

Expanding Our Market



Skyline Homes



Palm Harbor Homes



Fleetwood Homes

MEMBERSHIP REPORT 2005-06



TRANSITIONS

CMHI 2005-2006 BOARD OF DIRECTORS



Russ Williamson
CMHI Chairman

Mission Statement

The California Manufactured Housing Institute (CMHI) is a private non-profit trade and professional association whose member companies build, sell, install and finance factory constructed housing and develop factory constructed housing communities.

The Institute was founded to advance the availability and ownership of quality, high value homes, marketed by licensed retailers, by promoting the purchase of factory constructed housing and the development of desirable sites and communities in California. The Institute's public, government and consumer relations are directed toward these goals.

DIVISION I - RETAILERS

NORTHERN

ROBERT ANGEL - 1st Vice Chair
Dupar & Angel
Member, Executive Committee

GARY LARSEN
Cousin Gary's Homes

SOUTHERN

MIKE TAYLOR
Sav-On Manufactured Home Sales

SANDI MARPLE
Claraben Homes

SAM RIELA
Salstar Enterprises

DIVISION II - MANUFACTURERS

ERIK BLOEMENDAAL
Fleetwood Homes

PHIL CLARK
Karsten Homes

AL PARSONS
Palm Harbor Homes

CRAIG FLEMING
Silvercrest/Western Homes Corp.

RUSS WILLIAMSON - Chairman
Skyline Corporation
Member, Executive Committee

DIVISION III - SUPPLIERS

ALAN DANFORTH
Senco Products

JOHN EVANS
Kinro, Inc.

ERIC DAY - Treasurer
Zieman Manufacturing Co.
Member, Executive Committee

DIVISION IV - DEVELOPERS/COMMUNITY OWNERS

G. F. EDMUNDSON - 2nd Vice Chair
California Mobilehome Park Corp.
Member, Executive Committee

ED EVANS
E.P.M., Lake Park Sales

BILL HANKS
J & H Asset Property Management

DIVISION IV - DEVELOPERS/COMMUNITY OWNERS

GARY BARR - Secretary
Alpert & Barr APLC
Member, Executive Committee

J.C. STRUTZEL
Express Escrow Company

BRAD WAITE
Land/Home Financial Services

BARRY COLE - PAC Chairman
Manufactured Housing Insurance
Services
Member, Executive Committee
(Ex-Officio)

JOE TOBEY
U.S. Financial Network, Inc.
Member, Executive Committee
(Ex-Officio)



Karsten Homes



Jess Maxcy - President



Billie Tribbett
Director of Local Government
Relations



Connie Lamphear
Membership Services



Kim Lear - Controller/
Administrative Assistant

and desires of homebuyers.

Over the past two decades, California manufactured homes have transitioned from those primarily designed for land-lease installations and chattel financing to those designed for permanent foundations on single-family lots. Many of these homes are designed for real property financing. This transition has taken us from single-section to multi-section to two-story homes.

While this product mix, on the surface looks complicated, the ingenuity of our production process, coupled with innovative designs has made it possible to build all of these products on the same production line. In this way, our market has been expanded and homebuyers have more options for high value home ownership.

And now comes another transition... In response to financing opportunities, several CMHI manufacturers, retailers and developers have added factory built (modular) homes to their product offerings. And once again our homebuyers have more home ownership opportunities.

California homebuyers have never had a wider choice in housing options. Unfortunately, never before has cost been such a limiting factor. In December of 2005, the median price of an existing California home was 548,430. And one in thirteen homes sold in 2005 cost one million dollars or more! **Does that sound like opportunity for factory-constructed housing?!**

Even though housing experts are forecasting a two percent drop in sales for 2006, they are predicting a ten per-

cent increase in the median price! **Does that sound like opportunity for factory constructed housing?!!**

A spectacular product mix... single-section, multi-section, single & two-story, manufactured, factory-built (modular) homes, chattel financing, real property financing, new homes and resales all at 20 to 30 percent lower than site-built. **Does that sound like opportunity for factory constructed housing?!!!**

Our products and services have transitioned to meet the needs of an expanding market. California needs over 250,000 new dwelling units annually to provide for our exploding population.

So why factory constructed housing? One word...

VALUE... THE MORE THE HOMEBUYER GETS, THE MORE HOMEBUYERS FACTORY CONSTRUCTED HOUSING GETS! And that does mean opportunity.

