



MHCA and AZ ARVC Present

The 2023 Manufactured Housing Communities & Outdoor Hospitality Convention & Golf Tournament!

If you own or manage an RV Park, Campground or Manufactured Housing Rental Community, you can't afford to miss this Convention brought to you by the Manufactured Housing Communities of Arizona and the Arizona Association of RV Parks & Campgrounds!

June 7 - 9, 2023

WeKoPa Resort, Ft. McDowell, Arizona



Don't miss all of our Great Speakers and Topics!

Elevating the Customer from King to Emperor! and also Finding, Creating & Keeping Rockstar Employees by Ken Corbin (*back by popular demand!*)

Hello! My Name is _____! By Sean O'Neil

Update from the Constables

How to Handle Changes in Amenities in Your Park by MHCA Attorney Scott Baluha, Zona Law

Finding the Right People for Your Park by Neal Haney, NTH Property Management

Technology in the Space by Kathleen Walsh, Advanced Outdoor Solutions

Special Mini Sessions: In-depth Presentations from Suppliers on their Products and Services!

Schedule of Events

Please note: We are offering Mini Sessions this year, each lasting about 20 minutes and giving one of our sponsors an opportunity to explain their products or services and you a chance to ask questions! The Mini Sessions are listed in green below.

Wednesday, June 7

- 6:30 am Golf Registration at WeKoPa Golf Club
- 7:15 am Golf Tournament at WeKoPa Golf Club
- 1:00 pm **Special Factory Tour at Cavco's New Park Model Factory!** A bus will meet you at the Hotel and take you to Cavco's new factory for a special tour (and the Factory is air conditioned!)
- 6:00 pm **"Almost a Pool Party"** in the lobby of the WeKoPa Hotel. Join us for a drink and hors' d'oeuvres - a Great Networking Opportunity! **Sponsored by MAR Companies**
- 7:15 pm **Cracker Barrel** at the Ahnala Cafe (just off the hotel lobby): This is your opportunity to talk with your peers in an informal discussion about anything concerning RV parks & campgrounds.

Thursday, June 8

- 7:00 am - 8:00 am **Registration and Continental Breakfast**
- 8:00 am - 9:00 am **Welcome** hosted by *John Sheedy, President of the Arizona Association of RV Parks & Campgrounds (AZ ARVC) and Mark Roady, President of Manufactured Housing Communities of Arizona (MHCA)*
- 9:00 am - 10:00 am **Keynote: Elevating the Customer from King to Emperor!!** Author *Ken Corbin* is back by popular demand! **Sponsored by Cooper Cardinal**
- 10:00 am - 10:45 am **Visit Exhibits**
- 10:45 am - 11:30 am **Choose one of the following sessions:**
Benefits & Costs of Solar - *Michael Martinez, Owner/Founder & Erik Boardman, General Manager, Shorebreak Energy Developers*
Drafting & Enforcing Rules for Your Park: *Neal Haney, NTH Property Management*
What Types of Homes Do YOU Accept in Your Campground: *Attorney Scott Baluha, Zona Law*
Mini Sessions: Simplifying Campground Management Reservations: *Kameron Greenland, Firefly Reservations and Asphalt for Your Park, Sunland Asphalt*
- 11:30 am - 12:15 pm **Choose one of the following sessions:**
Finding, Creating & Keeping Rockstar Employees: *Ken Corbin*
Sales & Park Management: *Chris Hellend, Piper Capital Holdings*
What to Do with Your Online Reviews & Social Media: *Roxi Baxley, Strait Web Solutions*
Mini Sessions - Software: Yardi Breeze and Rent Manager
- 12:15 pm - 1:30 pm **Lunch/Presentation** by *George O'Leary/AZ ARVC Annual Meeting* **Sponsored by It's All About Satellites - RVparkTV.com**
- 1:30 pm - 2:30 pm **Choose one of the following sessions:**
The Final Frontier: Where No MH/RV Park Has Gone Before: *Cole Achtzehn, MAR Companies*
What is Harassment: *Attorney Doug Nelson, Evans, Dove, Nelson, Fish & Grier PLC*
The Transient Act v. Long-Term RV Act: *Scott Baluha*
Mini Sessions: Software & Utility Billing, Manage America and Protect & Maximize Your Solar Investment, Shorebreak Energy Developers
- 2:30 pm - 3:15 pm **Visit Exhibits/Refreshments**
- 3:15 pm - 4:15 pm **Choose one of the following sessions:**
Homelessness & Subsidized Housing: The Effects on Your Park: *Doug Nelson*
Steps for Obtaining Title on an Abandoned Home: *Scott Baluha*
Financing & Feasibility of the Glamping Industry: *Connor Schwab, Sage Outdoor Advisory*
Mini Sessions: Water Submetering, Metron Sustainable Services and Utility Metering and Billing, Spectrum Utilities
- 4:15 pm - 5:00 pm **Ask the Experts!** This is your opportunity to ask any questions of the experts in our industries!

