

Who is DMHOA?
June 30, 2018

MISSION STATEMENT: To educate and inform our members, our public servants, the general public of the Manufactured Homeowners on Leased Land rights. Also, to work for legislative and legal remedies to protect and strengthen the rights of everyone who lives in manufactured housing on leased land in the State of Delaware.

The all-volunteer Board and County representatives work diligently to ensure that all Communities are represented in a professional way. The dedication and diligent work of these representatives ensures that your voices are heard and that appropriate actions are taken for your safety and security.

The M. A. D. Newsletter

(Make A Difference)

DELAWARE MANUFACTURED HOMEOWNERS ASSOCIATION (DMHOA)

From the DMHOA President

The first six (6) months of 2018 have come and gone at such a fast pace. I want to update you on what has been going on during this time and provide information on items that might be of interest to you and may require your involvement over the remaining six (6) months of 2018.

Since the kick-off of the General Assembly session that began in January 2018, there are many bills from 2017 that have remained in limbo in the Manufactured Housing Committee. We have called for and held two RED SHIRT days at Legislative Hall in Dover, Delaware to help on the movements on these bills. So many people attended that had never been to Legislative Hall, Dover, Delaware. Those that attended were amazed at all the points of interest within the walls of Legislative Hall, Dover, Delaware. They were exposed to both the Senate side and the House side of the Delaware Legislature. They were in some cases not even aware that the Governor's Office was also in the same building. The RED SHIRT participants were able to meet district representatives with the Legislature, but they were also afforded a chance to talk to them. Through our efforts and talks, we were able to move the Task Force bill out of Committee which our hope is that it will be voted on during this Legislative session. Our goal is to work throughout the rest of the year to make improvements in the overall contents of Title 25, the Landlord - Tenant laws.

I attended a meeting with the Governor, the Housing and Urban Development Director, Senators Bruce Ennis, Brian Bushweller, House Representative William Carson, Community Legal Aid Society, Inc. (CLASI), and Mr. Fred Neil to discuss creating an over-sight group for Manufactured Housing. We provided documentation from Senator Ennis (study requested and compiled via Delaware HUD), but also the DMHOA support documentation and the insights from CLASI from a legal view. It was determined that the Governor felt that an Ombudsman approach would be appropriate and have this Ombudsman be placed in the Department of Justice (DOJ) office. This new over-sight office was added via the Joint Finance Committee efforts and was assigned to the DOJ to perform the task.

DMHOA has also been working to assist numerous Manufactured Housing Communities with Right of First Offer (ROFO). We have had seven (7) communities go up for sale. There were over 600 mail outs to the individual residents of these communities to inform them of their rights under Title 25, Landlord – Tenant Code and explain what to expect during the ROFO action. In addition, we continue to have monthly general membership meetings which is open to ALL residents of Manufactured Housing. We have discussed numerous new programs called Make A Difference (**MAD**), Give, Advocate, Mentor, & Educate (**GAME**) and lastly a new item calls for all to be Together, Everyone, Achieves, More (**TEAM**). So, as we get **MAD** and make the **GAME** better the **TEAM** and all their work will make our communities better for everyone. So, decide to get **MAD**, join the **TEAM**, get into the **GAME**.

Hello to all Manufactured Homeowners in Delaware in DMHOA!
My name is Joel Lichtenberg, your Kent County Representative for DMHOA. My wife, Candi, and I moved to Delaware in February of 2017 as our choice of states to retire in. We purchased a manufactured home in Camden, Delaware in the community of Barclay Farms. The first year has been a true learning experience regarding home ownership on leased land. Like several folks living on leased land, it has proven to be an eye opener as to the rights we have available to us. Once we all decide to get involved with each of our communities, the more we realize how important it is to play an active role in protecting our rights as homeowners on leased land. My first introduction to this opportunity was when Candi and I went to our local LLHC (Land Lease Homeowners Coalition) of which I became a director. Shortly thereafter I met Mr. Bill Kinnick, President of DMHOA. His passion and vision for protecting manufactured homeowner's rights from being so lopsided in the current Chapter 70 Landlord/Tenant code of Delaware caught my attention! I have been following Bill on a regular basis for the past 3-4 months doing everything I could to help Bill achieve his goal. That included my days at legislative hall meeting with Senators and Representatives advocating for our rights. It has been a great learning experience for me and I want to thank Bill for his counsel and patience in my learning curve. We have also met with local landowners to negotiate fare changes to Chapter 70 to bring a suitable balance of fairness for all. Although we have made some positive steps in this process, we need your help to really make an impact for more changes to continue to balance the scales. Any time you have a chance to come to the training seminars Bill has set up, your eyes will be opened as to how together we can make a huge difference to protect our rights as homeowners. Not just for us in the present, but for those that will come after us in their choice of homeownership on leased land!