On a side note, CMHI is undergoing a transition of its own with new Board members and President. Thankfully, this transition is being made with people who have a long history with our association. We'll stay focused on financing, marketing, government affairs, communications and the key issues that can make 2006 another good year for our members, our industry and most importantly for our customers.

Sincerely,

Jess Maxcy

2
0
0
5

CMHI - WHO WE ARE AND WHAT WE DO

The California Manufactured Housing Institute (CMHI) is a private non-profit trade and professional association of nearly 270 companies representing builders of manufactured and modular (factory-built) homes, retailers, supplier companies, financial service organizations and developers/ community owners.

CMHI was founded to advance the availability and ownership of high value homes, marketed by licensed retailers, and the development of desirable sites and communities in California. The Institute's public, government and consumer relations are directed toward these goals.

CMHI Organization

All policy decisions of CMHI are made by the Board of Directors. The Board is comprised of five manufacturers, five retailers, five financial services representatives, three suppliers and three developer/community owners. A fundamental characteristic of the Board of Directors is that each division has an equal voice. This structure allows adjudication of contradictory issues that arise from time to time through an internal forum that can produce a resolution benefiting the entire industry. The structure allows the industry to speak with one voice.

The Board meets quarterly, alternating the location of its meetings throughout California, in an effort to remain accessible to members in all regions of the State. Meetings of the Board of Directors are open to the general membership, which is invited to attend and offer opinions and advice on any agenda item.

There are five officers of the Board of Directors. They are the Chairman, two Vice-Chairmen, Secretary and Treasurer. These officers are elected annually by the Board of Directors and together form the Executive Committee. This Committee oversees the financial and personnel functions of the Association. Each division within CMHI is represented on the Executive Committee.

How Your Dues Money is Budgeted

52% is for Advertising and

Promotion - The largest portion of this is for television advertising and home shows.

19% is for Administering the Association - This includes staff costs and all other general expenses in operating the Association.

16 % is for Legislative Activities - State and Local. This includes the cost of our Legislative Advocate in Sacramento plus all of our work that is focused on local governments and redevelopment agencies.

9% is for Member Services and Communications - This includes our Annual Convention, *ManuFacts*, our newsletter, *The Resource*, our quarterly publication and updating and maintaining our website.

2% is for Federal Relations - This money goes to the support of our National Association (MHI), in Washington, D.C.

2% is for Foundation Activities- This money is contributed toward the charitable arm of the Association as a voluntary allocation of member dues.

Chapters

To better serve our membership, CMHI supports chapters in Sacramento, Orange County (includes the Inland Empire-Greater Los Angeles Areas) and San Diego. Our chapters meet quarterly with a program design that informs members on current topics of interest and provides opportunity for an exchange of ideas concerning anything affecting our industry and CMHI.

Our Sacramento Chapter is the longest continuous running chapter in CMHI. This Chapter was responsible for restarting CMHI's participation in consumer shows in Northern California.

The Orange County Chapter reactivated in 1998. The Orange County and Inland Empire members have shown enthusiastic interest in this Chapter with excellent attendance and support for our Southern California Home Show.

The San Diego Chapter was reactivated in 1999. It has steadily increased in attendance and is responsible for several new CMHI members.

Committees and Task Forces

Several ad hoc and standing committees have been established to advise the Board of Directors. Standing Committees include Consumer Awareness, Legislative, Membership, Annual Convention, Jerry Golden Memorial Golf Tournament, Political Action, Finance and the Executive Committee.

Political Action Committee

The California Manufactured Housing Political Action Committee (CMHPAC) is dedicated to providing educational information and support to legislators as they strive to reach informed decisions on issues affecting customers and industry. The Committee is funded by voluntary contributions from member companies. Disbursements are governed by the Political Action Committee.

Contributions to the Political Action fund during 2005/2006 were made by the following member companies:

