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The Reporter

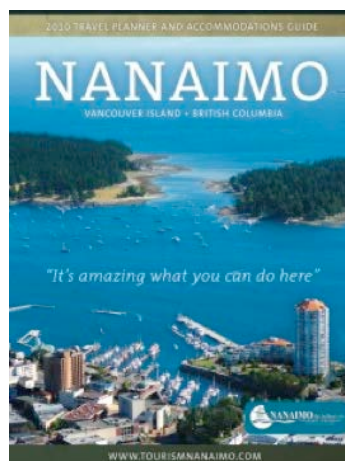
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The New Water Sustainability Act

Hoarding

**What’s New at the
Residential Tenancy Branch**

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**A NEW Tool for Screening
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This publication is for the information of members of the the Manufactured Home Park Owners' Alliance of BC (MHPOABC), but does not constitute legal or professional advice. Neither the MHPOABC nor any other party contained herein assume liability for loss or damage as a result of reliance on this material. Appropriate legal advice or expert assistance should be sought from a competent professional.

Do You Know . . .

By Al Kemp

. . . what to do when a resident passes away? This is both emotionally and professionally upsetting, particularly if the person lived alone, the death was unexpected, and it occurred in the resident's home.

If you, your manager, or another resident is the first to discover the death, phone the police. They will attend to ensure foul play is not suspected and also notify the coroner who will take charge of the body. You can't enter the home until the police and coroner release it to you. If natural causes are obvious, this shouldn't take more than a day or two.

By law, the tenancy agreement is automatically assigned to the estate of the tenant. This is not a "frustrated tenancy agreement;" it continues in the name of the tenant's estate. The estate is responsible for paying rent, removing the tenant's possessions and ending the tenancy appropriately, usually by selling the home, or perhaps removing it. See below for more about the estate.

Under the Manufactured Home Park Tenancy Regulation, you are required to protect the resident's property. So your first step should be to take an inventory (written list) of everything in the unit. You don't need to go into great detail: "bookshelf containing approximately 50 books," "closet containing men's clothing," "dishes, cutlery and cooking utensils" is sufficient. However, separately list any items of saleable value, such as a TV, computer, furniture, etc. Look in all drawers and cupboards and record any jewelry, bank books, or money. I suggest removing the money (if over \$100 or so), jewelry, and any other small items that appear valuable for safekeeping to an account and/or safety deposit box.

Also look for any information that might indicate who next of kin are. Talk to neighbours who may know about a relative or close friend. The police may have found information on the tenant's next of kin, but be reluctant to tell you due to privacy legislation. Explain that you are legally required under the *Manufactured Home Park Tenancy Act* to protect and deal with the tenant's property, so need any contact information they have.

You should also take photos; however the Regulation requires the written inventory and you must keep it for two years. All this is to protect yourself against any claims from relatives or friends that you have taken something valuable, such as Aunt Matilda's diamond ring. It will be worth \$25,000, coincidentally the maximum that can be claimed at dispute resolution!

Phone BC Registry Services. They may have information on file naming next of kin or a contact person.

Finally, change the locks on the home and I recommend putting a note on the door that anyone having an interest in the home should contact you. Again, this is to protect both the property and yourself.

Now the home and tenant's possessions are secure for the time being. What's next? If you can contact next of kin, try to determine who the executor of the estate is, failing that someone who has the legal right and agrees to take responsibility for removing the tenant's possessions and ending the tenancy. Make sure you have something in writing, satisfactory to you, that gives this person the right.

If you don't get any information on next of kin, you can - but don't have to - do a will search through BC Vital Statistics. It's a two step process. First you order a copy of the death certificate; this costs \$27.00. Then file that with form requesting a will search; this costs \$20. If a will has been registered, Vital Statistics will have at least the location of the will and usually a company or person's name to contact.

If there is no will information, or you can't locate anyone who is legally responsible, then you treat the tenancy agreement and the home and property as abandoned. You don't have to wait a month or until the rent is unpaid, but we recommend waiting at least that long, in case someone shows up with a legitimate interest in the home or responsibility for the tenancy agreement.