5:00 pm - 6:30 pm **Welcoming Party Sponsored by Copper State Pavement Inc.:** Join us in the exhibit hall to meet with sponsors and exhibitors, owners and managers. Enjoy free drinks and hors'devours!

Day 1 qualifies for 6 hours of the required Park Manager Education.

Friday, June 9

7:00 am - 8:00 am **Registration and Continental Breakfast**

8:00 am - 9:00 am **Hello! My Name Is _____: I'm Sorry, What Was Your Name Again?** Sean O'Neil, President of Memory Dynamics, will teach the basics of how to remember the name of each person you meet. This fun and interactive presentation will make you a hit with everyone you meet in your business

9:00 am - 9:45 am **Choose one of the following sessions:**
Technology in the Space - Kathleen Walsh, Advanced Outdoor Solutions
Fair Housing & ADA - Attorney Scott Baluha
Mini Sessions: Member Savings Program, Mark Schiavone, MSP and Home Loans, Affordable Housing Loans

9:45 am - 10:30 am **Visit Exhibits**

10:30 am - 11:15 am **Choose one of the following sessions:**
The Millennial Market - Rachel Godbout, Advanced Outdoor Solutions
New & Proposed Tax Laws & Other Issues That Could Affect Your Business - Mitch Reitman, Reitman Consulting Group
Management 101: Difficult Conversations to Have with Your Residents and Guests - Kerin MacWilliams, E.T. Consultants
Mini Sessions: Buying & Selling Parks, Cooper Cardinal and Internet Services, Kwikbit Internet

11:15 am - 12:00 pm **Choose one of the following sessions:**
Take the Red Pill: Breaking the MH/RV Simulation: Mark Roady, MAR Management
Update from the Constables - Constable Scott Blake
Asphalt Maintenance for Your Park - Antonio Castillo and Bill Malaby, Sunland Asphalt
Mini Sessions: TV and Internet Systems for Your Park, It's All About Satellites and Broadband in Manufactured Housing & RV Parks, AccessParks

12:00 pm - 1:30 pm **Lunch/Lobbyist Updates/ MHCA Annual Meeting** *Sponsored by RHP Properties*

1:30 pm - 2:30 pm **Choose one of the following sessions:**
To Infinity & Beyond: Buzz Light Years Into the Future By Building Your Brand! - Cole Achtzehn, Sales & Marketing, MAR Industries
Sales of Homes in Your Park (& Working with Realtors): T.J. Geninatti, Valley Vistas Management & Realty Exchange
Finding the Right People for Your Park - Neal Haney

2:30 pm - 2:45 pm Break

2:45 pm - 3:30 pm **Choose one of the following sessions:**
Funding for Your Park: Panel Discussion led by John Sheedy, Park Brokerage
How to Handle Changes in Amenities in Your Park - Scott Baluha
Charging for Utilities in an RV Park - Neal Haney

3:30 pm - 3:45 pm Break

3:45 pm - 4:30 pm **Choose one of the following sessions:**
Owners Forum: An opportunity for owners to share information
The Finer Points of the Manufactured Home Park Management: Doug Nelson
ARVC Update: Riley Wilson, ARVC Marketing Manager

4:30 pm - 5:00 pm **Ask the Experts:** Your Opportunity to Ask the Experts Questions

Day 2 qualifies for 6 hours of the required Park Manager Education.

**Watch Your E-mail for more information on the Classes and Speakers.
The Convention App will soon be live!**

The 2023 Manufactured Housing Communities & Outdoor Hospitality Convention & Golf Tournament

Reserve Your Hotel Room by May 12, 2023 to get our great rates!



Hotel: We-Ko-Pa Resort & Casino, 10438 WeKoPa Way, Fort McDowell, AZ - (on Interstate 87 - Beeline Hwy., 2 miles north of Shea Blvd). Hotel rooms are available for \$139 plus tax per night for 2 people; an additional \$10 per person for triple and quadruple occupancy. Plan on playing golf, going horseback riding, taking an off-road tour, laying by the pool or visiting the casino while you are there! You can also receive a discount at the Amethyst Spa and exclusive tee-time discounts for Resort guests at We-Ko-Pa Golf Club! The hotel is waiving its resort fee for those who register by May 12. For hotel reservations, call 480-789-5320 or 844-493-5672 or <https://reservations.travelclick.com/96432?groupID=3644328>. Be sure to mention Housing and Hospitality Show when you register!