I would be remiss if I didn't mention the help and encouragement of Bill's wife, Connie. Her passion mirrors that of Bill's and they make an exceptional team! Her excitement and enthusiasm are contagious and a breath of fresh air! Thank you to Connie!!!

I have met some of you at regular meetings of DMHOA, and I believe that together we can be a big part of Bill and Connie's vision advocating for better rights and changes to Chapter 70.

I invite all of you to attend the DMHOA meetings on a regular basis, gather with us at Legislative Hall, and then we as a TEAM can Make A Difference in all our lifestyle's

Joel Lichtenberg,
Kent County Representative of DMHOA.

MAKE SURE THAT YOU VOTE IN THE UPCOMING ELECTIONS!!!!

What's going on within DMHOA Family?

From January 1, 2018 to present we have had seven (7) communities go up for sale. Not one of these communities have a Home Owners Association (HOA). They lost one of their Rights; the Right of First Offer. These communities are being sold to out-of-state Corporations which historically have increased the Community lot rents within 6 months of taking possession. They make so-called "Capital Improvements" to raise the communities' lot rents up to an arbitrary Market Rent level at the expense of each home owner. Without participation of the Communities via an establishment of an HOA you are not protecting your Rights and you lose in many ways.

This year we have conducted training seminars in Sussex County and we will have two (2) additional seminars/trainings in the Camden Town Hall. The first will be on August 11, 2018 and the second will be on August 18 2018. We will be discussing your rights as a manufactured homeowner on leased land and we will be providing information on what is your remedy to Landowners misdeeds which is called Arbitration, what really happens, the documentation that is needed and what to expect during this process. We will also provide information on why it is not only important but vital to establish a Home Owners Association for your community and an overview on DMHOA, Department of Justice (DOJ), and Delaware Manufactured Home Relocation Authority (DEMHRA). To stay on top of what is going on in between newsletters, please visit the DMHOA web page at www.dmhoa.org.

I have been participating in major ongoing discussions with a group of Land Owners on what they see as needed improvements to Title 25, the Landlord-Tenant Code in particular, Chapter 70 in comparison to what we as Manufactured Homeowners on Leased Land see as needed improvements to the code. This is an ongoing working group with both parties meeting without lawyers and legislators at the table. Keep in mind, we have current laws on the books and we will never give up our rights. We will not revert to the days of out of control lot rent increases!

I have met with the DOJ concerning the result from the Widner College (Law College) review of Title 25, Chapter 70. They have supplied recommendations on possible changes to the Code.

We have discussed creation and use of Legal Funds for DMHOA and for each HOA that could support various legal issues, requesting documentation in support of legal actions with many them being because of lot-rent increases above the CPI-U, non-compliance of Landowners in maintaining their communities, using the misnomer of Capital Expense/Investment when the cost is a maintenance item, etc. Not many residents of Manufactured Homes on Leased Land even know what some of these items are and if you fall in that category, please reach out and ask because we are here to help protect everyone who owns a Manufactured Home on Leased Land. DMHOA conduct numerous fund raisers throughout the year to build up the legal fund to further assist in our endeavor to protect your rights under Title 25, Chapter 70. I hope you will participate and will be willing to help at the coming spaghetti dinner/Chinese auction. There are more details listed about this event that will be held in September. Check the web page www.dmhoa.org.

MAKE SURE THAT YOU VOTE IN THE UPCOMING ELECTIONS!!!!!!