If you have a "Landlord Consent" or "Lease Assignment" form in your file stating that a bank or credit union holds a mortgage on the home, contact them and report the resident's death. Usually they will take responsibility for paying rent and protecting the home until an executor or administrator is located, or they foreclose on the mortgage and take possession of the home. Stress that they are responsible for the rent until a final decision is made, or an authorized person takes responsibility.

If there is no financial institution interest and you can't locate an executor or next of kin, now what? Unless the home is in such a deteriorated condition that no one would buy it - even for a storage shed - you need to publish a "Notice of Disposition" in one local paper for one day. While this requires specific wording (it's in your Management Manual), the Notice essentially states that if anyone has a legal or legitimate interest in the home, they must contact you within 30 days.



If the home is dilapidated and unsaleable, you can demolish it (check to see if a municipal or regional permit is required) without a Notice of Disposition, and file the required forms with BC Registry Services to remove the home from the Manufactured Home Registry. Of course all costs have to be absorbed by you, but at least the site will be ready for a new resident.

If the home still has some value, 30 days following publication of the Notice of Disposition, you can take possession of the home and either sell it, or keep it and rent it out under the *Residential Tenancy Act*.

Again, certain forms need to be filed with BC Registry Services. You can also sell or donate any possessions within the home and/or any vehicles or other items of value.

If you sell the home, all net proceeds, after deducting any rent loss and all your expenses to deal with the home, including the value of your time, are to be forwarded to "the administrator." This is not the government, rather a subsidiary of the Vancouver Foundation, so the money will go to a charitable purpose. Contact them for more information.

An important point is that you don't have to let anyone into the home, unless you are satisfied they have a legal right to enter and/or take anything. (That's one of the reasons for depositing money, jewelry, etc. for safekeeping.)

In certain circumstances, the Public Guardian and Trustee will take control of the estate. This is usually where the home is of considerable value and there are no known next of kin. In this case, the Public Trustee is responsible for dealing with the tenant's property and paying rent until the site is available for you to re-rent.

There are almost always some circumstances that don't fit the "mold;" that's why you are a member of MHPOABC. Phone or email us with any questions - or even just to confirm that you are taking the right steps.

Kemp's Korner

By Al Kemp

"A Wealth of Information:" Nanaimo Spring Conference Taking Shape

For the first time in several years, our Spring Conference returns to Vancouver Island. On May 13/14, we will be at the Coast Bastion Hotel in beautiful downtown Nanaimo with a lineup of expert speakers covering a range of contemporary issues of interest to manufactured home park community owners and managers.

Here's what is planned for the day:

- Earthquake preparedness
- Hoarding – a panel discussion
- What's new at the Residential Tenancy Branch?
- Human Rights for manufactured home park community owners and managers
- The new *Water Sustainability Act*
- The home is abandoned... What's next? What's best?
- A new tool for screening tenancy applicants

The conference begins Friday evening, May 13 with a non host "meet and greet" reception. Then Saturday starts with a free continental breakfast in the meeting room. The conference runs from 9:00 am to about 4:00 pm, with lunch included.

The Coast Bastion is offering our members special room rates and we encourage you to book two nights and enjoy Nanaimo on Sunday before heading home.

For conference and booking details, see page 12.

Austen Arrives

For those of you who have worked with my associate, Carly Jellis, over the years, she and her husband Andrew just welcomed their second son, Austen, born February 11th. As the saying goes, mother and baby are doing fine. (Strange that nobody every worries about how the father is doing!)

Water Sustainability Act in Force

On February 29, the BC government brought the new *Water Sustainability Act* into effect. This Act requires anyone who uses well water to now "rent" the water from the government. As reported in *The Reporter* last March, the purported intent of this Act is to protect and sustain the use of well and surface water.

We have requested some details from the Ministry of Environment – and have commented that the required application form is incredibly complex. Read the May issue by which time we hope to have all the details.

Looking for an Article?

About a year ago, we added a *Reporter* Index to the Newsletter and Documents Archive section in the Members Only area of our website. If you know you've read an article or want to learn more on a subject of interest, you can easily find the issue by checking the index. It lists all articles published since 2011. Then simply scroll down to that issue.

