



Annual Conference & Membership Meeting

April 28 & 29, 2019

DoubleTree Hotel, Bloomington, IL

Conference Agenda

Sunday, April 28

8:00 AM HUD Installation Contractor CE Class
w/ Mark Conte

1:00 PM Conference Registration Opens

2:00 PM Expo Opens

5:00 PM Welcome Reception
& IMHA-PAC Fundraiser

9:30 AM Zoning - Operating an MHC as a
Nonconforming Use - James Noonan,
Noonan & Lieberman, Ltd.

10:30 AM "BOOM! The Next 10 Years" -
Ken Corbin

Industry Luncheon w/ Keynote Address
by Senator Chuck Weaver

2:00 PM Be Better - Common Mistakes Community
Managers Make - panel discussion

2:30 PM Third Party Property Management -
Is it Right for You? - Maria Horton,
Newport Pacific

3:15 PM Your Community's Infrastructure -
An Asset or a Liability?

4:00 PM Maintain Value and Minimize Turnover
Costs in Rental Homes (Margo Napoles)

5:00 PM Annual Meeting & Election of Officers

Monday, April 29

8:00 AM Registration & Expo - all day

9:00 AM New Laws and the New Legislative Reality -
Randy Witter, Cook-Witter, Inc. and
Frank Bowman, IMHA Executive Director

2019 Conference Speakers

We have a line-up of amazing speakers and an exciting schedule for IMHA's 2019 Conference all geared to help you grow your business.

New Laws and the New Legislative Reality

Speakers: Frank Bowman and Randy Witter

Frank Bowman is Executive Director for IMHA and Randy Witter is President of the Springfield lobbying firm Cook-Witter, Inc. Together they provide the Association with a solid background real estate, association management and issue lobbying in the Illinois state legislature.

Frank and Randy will provide an overview of the current legislative session, identify threats and highlight the opportunities facing factory built housing and land lease communities in Illinois and answer your questions.

Zoning - Operating an MHC as a Nonconforming Use

Speaker: James Noonan, Noonan & Lieberman, Ltd.

Jim Noonan is a founding partner of Noonan & Lieberman. Jim has more than 25 years of experience in civil litigation on behalf of creditors, servicers, business and real estate owners.

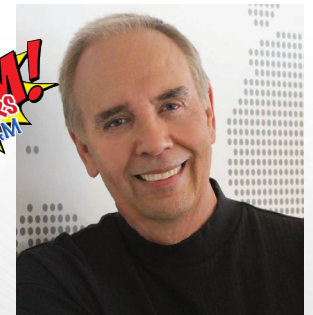
"I have a legal non-conforming use. Why won't the city believe me?"

In this presentation Ruth Sosniak and Jim Noonan, of Noonan & Lieberman, Ltd. will lead a discussion on what it means for the operator to have its mobile home park zoned "legal non-conforming". What can the owner do legally that it could not do

without that classification? And what limitations and restrictions are they still subject to? They will also discuss the issues mobile home operators often face when dealing with hostile, uninformed, or non-cooperative, city and municipal code enforcement officers. This is where their experience comes into play. In a guided, but interactive way, they will lead a discussion of why enforcement bodies ignore or fail to understand what it means to be a legal non-conforming use, what you can do to change their minds, and what changes can the municipalities insist upon even when everyone agrees the use is legal.

Boom! The Next 10 Years

Speaker: Ken Corbin,
CallKenCorbin.com



Manufactured housing is back, BUT...are you ready? We're poised for HUGE growth over the next decade. Customers are changing, homes are changing, lenders are changing, communication is changing...but are YOU doing business the same way? Ken's message is directed exclusively to retailers and communities.

During this interactive program, you'll learn how to:

- Increase home sales in a competitive market
- Triple prospects and not spend more
- How to sell more, spend less and increase margins

Keynote Address

Speakers: Senator Chuck Weaver

State Senator Chuck Weaver represents the 37th District of Illinois, which includes 10 Central Illinois counties that are north and then east and west of Peoria. He has been serving in the Senate since 2015.

Chuck understands job growth must be his primary focus and works to make fundamental changes that reverse the decline of our state. He has been active in real estate construction as well as an investor in start-up businesses. He has been involved in more than 50 Limited Liability Companies.



Be Better- Common Mistakes Community Managers Make - panel discussion

Speakers: Margo Napoles, Katie Hauck, and TBA

Bring your questions and concerns and learn from the cumulative experience of these veteran community operators.

Maintain Value & Minimize Turnover Costs in Rental Homes

Speakers: Margo Napoles, Foresite Realty Partners, LLC

Margo is Senior Vice President of Manufactured Housing Operations and Fair Housing Specialist for Foresite Realty Partners, LLC and will share her tips & tricks for creating a better renter. She'll explore relationship building techniques with residents to avoid common issues found in homes as well as the best methods of tracking issues & setting realistic standards.

Your Community's Infrastructure - An Asset or a Liability?

Speakers: Trent Kjell, ABT Water Management

Private infrastructure, whether water, sewer or electrical distribution poses both an opportunity and a potential liability to the community owner/investor. Is yours an asset or a liability?

Trent is Owner and Technical Sales Manager for ABT supplying and providing services for Water System Management, Water/Sewer Consulting, Water Treatment community Inspection, Water sub-metering Systems, Water Meter Utility Contracting Services, Read, Bill, collect, Pay and Report.

Uncovering The Mysteries Of Selecting A Fee-Based Management Company

Speakers: Maria Horton, Director of Marketing and Regional Manager for Newport Pacific Capital Company, Inc.

With the recent phenomenon of capital flowing to manufactured home communities, the need for experienced, professional fee-based management professionals is growing. Join me as I help to uncover the many points to look for in selecting the best company and what they should be offering you.

Newport Pacific is a full-service property management company specializing in manufactured home communities, apartment complexes, condo associations and RV resorts. Newport Pacific has been a leader in the property management industry since 1980 and oversees properties throughout the United States.





Quality, Affordable,
Factory-Built Housing



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