Do you think your Land Owner has your back's reference lot rents?

I hear many times from residents of Manufactured Homes on Leased Land that they believe that their Landowner is their friend and that they would not take advantage of them and that they are there to help them. I hate to have to tell you this but if you think they have your backs your incorrect. What I have found is all they want is your **Money!!** You, your family and your home are nothing more than a commodity and a cash flow. I have compiled two charts one for four (4) in-state Landowners and the other is for (4) out-of- state Landowners. To explain the chart, the first column titled **LOTS** is how many lots the identified Landowner has listed with Delaware Manufactured Home Relocation Authority (DEMHRA) they have, and the Reported Lots column is the number of lots that the Landowner pays relocation fees (\$2.50) to DEMHRA. We have reminded the Landowners that have participated in our ongoing discussions reference amending/updating Title 25, Chapter 70 that most of our residents are on fixed incomes and that should be a consideration when they propose an increased lot rent percentage above the Consumer Price Index-Urban (CPI-U). The below information was taken from the Relocation Authorities listings on communities and the number of lots in community, number of lots not rented, or vacant. The with the assistance of tenants living in these communities, DMHOA compiled the average lot rents for these communities then multiplied them by the total number of RTA lots to obtain the monthly gross income from all the communities that these owners operate.

This chart is based on the top four (4) Landowners that live in Delaware

<u>Stevan Class –</u>	<u>LOTS</u>	<u>RTA reported Lots</u>
Sussex East –	188	186
Sussex West-	189	119
Colonial-	314	306
TOTAL	691	612

Average lot rent \$700 x 612= Gross monthly income of \$428,400.00

<u>Jerry Heisler -</u>	<u>LOTS</u>	<u>RTA reported Lots</u>
Village Brook 1	411	302
Village Brook 2	81	61
Glasgow Pines	198	198
Timberlane	173	133
TOTAL	863	694

Average Lot rent \$550.00 x 694= Gross monthly income of \$381,700.00

<u>Robert Tunnell -</u>	<u>LOTS</u>	<u>RTA Reported Lots</u>
Bayside	1512	1039
Coveside	166	133
Creekside	476	344
Dockside	77	56
Lakeside	466	425
Seaside	370	296
TOTAL	3,067	2,294

Average Lot Rent \$800.00x 2294= Gross monthly amount of \$1,835,200.00

Do you think your Land Owner has your back's reference lot rents? (continued)

<u>Andy Strine-</u>	<u>LOTS</u>	<u>RTA Reported Lots</u>
Beachwood	66	66
Lakeland	138	138
Whispering Pines Park	77	77
South Wood Acres	197	197
Shepard Woods	197	197
Clayton Court	116	116
Park Place	179	179
Walker meadows	249	249
Forest Grove	119	119
St Jones Landing	112	58
TOTAL	1412	1386

Average Lot rent \$500 x 1386= Gross monthly income of \$693,000.00

This chart is based on four (4) large out-of-state Landowners/Corporations.

<u>Hometown America-</u>	<u>LOTS</u>	<u>RTA Reported lots</u>
Barclay Farms	292	292
Angola Beach Estates	622	622
Rehoboth Bay	524	524
TOTAL	1438	1438

Average Lot Rent \$650.00 x 1438 = Gross monthly income of \$934,700.00

<u>RHP</u>	<u>LOTS</u>	<u>RTA Reported Lots</u>
Murray Manor	786	643
Wild Meadows	223	223
TOTAL	1009	866

Average Lot Rent \$520.00 x 866= Gross monthly income of \$450,320.00

MAKE SURE YOU VOTE IN THE UPCOMING ELECTIONS!!!!!!!