5 Star Homes
Accent Homes of Manteca
Advantage Homes
Alltech Homes, LLC
Aloha Homes
American 21st Century Homes
Arena Manufactured Homes
BCM Sales Corp.
Gary Barr
Blue Carpet Manufactured Homes
Busch, Carr and McAdoo
California Homes Realty
California MH Education
Canyon View Sales
Capitol Mobile Home Sales
Casa Blanca Homes
Cavco Industries, LLC
Champion Home Builders
Charles Marcotte MH Sales
Claraben Homes
Clayton Homes
Coastal Home Solutions
Coastline Construction/Awning
Country Homes Real Estate
Cousin Gary's Homes
Duper and Angel
E.P.M. - Lake Park Sales
Eagle Mobile Home Center
Empire M/H Specialists
Express Escrow Co.
Foxen Homes
Frontier Mobile Home Sales
Gold Country Mfd. Homes LLC
Golden West Homes of Chico
Heritage Homes
Homes of the West, LLC
Horizon Home Sales
Hughes-Westbrook Insurance
Hydro Fire Systems
Ideal Manufactured Homes
J & H Asset Property Management
John Day Home Center
Karsten Homes
Kasco Homes
Kerman Mobile Homes
Kinro, Inc.
Land/Home Financial Services
Laura Slobojan
Lawrence McDermott
M & W Home Sales
Macy Homes
Ma Williams M/H Sales
Majestic Homes
Manteca Homes, Inc.
Manufactured Home Center
Manufactured Housing Insurance Services
Mesa Mobile Homes
Metro Housing Redevelopment
Mobile Home Mansions, Inc.
Modern Mobile Homes
Modular Lifestyles
N.A.D.A
Northwind Properties, Ltd.
NuTrend Homes
Oaktree Homes
Oliver Technologies
Origen Financial
PFS Mortgage
Pacific Development Solutions
Pacific Home Sales
Pacific Real Estate/Development
PACO Steel & Engineering
Quality Communities
Salstar Enterprises
San Diego Manufactured Homes
Santa Clarita Valley Escrow
Santiago Communities
Sav-On Manufactured Homes
Senco Products
Sierra Homes
Silvercrest/Western Homes
So-Cal MH Construction
St. Clair Properties
Storz Management Co.
Stylecrest Sales
Superior MH, Inc.
TLC Manufactured Homes
TJT, Inc.
United California Financial
U.S. Financial Network
Vedder Community Management
Vieira Enterprises
Viva Mobile/Manufactured Homes
Paul Wang and Associates
Wasatch Mountain Mfd. Homes
Z Awnings



Gene Erbin - Legislative Advocate

CMHI is represented in Sacramento by Mr. Gene Erbin, a partner in the firm of Nielsen, Merksamer, Parrinello, Mueller and Naylor. Gene's experience in the legislative arena and the reputation of his firm are key assets for CMHI. While Gene works for the passage of CMHI sponsored legislation, he also monitors all legislative and regulatory issues that could positively or negatively impact our industry and customers.

Mr. Erbin's work as a liaison with our industry regulators is of special importance in maintaining the excellent relationships we enjoy with the agencies involved with our industry.

2006 LEGISLATIVE AND REGULATORY PROGRAM

CMHI has a long history of sponsoring and supporting legislation for the benefit of our homeowners and industry. As the industry "watch dog", we also oppose legislative and regulatory issues that are not in our best interest. Our primary focus is to support legislation that ensures, maintains or improves the value of manufactured housing as a viable option for current and potential homeowners.

For the legislative year 2006 we'll be focused on the following:

- **FOB Sales:** CMHI sponsored AB 1203 has been introduced and voted out of the Assembly Housing Committee. This bill clarifies the conditions under which a manufactured home can be sold F.O.B. with the homebuyer responsible for the installation.
- **Installation Standards:** We will work closely with HCD to ensure that our installation requirements are in concert

with those required by the Federal Manufactured Housing Improvement Act of 2000.

- **Dispute Resolution:** Also required in the Manufactured Housing Improvement Act, is a viable dispute resolution program. With HCD's help, we will develop any necessary refinements to California's existing program to ensure compliance with the federal requirements.
- **Definitions:** We will continue our work to more clearly define the difference between mobile, manufactured and factory-built homes.

STATE AGENCY RELATIONS

Department of Housing and Community Development

Maintaining a cooperative professional relationship with HCD is essential to the well being of the factory constructed housing industry in California. Throughout its history, CMHI has worked with HCD as a valuable partner in our efforts to provide safe, durable, high value and quality homes. With these as common goals, cooperation and mutual respect have been the hallmarks of our relationship with the Department of Housing and Community Development.

Department of Transportation

The Department of Transportation's primary responsibility is public safety on the state's highways.

In an effort to ensure the safe and timely shipment of our member's products, CMHI maintains a good working relationship with Cal-Trans.

In ad-hoc meetings with Cal-Trans officials, we have successfully negotiated alternatives to cumbersome shipping requirements and moratoriums.