Can You Top These?

We hear some bizarre, amazing, ridiculous – and other adjectives – stories. We could probably give a prize for "story of the month!"

Among the latest was a tenant burning down his home to collect insurance. Surprisingly (!), it didn't work; the smell of gasoline was just too strong.

Then there was the tenant who was to leave February 29 under an Order of Possession. On that day he totally destroyed his home, including wrecking appliances, punching holes in the wall; tipping over the water heater, smashing all windows etc. The police were called, but pointed out that there is no law against destroying your own property. More amazing is that the landlord had offered him \$10,000 to leave and abandon the home, which he rejected!

Site Boundaries - a Sensible Ruling

By Al Kemp

Last year an arbitrator ruled that a landlord must have his community surveyed by a professional surveyor to establish the boundaries of the tenant's home site. As we reported in the May 2015 issue of *The Reporter* – and as confirmed by a professional surveyor – it is impossible to do so.

We discussed this with the then Executive Director of the Residential Tenancy Branch and also provided her with a copy of the surveyor's letter to us, confirming that there was no way to determine the boundaries of each site.

We also submitted that the Manufactured Home Park Tenancy Regulation did not support the arbitrator's ruling, as it requires only that, "a tenancy agreement contains the boundaries of the manufactured home site measured from a fixed point of reference." We suggest the best fixed point of reference is the home itself, with measurements made from the four sides of the home to the site boundaries.

In another decision issued January 19th of this year, the tenants were demanding that the landlord carry out several actions (including paying 22 cents interest on a \$14 rent overpayment that had been refunded; the landlord subsequently gave the tenants a quarter).

The tenants alleged that their site encompassed more land than the landlord's site plan.

In the ruling, the arbitrator stated:

"The Regulation does not exempt parks that were created before the Regulation came into effect, nor does it require that the plan be a formal survey by a qualified surveyor.

"The only order I could make is that the landlord provide the tenants with a plan measured from a fixed point of reference, which it has now done."

This is good news for all park owners. Although arbitrators' decisions are not precedential, this arbitrator has confirmed that they do not have the authority under the Regulation to order a survey of a manufactured home community.

Both the surveyor's letter and this decision (with names removed) are available to any member facing a similar challenge from a tenant.

Do you visit our website?



Really, it's your website. We regularly put news on the home page, plus there is a wealth of information in the Members section, including:

- ➔ all the content of our Management Manual;
- ➔ various forms exclusively for members' use;
- ➔ Associate members contact information – they deserve your business;
- ➔ how to get credit report information;
- ➔ numerous resource links, and more.

If you haven't visited your website recently and may not remember your password, phone or email and we'll set you up on the spot!

Welcome New Associate Members

Donnelly Skylights

Donnelly Skylights is a Canadian owned, family run business that has been providing natural lighting solutions to their customers on Vancouver Island since 1995.

Donnelly Skylights, VIP Elite certified skylight specialists, have built strong relationships with their residential, commercial, strata and manufactured home customers. The company specializes in:

- New skylights and sun tunnels
- Replacement of old skylights and sun tunnels
- Replacement of skylight flashing
- Repair of leaking skylights and sun tunnels
- Blinds, shades and sun blockers.

Larry Donnelly, company President, says, “We are experienced and trustworthy. We provide written warranties on our products (between 10 and 20 years depending on the product), and a 10 year warranty on our labour.”

He continued, “Manufactured homes’ skylights can be very difficult to repair due to the way they were manufactured and installed. We have extensive experience in repairing and replacing these skylights with complete customer satisfaction. We look forward to being of service to members of the Manufactured Home Park Owners’ Alliance of BC.”

You can contact Larry at 250-618-7126, toll free at 1-877-333-1866, or donnelyskylights@shaw.ca. Visit the company’s website at donnelyskylights.com.

Haddock & Company, Lawyers

Established in 2001, Grant Haddock and his colleagues specialize in housing and construction law, including the *Manufactured Home Park Tenancy Act*.