Do you think your Land Owner has your back's reference lot rents? (continued)

<u>ELS Corporation</u>	<u>LOTS</u>	<u>RTA Reported Lots</u>
Aspen Meadows	200	200
Camelot Meadows	301	301
Mariners Cove	375	336
McNichol Place	93	90
Sweetbriar	146	135
Waterford Estates	731	663
Whispering Pines	393	308
TOTAL	2239	2033

Average Lot Rent \$680.00 x 2033= Gross monthly income of \$1,382,440.00

<u>KDM Corporation</u>	<u>LOTS</u>	<u>RTA Reported Lots</u>
Donovan-Smith	126	89
Mobile Gardens	203	144
Homestead	81	61
Hollyview	72	58
Briarwood Manor	95	57
Scottsdale	100	73
TOTAL	677	482

Average Lot Rent \$550.00 x 482= Gross monthly income of \$265,100.00

NOTE: all facts are +/- 10% difference. Also, data was compiled from Relocation Authority Data on who paid into Delaware Manufactured Home Trust Fund which shows how many lots each Landowner/Corporation owns and have reported to the DEMHRA.

MAKE SURE YOU VOTE IN THE UPCOMING ELECTIONS!!!!!!

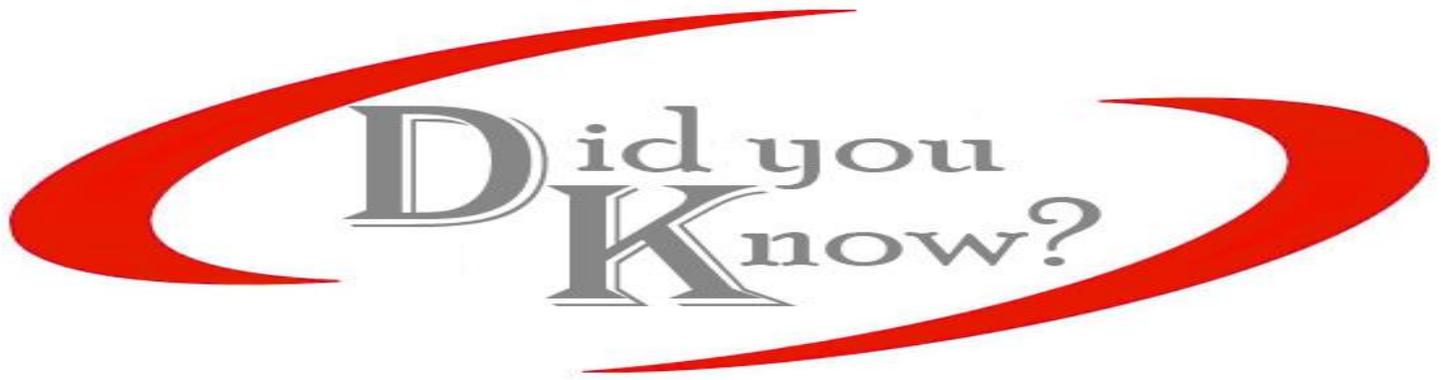
HELPING HANDS REQUESTED – We need your help to make a difference!



DMHOA is an **all-volunteer group** working to assist all that reach out. Our Board is **stretched very thin**. Most communities are experiencing minimal difficulties but when the complaints increase, they are usually in groups. Currently, we have **only one county representative**, Mr. Leonard Sears, who has worked with this organization for many years. Most members of the Board are holding down jobs and/or are on the board of their HOAs. Our current President, Bill Kinnick is juggling quite a few things i.e. attending meetings up and down the State, meeting and working with State Legislators, and building our membership by assisting new community HOAs to get established. There are just **not enough hands and hours in the day**. We are **asking** that **all the members** of DMHOA examine their hearts and **step into the breach to assist**. It will only be a matter of time when those carrying the Organization will be burnt out and our efforts to protect everyone will fail.

If you feel that you can assist in any way, please send an email to conniekinnick@verizon.net (current DMHOA Secretary).

DON'T FORGET TO VOTE IN THE UPCOMING ELECTIONS!!!!!!



FREE AARP TAX ASSISTANCE PROGRAM

AARP provides IRS certified volunteers to provide FREE help to low and moderate-income taxpayers. You don't have to be an AARP member, you don't even have to be 50 years old. Check locations with your local AARP offices or your local Senior Citizen Center for more information.

