: Coleen Hanson, <i>Manufactured Structures Ownership Documents Program Coordinator, State of Oregon</i> |
| -- OR -- | Seminar: Recreational Vehicle Law - <i>Middle Willamette</i> How to resolve RV rental agreement, eviction, abandonment and other long-term RV issues. Speaker: Mark Busch, <i>PC, Attorney at Law</i> |
| 3:45 - 5:15 pm | Seminar: Oregon Employment Law 101 - <i>East Willamette</i> Learn to navigate the regulatory challenges as an employer; an overview from hiring to firing and more. Speaker: William E. Gaar <i>Attorney SPHR, Buckley Law P.C.</i> |
| -- OR -- | Seminar: Fill That Space - <i>Middle Willamette</i> Interactive game developed and designed by Susan Toukabri. Learn, have fun & win prizes for your team! Speakers: Sally Harrington & Susan Toukabri, <i>Commonwealth Real Estate Services</i> |
| 6:00 - 7:00 pm | Reception - <i>Willamette Foyer</i> |
| 7:00 - 9:30 pm | Dinner - <i>Willamette Ballroom</i> - Exhibitor Recognition & Prize Drawings |



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Program: **WEDNESDAY • OCTOBER 26th**

| | |
|------------------|---|
| 7:30 - 5:00pm | Registration - <i>Main Lobby</i> |
| 7:30 - 9:00am | Healthy Start Breakfast - <i>Willamette Foyer</i> |
| 7:30 - 12 noon | Exhibitors Available - <i>Willamette Foyer</i> |
| 9:00 - 9:45 am | Seminar: 2011 Legislative Update - <i>East/Middle Willamette</i> Review the new water sub-metering law - the pros and cons for your community. What are your options under the new law? What are the pitfalls and opportunities. Speaker: Phil Querin, <i>Attorney, MHCO</i> |
| 9:45 - 10:30 am | Seminar: Rental vs. Lease Agreements - <i>East/Middle Willamette</i> Review the pros and cons of both rental and lease agreements for tenants. What are the benefits and detraction of rental agreements vs. lease agreements. How do you renew a lease agreement? What works for you? Speaker: Phil Querin, <i>Attorney, MHCO</i> |
| 10:45 - 12:15 pm | Seminar: Top 10 Community Management Mistakes - <i>East/Middle Willamette</i> <ol style="list-style-type: none">1. Not adequately papering your file before proceeding against a resident.2. Failing to act promptly when residents violate rules.3. Ambiguity or other mistakes in preparing notices.4. Accepting residents you have doubts about.5. Promptly dealing with unapproved pets and people . . . <i>PLUS 5 more!</i> Speaker: Phil Querin, <i>Attorney, MHCO</i> |
| 12:30 - 1:45 pm | Lunch - <i>West Willamette Room</i> |
| 2:00 - 3:15 pm | Seminar: Abandonment - <i>East/Middle Willamette</i> In-depth review of the abandonment statute and your rights and responsibilities. Speakers: Bill Miner, <i>Litigator, Davis, Wright Tremaine LLP</i> Christy McCory, <i>Paralegal, Davis, Wright Tremaine LLP</i> |
| 3:30 - 5:00 pm | Seminar: Fair Housing & Reasonable Accommodation - <i>West Willamette Room</i> Discuss residents with disabilities, landlord rights and responsibilities, with plenty of time for your questions. What do you do when a resident asks for a ramp to their home or clubhouse? What about pitbulls as assistance animals? The most common fair housing violations fall under claimss for “Reasonable Accommodation.” Speaker: Diane Hess, <i>Oregon Fair Housing Coalition</i> |



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Cancellation/ Refund Policy:

All cancellations or replacements must be received in writing before Oct. 11, 2011 and there will be a \$50 cancellation fee. No refunds or cancellations after October 11, 2011.

Registration

Yes, Sign Me Up for the Conference!

- \$230** Both Days, MHCO Member Early Registration, by Sept. 21, 2011
- \$260** Both Days, MHCO Member Regular Registration, after Sept. 21, 2011
- \$475** Both Days, Non-Member Early Registration, by Sept. 21, 2011
- \$500** Both Days, Non-Member Regular Registration, after Sept. 21, 2011
- \$ 95** Oct. 26th, Training Only, MHCO Member
- \$160** Oct. 26th, Training Only, Non-Member

Register by Sept. 21st and save. Registration includes seminars & scheduled meals. State Law requires all Oregon MHC on-site managers (or if no on-site manager, the owner) to complete 6 hrs. of training every two years.

Check here for Vegetarian meals (*Chef's Choice*) _____

REGISTRANT'S NAME _____

MHCO MEMBER _____

MAILING ADDRESS _____

CITY _____ COUNTY _____ STATE _____ ZIP _____

PHONE _____ FAX _____ EMAIL _____

CHECK ENCLOSED, Payable to MHCO

ACCOUNT NUMBER _____ EXPIRATION DATE _____

NAME ON CREDIT CARD _____

AUTHORIZED SIGNATURE _____

Send form & payment to: MHCO • 3857 Wolverine Street, NE, #22 • Salem, OR 97305
(800) 488-6426 • fax (503) 391-4652 • www.MHCO.org

Stay at the Valley River Inn.

The 2011 MHCO Annual Conference is at the beautiful Valley River Inn on the Willamette River in Eugene. Reserve your hotel room by calling 1-800-543-8266 or going online at www.valleyriverinn.com and entering the block code: 1024MANU



Enjoy Riverside dining and NW cuisine.



Take a stroll along the River.



Learn new strategies for profitability.

| Room Type | Single/Double (per night) |
|---------------------|---------------------------|
| Deluxe Room | \$109 / \$119 |
| Riverview | \$119 / \$119 |
| Concierge | \$119 / \$134 |
| Riverview Concierge | \$129 / \$144 |

(Hotel check-in time is 4 p.m. and check-out time is 11 a.m. Valley River Inn is a smoke-free facility.)

Make reservations by Sept. 24th, 2011 or rooms will be available on a first-come, first-served basis and regular room rates apply. So make your reservations today.

Please notify MHCO and the hotel at least 2 weeks in advance if special accommodations are required.