Located in North Vancouver and with corporate and landlord clients throughout BC, Grant says, “We have a proven track-record of successfully representing numerous landlords at dispute resolution hearings. Our lawyers are constantly keeping track of legal changes that affect housing law and we have worked with various other housing industry organizations that put us on a solid footing to work with the Manufactured Home Park Owners’ Alliance of British Columbia.

“We understand the unique aspects of manufactured home communities and the sometimes complex personal dynamics that can develop within those communities. We have successfully sorted out many community disputes for various multi-unit housing operations and we bring that strength to the table for the manufactured home communities.

“We pride ourselves for being known as ‘housing lawyers;’ we love what we do and we’re good at it.”

Grant concluded that Alliance membership has its benefits. Members of the Manufactured Home Park Owners’ Alliance of British Columbia may qualify for member-only rates and fixed fees for certain legal services. Grant invites you to contact him or any of his four colleagues at 604-983-6670 or cgh@haddock-co.ca. Also visit their website haddock-co.ca.

Liens on manufactured home communities and manufactured homes in British Columbia

By Michael Drouillard, JD, MHPOABC Counsel

1. Can a landlord “lien” a manufactured home owned by a tenant because that tenant owes the landlord back rent? No.
2. Can a landlord require a tenant put up his or her manufactured home as security for entering into a tenancy agreement for a manufactured home site? No.
3. Can a valid and enforceable builder’s lien be registered against title to the manufactured home community itself when a contractor relocates and installs a tenant’s manufactured home onto a manufactured home site? Maybe. But you can take steps to minimize your exposure to this risk by having your lawyer or notary register a notation against title to your property which provides that the land owner is not bound by builder’s liens for work not done at the express consent of the manufactured home owner.

This article is concerned with the registration and enforcement of liens in British Columbia as they apply to manufactured housing. It is intended to dispel certain myths about how liens function, and is also to raise an issue about how a manufactured home community owner could find a builders lien on title to his property for work that was performed without the manufactured home community owner’s express consent.

Manufactured Homes

In British Columbia, manufactured home community owners are unsecured creditors of their tenants. In other words, as consideration for entering into a tenancy agreement, the manufactured home community owner relies solely on the promise of the tenant to comply with all of the tenancy agreement’s material terms, including paying rent. If the tenant breaches the tenancy agreement and causes damage or loss to the owner, then the owner

must claim against the tenant through the appropriate forum, usually arbitration before the Residential Tenancy Branch, and obtain a judgment that is enforceable through the court.

Through that judgment, the owner can seize the tenant’s personal property by obtaining an order for seizure and sale, but the claim of the landlord will rank second to any secured creditors who have a security interest in the property seized by the manufactured home community owner.

Usually, and subject to certain exceptions that go beyond the scope of this article, one can learn if a debtor has granted security to any creditor by searching the Personal Property Registry through BC Registry Services. If a secured creditor has registered what is known as a “financing statement,” which identifies the name of the debtor (in this context, your tenant), the name of the secured party (such as a bank), and the collateral secured (the manufactured home), then this will inform the searcher that the debtor has granted security. Financing statements are what are informally and inaccurately known as “liens.”

It is inappropriate and contrary to the law for an unsecured creditor, such as a landlord, to register a financing statement in the Personal Property Registry against a debtor such as a tenant. A financing statement is registered for the purpose of protecting a secured creditor’s interest in collateral secured by a security agreement. If there is no security agreement and no agreement by the debtor to grant security, then there is no legal basis to register a financing statement in the Personal Property Registry.

Finally, a shrewd landlord may require as a condition of entering into a tenancy agreement with the tenant that the tenant put up his or her manufactured home as security for performance of the tenant’s obligations under the tenancy agreement. However, although this might be possible in a

commercial tenancy, section 17 of the *Manufactured Home Park Tenancy Act* prohibits landlords from collecting security deposits, which are defined to include not only money, but also “value or a right given.” This, in the author’s opinion, includes the granting of security over the tenant’s manufactured home.

Essentially, enforcing an Order of Possession remains the only recourse for a community owner.

Manufactured Home Communities

With respect to builders’ liens, a contractor may have a lienable interest in real property when the contractor has supplied material or performed work on a property towards the creation of an improvement. “Improvement” is defined by the *Builders Lien Act* as including “anything made, constructed, erected, built, altered, repaired or added to, in, on or under land, and attached to it or intended to become a part of it, and also includes any clearing, excavating, digging, drilling, tunneling, filling, grading or ditching of, in, or under land.”