MEDICARE PHONE SCAMS

I recently read an article in the latest AARP Bulletin that alerted that scammers are calling Medicare recipients claiming that they represent Medicare. They are telling Medicare recipients that they recipient owes a 'processing fee' for their new Medicare card. **THIS IS A SCAM CALL. There is no processing fee for your Medicare card. The card is issued by the Medicare agency for FREE.**

They are also telling Medicare recipients that they are owed a refund from previous transactions that occurred under their old Medicare card. They are asking the recipient for their banking information, so they can send the refund. **THIS IS A SCAM CALL. Any refund that might (and that is a very big might) be owed to the Medicare recipient would be sent to the recipient from the Medicare agency by check.**

Remember, Medicare would **NEVER** ask for any money over the telephone, it would be an official letter from Medicare to the recipient. Medicare would **NEVER** ask for your banking information. Any money that Medicare would need to send to you would be sent in the form of a check from Medicare with official correspondence detailing why they are sending YOU a check.

Be aware that there are all kinds of scams out there and the scammers count on the victim either being unaware, confused, frightened and any other hosts of emotions. Don't be a victim. If you have any questions, call the Medicare number that is listed on your Medicare card. Do not call any telephone numbers that might be provided by the scammer. Talk to your family before you do anything, especially when it comes to social security numbers, bank account numbers, credit card numbers, etc. Be safe, my friends!

ELECTIONS ARE COMING – BE READY TO BE HEARD – VOTE, VOTE, VOTE!!!!!!!



LETTERS TO THE EDITOR



As a DMHOA member I would like to thank Bill and Connie Kinnick for all the hard work they put into helping others by representing the DMHOA organization. Besides their time and talents (of which there are many) I believe that they also put some of their own monies into what they do.

We can never truly realize just how many hours are spent at home and on the road. We are very blessed to have them on our side fighting for the rights of residents on leased land in manufactured housing.

I believe that the best way we can thank them and all those who support them is to rally others to support our cause. Let's get busy and rouse the troops. Spread the word about Red Shirt Days on at Legislative Hall in Dover. If you need a ride, ask a friend. Or an email to legislators will help to show how many of us they will be helping to have a better life.

Keep informed by checking on our website www.dmhoa.org

L. Reynolds, Treasurer, DMHOA



FREQUENT ASKED QUESTIONS

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This will be a new segment of the DMHOA Newsletter. Please submit any questions you may have reference to manufactured homes on leased land via the website (www.dmhoa.org) through the Contact options. Your questions will be forwarded to the appropriate individuals and will be not only answered via the DMHOA Newsletter, but you will also receive an individual response via your email. We are looking forward to expanding this segment of the newsletter and hope that this will clarify many issues. Thank you and talk to you soon!

ARE YOU READY TO MAKE SURE THAT YOU ARE REPRESENTED PROPERLY? – VOTE, VOTE

Contact Us

Organization Name

Delaware Manufactured
Homeowners Association
(DMHOA)

Street Address

PMB 5, 24832 John J. Williams
Hwy

City, ST Zip Code

Millsboro, DE 19966

Phone

302-945-2122

Email

Use "Contact" link on website

Website

www.dmhoa.org

LEGISLATIVE BILLS

House of representatives- Ready list waiting to be placed on the House Agenda:

DMHOA approves/support these bill:

HB 131, HA 1 – Escrow

HB 383 – Rental Payment/Acceptance

HB 436, HA-1 – Lot Lease /Purchaser transfer

HR 24, HA 1-2 – Task Force

SB 47 w/SA1 & HA1 Tight of First Offer (ROFO)

DMHOA does not support this bill:

HB 44 - Titling bill

JCF update (Ombudsman program) WAS PLACED IN THE Governors budget under the Department of Justice. We now a first piece of and oversight.

Currently we don't have anything on the Ready List from the Senate, but we have these two (2) bill ins committee trying to break out:

SB 251 – \$.50 bill for home owners for legal support

SS3 for SB 23 - Capital improvement bill

To review and educate yourself on all the Legislative Actions that are ongoing visit www.legis.delaware.gov/

Become familiar with this website. Visit often.

Click on the BILLS & RESOLUTIONS tab which will provide additional selections such as House Bills, Senate Bills, etc.