CMHI also works with the Transportation Departments of local jurisdictions on transportation and safety issues. For

example, we participated in the negotiation for an exemption for the shipment of manufactured homes during a holiday shipping moratorium in Sacramento County.

LOCAL GOVERNMENT

Billie Tribbett, CMHI's Director of Local Government Relations, serves as our industry liaison with California's 536 cities and counties, the League of California Cities, the California State Association of Counties and the California Redevelopment Association.

Maintaining a dialogue with local governments and monitoring their actions affecting housing construction and land development are essential elements of CMHI's local government relations program. CMHI's goal is to develop and disseminate information and technical assistance that local government officials and planners perceive as accurate and reliable. This information can be used by local governments as resource materials for designing regulatory and fee structures that are sensitive to the industry and that recognize the role manufactured housing plays in the state's shelter market.

Likewise, CMHI attempts to keep abreast of changing local regulatory strategies outlined in a myriad of local codes, housing elements and special reports. CMHI worked with the following jurisdictions during last year:

- **Non-Discriminatory Zoning:** Helped the cities of Ridgecrest, California City and Crescent City develop architectural and installation ordinances that ensure non-discriminatory zoning for manufactured housing.
- **Riverside County:** Ensured that changes in the Transportation Uniform Mitigation Fee did not alter the exemptions for manufactured housing. Additionally, CMHI helped favorably resolve permit process

issues for manufactured homes installed on permanent foundations.

- **Sacramento County:** CMHI participated in the negotiations for shipping exemption for manufactured homes during a holiday shipping moratorium.
- **Santa Cruz:** Negotiated alternatives for transportation permits which are issued in conjunction with the county's parking ordinance for land-lease communities.

FEDERAL GOVERNMENT

CMHI represents the industry on Federal Issues through membership in the Federated States Division of the Manufactured Housing Institute. CMHI has played an important role by informing its members about actions proposed and taken by the Federal Government; by giving advice to trade association representatives about how proposals will affect the industry in California; and by assisting CMHI members notify the California Congressional Delegation about industry support for or opposition to proposals and actions.



MEMBERSHIP BENEFITS

GOVERNMENT AFFAIRS

CMHI provides effective representation and advocacy for industry-related matters before local, state and federal governments. This responsibility is one of the Institute's highest priorities. CMHI provides a liaison to not only legislative bodies like the State Legislature and city councils, but also to regulatory bodies like the Department of Housing and Community Development, the Department of Transportation and local planning and building departments.

CONSUMER REFERRAL

Several thousand consumers call CMHI each year. They want to know who builds homes, where they can be purchased, how they can get them financed and where they can site them. CMHI responds to those inquiries by providing professional consumer literature, a video tape showing modern factory constructed housing, and a list of retailers and manufacturers to contact. CMHI also maintains a consumer oriented website.

INDUSTRY INFORMATION

CMHI is a clearinghouse for information about the factory constructed housing industry. CMHI updates member companies on government policies, marketing trends, public relations and technical matters by issuing newsletters, special bulletins, technical reports, brochures and direct advice. We are the industry's information **Resource!**

NETWORKING AND EDUCATION

Regional Chapter meetings promote new ideas, strategies for success, industry trends and business contacts.

Seminars covering important topics affecting the factory constructed housing industry are held as the need arises. Members can be assured that significant issues will be brought to their attention with a full and professional explanation of how each member is impacted.

Quarterly board meetings, offer members an opportunity to help

the Institute develop policies that allow the industry to grow. All members are encouraged to attend and participate.

PUBLICATIONS

- **ManuFacts** - A newsletter focusing on recent events, legislation, local development activity, national industry news, member news, sales and marketing information.
- **The Resource** - A periodic newsletter focusing on trends in land use, financing and marketing.
- **Community Development Files** - Newsletters reporting on recent developments and products throughout California.
- **Special Bulletins** - Urgent fact-sheets that interpret and report complex events and regulatory decisions.
- **Consumer Brochures** - A variety of professionally produced materials that promote the purchase of factory constructed homes.
- **Outlook** - An annual publication that updates business statistics, marketing trends, construction data and consumer demographics.

PUBLIC AND CONSUMER AWARENESS

CMHI's Public and Consumer Awareness programs promote the factory constructed housing industry to groups and individuals who lack awareness and understanding of today's manufactured and factory-built homes. These groups include potential homebuyers, local and state government regulators, real estate interests, developers, finance institutions and the general public.