Although manufactured homes are deemed chattels and not fixtures on a manufactured home community land, does this mean a contractor can’t file a valid builder’s lien against the community itself when it relocates and installs a manufactured home within the community? Maybe. Although the author is unaware of British Columbia case authority on this point, there is authority from other provinces that the supplier of a manufactured home has a lienable interest against the lands upon which the manufactured home is situated.

Why would a manufactured home community owner be dragged into a dispute involving a manufactured home that he or she doesn’t even own and which belongs to the tenant? Section 3 of the *Builders Lien Act* provides that “an improvement done with the prior knowledge, but not at the request, of an owner is deemed to have been done at the request of the owner.” In other words, if the manufactured home community owner knew

that a home would be relocated into the community, even if the community owner did not request the relocation occur, the owner is deemed to have requested the home be relocated into the community. If the home is considered an “improvement” as defined above, the contractor may have a lienable interest in the manufactured home community itself.

How can a landlord reduce his or her risk of being dragged into the above scenario? Section 3 of the *Builders Lien Act* also provides that its provisions do not apply where the owner has filed a “notice of interest” in the land title office. A notice of interest is a legal notation on title that provides that the owner is not bound by a lien claimed under the *Builders Lien Act* in respect of an improvement on the land unless that improvement is undertaken at the express request of the owner.

A notice of interest is easily filed against title to a manufactured home community by a lawyer or notary. Unless the filing of such an interest is prohibited by a mortgagee who holds a mortgage over the manufactured home community, and it usually isn’t, a prudent manufactured home community owner should instruct his or her lawyer or notary to register a notice of interest over the manufactured home community lands in the land title office.

Michael Drouillard is a lawyer based in Vancouver, and an Associate Member and Association Counsel of the MHPOABC. Michael’s background includes several years as a property manager and he is the author of Landlording in Canada, a practical guide to residential and manufactured home community rental landlords.

For a manufactured home park tenancy rent increase that takes effect in 2016, the allowable increase is 2.9% [plus proportional pass throughs].

Site Plans

By Al Kemp

We've written a couple of articles (*The Reporter*, July 2014 and May 2015) on this topic, stressing the importance of providing tenants with a simple plan, showing the boundaries of their sites "from a fixed point of reference," as required by the Manufactured Home Park Tenancy Regulation.

It's not only the legal requirement; but also a very practical requirement to avoid squabbles between tenants – or worse, a dispute resolution hearing when a tenant disagrees with the site boundaries and there is no site plan. (See the article on page 6.)

The practical value was demonstrated by a recent situation in a park with an experienced and knowledgeable manager who wrote us this email:

"The family of a tenant who passed away [*Editor: we'll call them Jones*] last year is fixing up the home for resale. The neighbour [*we'll call her Ms. Simpson*] has a wood shed and garden shed that are too close to the Jones' site and are over the site lines. Ms. Simpson said it was like that when she moved in, but it is not placed in accordance with city by-laws.

"The problem is Simpson is away in the US and not coming back until April. I have put the two parties in contact with one another.

"The Jones' are set to put the siding on the home this week. Can they take anything down or move anything without Ms. Simpson's permission, and who pays for it? The family needs to be able to walk around the home and they need to build stairs off the back door that Ms. Simpson has been using as her backyard.

"For resale purposes, they need to bring things up to code, but while Mr. Jones was alive the two neighbors got along fine and were happy with the boundary arrangements. Where does this leave his family? They have been paying pad rent and want to get the home on the market quickly to recoup their losses, and of course Ms. Simpson doesn't want to lose part of 'her' yard.

"I want to give both parties the information they need to come to a fair settlement. What should I do?"

Our answer probably wasn't a great deal of help!...

"This is a tricky one - no easy solution.

"I am assuming that neither tenant was provided a site plan in conjunction with the tenancy agreement. If tenants don't have site plans, it's a good idea to create them regardless of how long they have been tenants. (See previous issues of *The Reporter*.)

