

## Location



Exit 22 off I-295. Follow sign to Freeport. Turn right on Route 1 South. Take the next left onto School Street. Follow 2 blocks to Park Street. Turn right and the hotel is on the right

207-865-1433

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## Door Prizes:

Throughout the years many members have generously donated a large variety of door prizes.

Please continue this tradition by coming with a door prize donation.

Your company or name will be mentioned when raffled.

**George Allen**, CPM, is president of GFA Management, Inc., in Indianapolis. Allen is the author of How to Find, Buy, Manage & Sell a Manufactured Home Community and Manufactured Home Community Management. He is co-author of Development, Marketing & Operation of Manufactured Home Communities. He also publishes a monthly industry newsletter, the Allen Letter, for manufactured home community owners and operators.

## Entertainment by Tim Sample



Tim Sample  
Maine Humorous

The Maine Humorous Company  
Manufactured Home Communities  
www.mh.com

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MHAM ED  
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*Annual Meeting*  
*Friday*  
*October 24th*  
*2008*

# Program

8:30 am – NOON REGISTRATION & COFFEE

9:00 – 12:15 MHAM ANNUAL MEETING

9:30-10:45 HUD INSTALLATIONS, FEE INCREASES,  
INSPECTION FEES FOR MODS & HUD

ROBERT LECLAIR, ED MANUFACTURED HOUSING BD

ROBERT NEFF, STATE HOUSING INSPECTOR

MICHELLE LOVERING, STATE HOUSING INSPECTOR

LOWELL SMITH, STATE HOUSING INSPECTOR

10:45—11:30 MAINE STATE HOUSING PILOT PROGRAMS AND  
HOW THEY WANT TO WORK WILL ALL HOMEBUILDERS  
ESPECIALLY THOSE DOING ENERGY STAR HOMES  
DALE McCORMICK, MSH DIRECTOR

11:30-12:15 NEW OIL TANK CONTAINMENT SYSTEMS REGS.

ANY INSIDE OR OUTSIDE OIL TANKS, FOR ANY HOUSING  
STOCK WITHIN 1000 FEET OF A PRIVATE WELL, WILL BE  
IMPACTED. ANYONE THAT PREREGISTERS CAN HAVE THEIR LAND  
MAPPED FOR FREE TO SHOW BOUNDARIES IMPACTED BY THIS NEW  
LAW. GEORGE STEEL, DEP DIRECTOR

12:15—1:30 LUNCH & PANEL DISCUSSION

CREDIT AND LENDING PRACTICES— FINANCING OPTIONS  
FOR YOUR CUSTOMERS  
CAMDEN NATIONAL BANK, NORWAY SAVINGS BANK  
AND OTHERS WILL DISCUSS THIS HOT TOPIC!

1:30—4:30 MODULAR HOUSING – STRATEGIES TO SUCCEED  
WITH MODULAR HOMES

RICHARD CROMWELL, TMA DEVELOPMENT CORPORATION

1:30— 2:00 NH COMMUNITY LOAN FUND—THE IMPACT OF  
COOPERATIVES AND INEQUITIES THAT THEY CREATE  
FOR BUSINESS. JOHN SCHIAVI, THERESA DESFOSSES  
AND AN INDUSTRY LEADER FROM NH

## MHAM ANNUAL MEETING AND AWARDS BANQUET FRIDAY OCTOBER 24, 2008

**Don't miss this  
opportunity to  
network with  
fellow industry  
members.**

### Agenda Continued

**2:00—5:00**

#### **GEORGE ALLEN OF GFA MANAGEMENT INC**

**RISK MANAGEMENT**—RELATIVE TO INSURANCE  
COVERAGE AND CLAIMS REDUCTION IN THE LAND LEASE  
COMMUNITY ENVIRONMENT.

**WHAT MYSTERY SHOPPING** TEACHES US ABOUT  
EFFECTIVE TELEPHONE AND ON SITE—IN PERSON SALES &  
LEASING TECHNIQUES

#### **7 STEPS TO EFFECTIVE RESIDENT RELATIONS**

THIS SEGMENT COVERS THE 6 R'S OF PROPERTY  
MANAGEMENT OCCURRING BEFORE, DURING AND AFTER  
TENANCY. THERE WILL BE OPPORTUNITY FOR LIVELY  
GROUP DISCUSSION!

#### **THE GOOD, THE BAD & THE VERY UGLY**

THIS PRESENTATION TRACES THE HISTORY OF LAND  
LEASE COMMUNITIES—HUMEROUS, EDUCATIONAL AND  
CHALLENGING OVERVIEW—SITE IMPROVEMENT IDEAS

### **Can you keep a secret**

#### **2008 MHAM Industry Award**

**Recipients will be:**

**John Schiavi**

**Rich Cromwell**

### AGENDA CONTINUED

5:00—9:30 pm Industry Recognition Banquet

- DINNER & DOOR PRIZES
- INDUSTRY RECOGNITION AWARDS WILL BE GIVEN  
TO TWO INDIVIDUALS THAT HAVE MADE AN  
ENORMOUS CONTRIBUTION TO OUR INDUSTRY.
- ENTERTAINMENT BY TIM SAMPLE  
MAINE HUMORIST AND STORYTELLER