Advantage...Manufactured Housing is a media promotional program that began in 1993. Each year 30-second television spots are broadcast in most metropolitan areas of the state as well as many less populated areas that have notable manufactured housing activity. CMHI's website address is on the television commercial for the consumer to contact. Those who respond

are sent a survey card, consumer brochure, a 5 minute video tape and a directory of the manufacturers and retailers in their geographic area. All leads received from this promotion are forwarded to every manufacturer and retailer member.

CMHI belongs to the League of California Cities, the California State Association of Counties and the California Redevelopment Agency for the purpose of providing information to their members about today's manufactured home.

For the past two years, CMHI has participated in statewide conferences on affordable housing that were sponsored by the Department of Housing and Community Development and the California Housing Finance Agency. In 2003, our participation included the installation of a model two-story manufactured home on an infill lot in inner-city Oakland. The purpose was to demonstrate to those state-wide local government officials and other interested parties the ability of our industry to quickly and affordably produce houses on infill and scattered lots, compatible with any neighborhood.

MEDIA RELATIONS

CMHI identifies public issues and perceptions and develops programs to help build relationships with the public, the press and local decision makers. A professional public relations firm stands ready to spread our stories at every appropriate time.

ADVICE AND REFERRAL

A trade association is unique in that it has the widest possible perspective on industry trends and outlooks. Because our association is free of competitive business challenges, association staff can give advice and offer referrals within its membership, a service that simply cannot be duplicated by any other organization.

INDUSTRY COOPERATION

Members have access to a wide range of industry information because CMHI maintains liaisons and/or memberships with

several organizations including the California Building Industries Association, the Manufactured Housing Institute, the Western Manufactured Housing Communities Association, The Manufactured Housing Educational Trust, the California Park Owners Alliance, the Golden State Mobilehome Owners League, California Redevelopment Association, the League of California Cities and the California State Association of Counties. We also belong to the Shelter Group, a coalition of associations involved in the housing industry.

MEMBERSHIP STATUS

There are five divisions within CMHI. They are Retailers, Manufacturers, Suppliers, Community Owners/Developers and Financial Services. There is also an affiliate division for those who wish to be a part of CMHI and whose business does not specifically fit one of the five principal divisions.

Membership status by division at the end of 2005 was:

Retailers	114
Manufacturers	25
Suppliers	28
Community Owners/ Developers	21
Financial Services	30
Affiliates/Branches	43
Honorary Members	22
	<hr/>
	283

CMHI FOUNDATION



First Time Homebuyer Project in Oakland

MISSION STATEMENT

The mission of the CMHI Foundation is to provide assistance for financially destitute and struggling families and individuals in acquiring both temporary and permanent housing to bolster their self-esteem and to provide assistance in meeting their ongoing financial needs in a charitable and benevolent environment.

FUND BALANCE

I am pleased to announce that thanks to the generosity of members of our industry, the fund balance of the CMHI Foundation as of December 31, 2005 was \$109,358. \$40,000 of this balance is reserved for a potential Camp Ronald McDonald project.

CONTRIBUTORS

On behalf of the Foundation, I want to express my sincere appreciation to those who supported the Foundation in its charitable efforts tis past year:

5 Star Homes
Alfia Taylor
Alltech Homes, LLC
Arena Mobile Homes
BCM Sales Corporation
Gary Barr
Blue Carpet M/H Sales
Bombardier Capital
Busch, Carr & McAdoo
California MH Education
Capitol Mobile Home Sales
Champion Home Builders
Charles Marcotte MH Sales
Claraben Homes
Clayton Homes
Coastal Homes Solutions
Cousin Gary's Homes

Crimi Construction
Custom Manufactured Homes
Eric Day
Dave Carter & Associates
Dupar and Angel
Eagle MH Center
Empire Manufactured Housing Specialists
Express Escrow Co.
Fleetwood Homes
Frontier Mobile Homes
G.E. Commercial Distr. Finance
Gold Country Manufactured Homes
Homes of the West, LLC
Hydro-Fire Systems
Hughes-Westbrook Insurance
James Hardie Building Products
Jess Maxcy
Karsten Homes
Kinro, Inc.
Land/Home Financial
Laura Slobojan
Macy Homes
Manufactured Home Center
Manufactured Housing Insurance Services
Ma Williams MH Sales
Marlette Homes
Mobile Home Living
NuTrend Homes
North Pacific
Oak Tree Homes
Origen Financial
PGM Recycling
Quality Communities
Salstar Enterprises
Sav-On Manufactured Homes
Sierra Homes
Silvercrest/Western Homes
TJT, Inc.
TLC Manufactured Homes
Textron Financial
United California Financial
Viva Mobile/Mfd Homes
Wasatch Mountain Mfd. Homes
Welcome Homes-California
Wells Fargo Home Mortgage
Bob West

A HELPING HAND



The Rosario Home in Fairfield - a plus for the neighborhood.