"Obviously you can't satisfy both parties. I would try to stress that they need to find a mutually acceptable solution, given the history of the two sites. If that fails, I think you would have to insist that Ms. Simpson remove anything that prevents the Jones' from maintaining and working on the home. You can't enforce that, but the Jones could take you to dispute resolution for an order that you provide the full site - and Simpson could do the same seeking an order that the "practice" of allowing the encroachment for so long means it has become legal!

"No magic answer to this one - other than using your negotiating/friendly persuasion skills!"

We have been asked by some members to make their life easier – and save a few trees – by sending invoices and/or *The Reporter* via email.

We now are able to do both! If you would like to receive either or both of these by email,

- phone (1-877-222-4560)
- email (info@mhpo.com)
- fax your request to 1-778-265-0123

We will not require you to change to email; it is your choice.

Thank you for helping us save trees, time, and reduce costs!

A wealth of information . . .

. . . all custom designed for manufactured home community owners and managers.

We're excited about the line-up of subjects and speakers for our annual Spring Education Conference on May 13th and 14th. Returning to Vancouver Island, we invite "mainlanders" to enjoy the scenic ferry ride from Horseshoe Bay or Tsawwassen to historic Nanaimo. If you haven't visited Nanaimo in recent years, you'll be surprised by the beautiful and scenic downtown area. Our conference is in the heart of downtown at the Coast Bastion Hotel, overlooking the harbour.

Here is what we have tentatively planned for you:

Friday, May 13

From 7:00 pm until 9:00 pm, meet old and new friends at our no-host **meet and greet reception** in the Coast Bastion Hotel, our headquarters for all conference activities

Saturday, May 14

7:30 am - **Free continental breakfast** in our meeting room; another chance for a conversation with fellow owners and managers

9:00 am - **Welcome** from our President, Jay Gaudreau

9:10 am - The day unfolds with speakers and panelists covering these topics:

- **Earthquake preparedness**; of particular importance to owners and managers from the Lower Mainland and Vancouver Island
- **Hoarding**; a panel of representatives from the Nanaimo Fire Department, Island Health, the City of Nanaimo, and our Board of Directors discuss this growing problem
- What's new at the Residential Tenancy Branch? A representative from the RTB will share information on changes and improvements
- **Human Rights** for manufactured home community owners and managers; Ola Karpik of Haddock & Company, North Vancouver discusses how Human Rights legislation impacts our industry
- The **new Water Sustainability Act**; if you supply water from a well, this is a "must" session as Ian Graeme, Manager, Watershed Sustainability with the Ministry of Environment will cover the details - and costs - of this new Act that requires you to "rent" well water from the province
- **A home is abandoned**; what's next? What's best? Al Kemp and director Margo Mallicoat cover the in's and out's and nuts and bolts of the number one issue raised by members
- A **new tool** for screening tenancy applicants; unique in North America - we'll leave the details a secret until May 14th!

4:00 pm - Conference concludes with an **open Q & A** session

As mentioned, the Coast Bastion Hotel is our conference headquarters and the hotel is offering special room rates for attendees, ranging from \$133 to \$188 per night. You can **reserve your room prior to April 12th** at these rates by phoning 250.753.6601 or booking online at coasthotels.com/reservations.

Conference fees are \$80 per person, which includes Friday night's reception, all sessions, continental breakfast and lunch Saturday, as well as all handout materials. **Pre-registration is required** so we can adequately plan for the number of participants. Register by phoning 250.213.2627 or emailing info@mhpo.com. Advance payment is appreciated by cheque, Visa, or MasterCard.

See you in Nanaimo!

New Federal Housing Actions

By John Dickie, President, Canadian Federation of Apartment Associations

As this is written, the federal budget is due to come down on March 22. CFAA hopes and expects that the immediate spending on housing infrastructure will be for housing repairs, rather than for new social housing construction.

In our pre-budget submission, CFAA pointed out that funding repairs to social housing would create jobs much faster than providing money to build new social housing. We also pointed out that many privately owned buildings need major repairs, and that funding for those repairs would create jobs even faster, while preserving much of the most affordable existing rental housing.