Don't Forget to Reserve Your Place in the MHCA Golf Tournament!

We-Ko-Pa has two great golf courses! Golf will be on Wednesday, June 7 and it includes a golf cart, green fees and lunch at the WeKoPa Golf Grill. Golf is \$150 per person.

If you are interested in sponsoring a golf hole, the cost is \$200 and includes a sign with your Company name (please contact MHCA at 480-345-4202 or 800-351-3350 or info@azmhca.com for more info).



Plan on Joining us on June 7 for the “Almost Pool Party”, Tour of the Cavco Park Model Factory and Cracker Barrel!

For the “Almost Pool Party” we will be meeting in the hotel lobby for drinks and hors d'oeuvres - sponsored by **MAR Companies** after the Tour of the Cavco factory (the bus meets in front of the hotel at 1:00 pm). After the Almost a Pool Party, AZ ARVC will be holding a Cracker Barrel in the seating area of Ahnala Cafe, right next to the hotel lobby. It's a great opportunity to talk with others about any topics.

**The 2023 Manufactured Housing Communities & Outdoor Hospitality Convention & Golf Tournament
We-Ko-Pa Resort, Ft. McDowell • June 7 - 9, 2023**

Community/Company: _____

Address: _____ City: _____ St: _____ Zip: _____

Phone: _____ Fax: _____

E-mail: _____ Web Site: _____

If you do not wish us to release the above information to exhibitors, please check here:

1st Attendee: _____ Title: _____

Register for: ___ Pool Party & Classes on June 7, 8 & 9 ___ Classes on June 8 & 9 Only ___ Classes on June 8 Only
 ___ Classes June 9 Only ___ Golf Tournament ___ Tour of Cavco Factory June 7

2nd Attendee: _____ Title: _____

Register for: ___ Pool Party & Classes on June 7, 8 & 9 ___ Classes on June 8 & 9 Only ___ Classes on June 8 Only
 ___ Classes June 9 Only ___ Golf Tournament ___ Tour of Cavco Factory June 7

3rd Attendee: _____ Title: _____

Register for: ___ Pool Party & Classes on June 7, 8 & 9 ___ Classes on June 8 & 9 Only ___ Classes on June 8 Only
 ___ Classes June 9 Only ___ Golf Tournament ___ Tour of Cavco Factory June 7

Any Special Dietary Needs? _____

Registration Fees: Please remit to address or email below

If payment is received by MHCA on or before May 1, 2023:

MHCA & AZ ARVC Members - Convention Registration - 2 Days \$299 per person x ___ = \$ _____

MHCA & AZ ARVC Members - Convention Registration - 1 Day \$189 per person x ___ = \$ _____

Non-Members - Convention Registration \$399 per person x ___ = \$ _____

If payment is received by MHCA after May 1, 2023:

MHCA & AZ ARVC Members - Convention Registration - 2 Days \$339 per person x ___ = \$ _____

MHCA & AZ ARVC Members - Convention Registration - 1 Day \$209 per person x ___ = \$ _____

Non-Members - Convention Registration \$419 per person x ___ = \$ _____

Convention Notebook with schedule, handouts \$ 40.00 each x ___ = \$ _____

(IF YOU DO NOT WANT TO USE THE ON-LINE PROGRAM, which includes handouts, you must pre-order the notebook)

Golf Tournament \$150 per person x ___ = \$ _____

Golf Tournament - Sponsor a Hole! \$200 \$ _____

TOTAL \$ _____

Visa MasterCard Amex Number: _____

Expiration Date: _____ Cardholder Name: _____ 3 or 4 Digit Code _____

Billing Address (If different than above): _____

City: _____ State: _____ Zip Code: _____ Signature: _____

Cancellation Policy: Full refunds (less a \$25 administrative fee) will be given on any cancellation received by 5:00 p.m. on May 15, 2023. No refunds thereafter

Please Send to: MHCA, 2158 N. Gilbert Rd., #116, Mesa, AZ 85203 or email to info@azmhca.com
 For more info, call 480-345-4202 or 800-351-3350 or 480-351-7178 or info@azmhca.com or info@azarvc.org