The CMHI Foundation's first charitable project was to donate a home to a needy California family. Angelica Rosario epitomizes the intent of the Welfare to Work citizen. She worked steadily to improve herself and the future of her family. At the same time, she demonstrated a deep commitment to helping others achieve the success she is now enjoying. She is indeed a great asset to her community and a worthy recipient of our Foundation's Helping Hand. Welcome home, Angelica.



Michael Espinosa, Mike Taylor and Jess Maxcy break ground for the Lucia family. A second ground breaking for the Shearer family was held on the same day.



Check presentation to the American Red Cross. Foundation contributors raised \$18,600 for the shelter needs of those displaced by Hurricane Katrina and relocated to California.

CMHI MEMBERSHIP DIRECTORY

RETAILERS

5 Star Homes

Michael Stewart, Stanton
(714) 891-6383

Accent Homes of Manteca

B. Jerald Madzier, Manteca
(209) 823-1751

Accent Homes, Inc.

Vance Verderame, Half Moon Bay
(650) 726-5503

Advantage Homes

Glenn Gilliam, San Jose
(408) 850-6565
(805) 474-4182-Arroyo Grande
(661) 250-8177-Canyon Country
(925) 685-6571-Concord
(510) 887-0155-Hayward
(714) 593-0033-Huntington Bch
(831) 422-6065-Salinas
(408) 363-9300-San Jose
(760) 471-8000-San Marcos
(831) 475-3300-Santa Cruz
(707) 539-4500-Santa Rosa
(408) 734-0336-Sunnyvale
(909) 949-9977-Upland
(805) 644-6528-Ventura

Alltech Homes, LLC

George Corrigan, Escondido
(760) 471-0551

Aloha Homes

Jack Jenks, Oceanside
(760) 414-9484

American 21st Century Homes, Inc.

David Maddock, Palmdale
(661) 273-5457

American Home Sales, Inc.

Nichoel Farris, Auburn
(530) 885-4555

Apex Mobile Home Sales

Mathew Paradis, Bellflower
(562) 925-6621

ARC Dealership, Inc.

Kimber Peterson, Denver, CO
(303) 383-7512

Arena Manufactured Homes

Kent Romain, Quartz Hill
(661) 722-7733

BCM Sales Corporation

Pam Secor, Garden Grove
(714) 894-3381

Blue Carpet Manufactured Homes

Wally Pemper, Westminster
(714) 636-6666

California Classic Home Ctr.

Chris Froboese, Rancho Sta. Margarita
(949) 858-5600

California Homes Realty

Claudia Caudle, Capitola
(831) 464-1671
(209) 667-8500-Turlock

California Manufactured

Housing Education
Vicky Derieg, Huntington Beach
(714) 897-0046

California Suncoast Homes

Kelley Brown, El Cajon
(619) 588-5866

Capitol Mobile Home Sales

Erin McKinney, Sacramento
(916) 922-7154

Casa Blanca Homes, Inc.

John Gonzalez, Santa Clarita
(661) 298-4080

Claraben Homes

Sandi Marple, Stanton
(714) 890-1883

Clayton Homes

Carl L. Youngdahl, West Sacramento
(916) 371-2200

Coast Homes

Syd Balows, Fort Bragg
(707) 964-1201

Coastal Home Solutions, Inc.

Raymond Schmitt, Prunedale
(831) 663-1114

Cole & Associates

Larry Cole, San Marcos
(760) 598-8686

Cole Housing

Donna Cole, Orange
(714) 628-1222

Community Mobile Home Sales

Chelu Travieso, Santa Ana
(714) 480-1120 x104

Cottage Homes

Loy Geddes, Huntington Beach
(714) 840-9103

Country Homes Real Estate

Marsha Davis, Oroville
(530) 534-6467

Cousin Gary's Homes

Gary Larsen, Redding
(530) 241-3600
(530) 343-8494-Chico
(916) 372-5528-W. Sacramento

Creative Homes

Hans Hanson, Vista
(760) 630-2600

Custom Homes

Karin Staddon, Ontario
(909) 673-0777

Custom Manufactured Homes, Inc.