CFAA also promoted the application of the proposed GST relief to most or all private rental housing developments (not just “affordable housing”), and the provision of low-cost financing (or development bonds) to enable new construction of private market rental units (or the development or expansion of manufactured home parks) when interest rates rise.

CFAA also endorsed improving income support for low-income families and seniors, either through enhanced income supports, or through direct assistance for housing.

In the longer term, there will undoubtedly be funding for new social housing construction. Both CFAA and many member associations advocate for that funding to be focused on subsidizing supportive housing (rather than new housing to serve low-income renters whose only need is financial).

Supportive housing usually serves people with physical or mental disabilities or addictions. Many such people currently live in the private rental market. Some consume large amounts of public emergency services, such as hospital emergency visits, ambulance trips, and police response. “Million dollar Murray” was an extreme example of that situation. People who are often in crisis can also cause significant disruption to private landlords and to other tenants. Supportive housing can avoid those disruptions and costs.

Rather than building new social housing to address affordability concerns, vastly more people can be helped by financial assistance for their housing needs if the governments provide rent top-ups to low-income people renting in the private market.

Such issues may seem removed from day-to-day rental operations, but many renters earn or receive only low-incomes. Improving their ability to pay rent is important to maintain rental demand, which in turn enables landlords to rent more and better housing in an expanding market, rather than a shrinking market. Both landlords and those who supply the rental housing industry are better off working in an expanding market rather than a shrinking market.

To read CFAA’s pre-budget submission, visit www.cfaa-fcapi.org. Feel free to provide input to CFAA at president@cfaa-fcapi.org.

The MHPOABC is a member of the Canadian Federation of Apartment Associations, the sole national organization representing the interests of Canada’s \$480 billion dollar private rental housing industry, which provides homes for more than eight million Canadians.



Canadian
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Propriétaires
Immobiliers

This is the distinctive logo of the Canadian Federation of Apartment Associations, of which this association is a Member.

CFAA’s mandate is to represent its members on political and economic issues at the national level and to facilitate the exchange of information and materials amongst members.

CFAA Rental Housing Conference 2016 - Bigger and Better

CFAA Rental Housing Conference 2016 will be bigger and better than ever. Jay Gaudreau and Al Kemp have attended numerous past CFAA conferences and have rated all of them very highly. Other MHPOA members have attended and enjoyed the CFAA Conference when it has been held in Vancouver.

The 2016 Conference is being held in Toronto, but the conference fees and your travel expenses are deductible from your rental income for tax purposes. At a 40% marginal tax rate, the after-tax cost to attend is only \$220 for one day, and \$337 for both education days, provided you register by April 15. (At a 50% marginal tax rate, your after-tax cost is even less.)

The 2016 Conference offers multiple streams of topics through both education days, including numerous investment issues, apartment marketing and leasing solutions, revenue management and employee management solutions.

In his keynote speech, **Greg Millen**, former NHL goaltender and hockey commentator, will take attendees through the latest research on leadership, communicating it through his experiences in the NHL.

In her keynote speech on digital marketing, **Alicia Whalen** will educate you on how prospects search for rentals today, how to improve marketing conversions and how to make renting units or pads easier. In a workshop after her speech, addressing the customer path to conversion, Alicia will outline the digital channels that are most important to your potential renters, and the longer term marketing tactics that can be used to manage your online reputation and brand.

In his always engaging keynote speech, CIBC – World Markets Deputy Chief Economist **Benjamin Tal** will address the economy and rental demand in Canada in the new environment of low oil prices and government stimulus.



The CFAA Conference will offer more than 30 education sessions, with more than 60 expert and engaging speakers, as well as lots of opportunities to ask questions, and to network between

education sessions. Special events include the Building Innovation Bus Tour during the afternoon of Tuesday, June 7, and the networking reception, CFAA Awards Dinner and Wyse After-Party, all on Wednesday, June 8.

If you are looking to advance your skills and knowledge, while having a good time, you should attend CFAA Rental Housing Conference 2016 in Toronto.

Registration is now open. Early registration pricing is available until April 15. Discounted hotel rooms are available now. As noted above, the conference fees and travel expenses are deductible from your rental income for tax purposes.