Sam Knapp, Sr., Rohnert Park
(707) 579-0777
(530) 887-1116-Auburn

Dupar & Angel

Robert Angel, Santa Rosa
(707) 577-1880 x113
Advantage Manufactured Housing
(707) 575-7281-Santa Rosa
D & A Construction
(530) 821-5850-Yuba City
Integrity Homes
(530) 343-5611-Chico
Lake County
Manufactured Homes
(707) 994-9292-Lower Lake
Manufactured Home Mortgage
(916) 861-2292-Rancho Cordova
Manufactured Home Systems, Inc.
(209) 745-1288-Galt
Modern Manufactured Homes
(707) 263-9494-Lakeport
Showcase Homes
(530) 674-5944-Yuba City
Showplace Homes
(707) 468-1201-Ukia
Victory Homes
(530) 669-3530-Woodland

Eagle Manufactured Home Center, Inc.

Gregory J. Hoberg, Victorville
(760) 241-6468
(805) 238-5512-Paso Robles

El Dorado Homes, LLC

Jose Aquino, Fontana
(909) 499-2223

Evans & O'Brien

Joan O'Brien, Sunnyvale
(408) 734-3300

Factory Direct Housing

Tony Bozzuto, Sacramento
(916) 363-6380

Factory Housing

Patrick Fleming, Norco
(951) 738-0290

Family Homes

David Franzoni, Anaheim
(714) 630-2020

Feather River Homes, Inc.

John Beutler, Yuba City
(530) 673-3614

First American Properties, Inc.

James E. Burkett, Rancho Cordova
(916) 858-2383

First Choice Manufactured Homes

Sheryl LaFond, Murrieta
(951) 672-9080

Five Star Manufactured Homes

John Rose, Vista
(760) 806-1746 x2103

Flyin' J Homes, LLC

John Johnston, Lake Arrowhead
(909) 336-7703

Foxen Homes, Inc.

Mike Gaffaney, Culver City
(310) 261-3197

Freedom Homes

Ken Turner, W. Sacramento
(916) 372-1190

Frontier Mobile Home Sales

Carl Yates, Santee
(619) 562-6000

Glen Haven Homes

Stan Magill, Garden Grove
(714) 322-8437

Gold Country Manufactured Homes, LLC

Raymond Pahl, El Dorado
(530) 344-8000

Golden Sun Homes

Don Scott, Stanton
(800) 496-1600

Golden West Homes of Chico

Larry Marple, Chico
(530) 895-5540

Harbor View Homes

Karen Muzikar, Costa Mesa
(949) 642-1332

Heritage Homes

Bob Lindsley, Escondido
(760) 741-7477

Homes of the West, LLC

David Gibbs, San Clemente
(949) 492-3350

Horizon Home Center

Leroy Polvoorde, Hemet
(951) 926-1176

CMHI MEMBERSHIP DIRECTORY



Palm Harbor Homes

Horizon Home Sales, Inc.

Keri Carter, Lakeside
(619) 443-9200

Ideal Manufactured Homes, Inc.

Pete Mikolajewski, El Cajon
(619) 442-1611

Integrity Housing, Inc.

Michael Spence, Vista
(760) 806-8051

J & I Homes & Development

Jolea Laney, Wildomar
(951) 245-4747

John Day Home Center

John Day, Freedom
(831) 722-9865

KB Ltd.-Homes America

Larry Johnson, Palm Springs
(760) 864-6300

Kasco Homes

Kevin Clark, West Sacramento
(916) 373-5444

Kerman Mobile Homes, Inc.

Javier Gonzalez, Jr., Kerman
(559) 846-9373

Legacy Homes

David Brewer, Anaheim
(714) 939-1499

Liberty Manufactured Homes

Scott Brubaker, Escondido
(760) 733-3132

M & W Home Sales

Joan Williams, Hemet
(951) 929-5499

Ma Williams

Manufactured Homes
Dennis Williams, Hemet
(951) 926-1581

Macy Homes, Inc.

Bob Durant, Ventura
(805) 642-6229

Madison Mobile Home Sales

James Harris, Manteca
(209) 823-1795

Majestic Manufactured Housing, Inc.

Henry Butterfield, Jr., Santa Clarita
(661) 252-9499

Manteca Homes, Inc.