For more information or to register, visit the conference website, www.CFAA-RHC.ca.

CFAA invites BC's manufactured home park owners to join us in sessions for hands-on landlords, rental investors, rental executives and property managers, as well as human resources, marketing, leasing and maintenance managers. As a park owner, you may well do all of those jobs yourself. Learn from those who are specialists in each of those jobs!



Associate Member Directory

ASSOCIATIONS



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www.stanmarservices.com

Parks Wanted

- In the Shuswap/Okanagan area with 30-80 sites (city sewer and water preferred), please contact Julius Hegedus at 604-530-2782 or phegedus@telus.net.
- Anywhere in BC, please contact Scott Stroshin at 604-505-5425 or sgs@telus.net.
- On Vancouver Island with up to 100 sites, please contact Jim or Sandy MacRae at 250-811-1515 or 250-228-4126.
- Anywhere in BC with up to 100 sites (with municipal water and sewer services), please contact Jill Kenny at info@jillkenny.com.
- Anywhere in BC, please contact Richard Smith at 250-832-8766 or richard@tekamar.ca.

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Eugen Klein

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Charles Chi

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Larry Donnelly

Donnelly Skylights4447 Yellowpoint Road, Ladysmith
250-924-8828donnellyskylights@shaw.ca

Parks for Sale

- Scottie's Mobile Home and RV Park in the beautiful Creston Valley on 8.79 acres features 24 manufactured home sites (no vacancy) and 44 RV sites as well as room to develop additional sites. This profitable business is located only four blocks from downtown. Asking price is \$1,998,000. For more information, contact Larry Berisoff of Syber Realty at 250-862-8100 or larry@syberrealty.com.



- Woodland Mobile Home Park is approximately eighteen acres with 113 sites serviced with City water and sewer in beautiful Mackenzie. Because Mackenzie is a wood/fibre and mining town, oil and gas don't affect the local economy. There are also two privately owned trailers that each produce \$1500.00 per month. Asking price is \$3,950,000. For more information, contact Ian Angus at 250-765-2742 or ianangus@telus.net.





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FIRM

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- Prime Development Location
- NDA and Principle Background including Financial Capability Required

\$42,000,000

INDUSTRIAL PROPERTY FOR SALE | RICHMOND BC

SOLD

- 16,800 SF Building, 1.37 Acre Lot
- I-4 Zoning
- Allows for 58,000 SF Building
- Two Frontages
- Located Across from IKEA

\$5,400,000

WESTRIDGE DEVELOPMENT LAND | BURNABY BC

SOLD

- Subdividable Lots
- 3.61 Acres
- Located in rare Burnaby Mountain
- Easy access to Barnet Highway
- Prime Development Land

\$7,000,000

RETAIL INVESTMENT FOR SALE BOWEN ISLAND BC

- 8,053 SF Building, 5,448 SF Lot
- No Vacancy, 14 Units
- 5.8% Cap Rate
- \$1,910,000

ISLAND FOR SALE SUNSHINE COAST BC

- Stunning Private 11.6 Acre Island
- 1,067 SF, 3 Bed, 2 Bath
- City Power & Water
- \$1,750,000

EUGEN KLEIN | MHP SPECIALIST



Eugen Klein

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For my complete profile, please visit commercial.kleingroup.com

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2015
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2011 - 2015
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COMING SOON

- Central Location in Large City
- Waterfront
- Approx. 100 Pads
- City Power & Water
- Principals Only

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MOBILE HOME PARK FOR SALE WILLIAMS LAKE BC

SOLD

- 62 Pad Mobile Home Park
- 6.37% Cap Rate
- Septic System, Well
- \$2,165,000

MOBILE HOME PARK FOR SALE SHUSWAP REGION BC

COMING SOON

- 40+ Pads, 6.5% Cap Rate
- Close to City Centre
- Low Vacancy Rate
- Approx. \$2,200,000

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- 21 Pads, 47 RV Sites & 140 Tent Sites
- Fully Occupied
- 23 Acres
- Waterfront
- Approx. 7% Cap

\$1,495,000