Dick Huie, Manteca
(209) 239-1150

Manufactured Home Center

Mark Weiner, Shingle Springs
(530) 676-8100

Maple Ridge Mobile Homes

Sam Silverman, Ontario
(909) 947-3034

Mesa Mobile Homes, Inc.

John Hook, Stanton
(714) 899-0588

Metro Housing Redevelopment, Inc.

Randal Durham, Chino Hills
(909) 322-6369

Millennium Mobile Home Sales

Elizabeth Romuzga, Azusa
(626) 633-1360

Mobile Home Living

Joe Sullivan, Long Beach
(562) 428-3567

Mobile Home Mansions, Inc.

Gary Allera, Santa Ana
(714) 265-4999

Modern Mobile Homes

Michele Boucher, Granada Hills
(818) 831-0050

Modular Home Pro

Joe Feeney, Escondido
(760) 738-6083

Modular Lifestyles

Russ Cockrum, Roseville
(916) 782-3829
(949) 852-5575-Irvine

Monarch Homes

Brian Alex, Orange
(714) 385-1516

Move-In Homes, LLC

Bob Gregoire, Davis
(530) 405-4040

Northwind Properties, Ltd.

Ray K. Farris, San Jose
(408) 977-0707

NuTrend Homes

Peggy Domasin, Corona
(951) 340-3068

Oakcrest Homes

Jerry Conway, Alpine
(619) 561-9292

Oak Tree Homes

Bert Caster, Ramona
(760) 789-1382

Pacific Home Sales, Inc.

George Bravante, Visalia
(559) 651-1133

Pacific Manufactured Homes

Sean M. Feeney, San Marcos
(760) 471-1212

Pacific Valley Homes

Anthony Carrasco, Perris
(951) 943-8055

R & B Communities

Howard Brigham, Fullerton
(714) 524-5051

Rancho Homes, Inc.

Judith Keller, Alpine
(619) 445-8488

Rimer Homes

Colins Rimer, Bakersfield
(661) 323-9102

Salstar Enterprises

Sam Riela, Lake Forest
(714) 349-5686

San Diego

Manufactured Housing

Valerie Acevez, Santee
(619) 449-1440
(619) 498-0090

San Diego MH Sales, Inc.

Frank Olvera, San Diego
(619) 423-2337

Santiago Homes, Inc.

Richard Simonian, Santa Ana
(714) 744-4993
(951) 779-1765-Riverside

Sav-On Manufactured Home Sales

Mike Taylor, Beaumont
(800) 464-5687

Sierra Homes

Sheila Feigel, Anderson
(530) 365-2126

Spanish Hills, LLC

Jason Varela, Temecula
(951) 695-2800

Spare Time Communities, LLC

Gregg Caledonie, San Diego
(619) 997-6798

St. Clair Property Management

Vernon St. Clair, Fountain Valley
(714) 963-7466

Starlight Mobile Home Sales

Nelson Millsberg, San Diego
(858) 549-4030

Stevenson Construction Company

Dave Stevenson, Burbank
(818) 974-5529

Structural Consultants/ Mobile Home Center

Neal Grabowski, Chino
(909) 822-6045

Superior M.H., Inc.

David Brokaw, Huntington Beach
(714) 963-3114

TLC Manufactured Homes, LLC

Vicky Thompson, Poway
(858) 486-0771

Trophy Homes

Corey Crawford, Torrance
(310) 212-1399

Tumbleweed Manufactured Homes

Robert Stark, Ridgecrest
(760) 375-2842

Valley Manufactured Homes

Angelo Zunino, Bakersfield
(661) 398-0973

Vieira Enterprises, Inc.

Manuel Vieira, Santa Clara
(408) 727-8734

Vista Havasu, LLC

J. Victor Peloquin, Anaheim
(714) 693-3193

Viva Mobile/

Manufactured Homes

Tom Paden II, El Cajon
(619) 579-6203
(760) 758-8650-Vista

Wallace Homes

Ben Shipin, Lake Forest
(949) 837-6500

Paul Wang & Associates

Paul Wang, Berkeley
(510) 524-9393

Wasatch Mountain Manufactured Homes

Ellen Foster, Acton
(661) 269-1833

Richard S. Weiner, Attorney

Beverly Hills
(310) 277-2378

Welcome Homes - California

Richard Wright, El Cajon
(619) 441-1900

CMHI MEMBERSHIP DIRECTORY

Western Homes

Bernard Rizzardini, Ridgecrest
(760) 377-5734

MANUFACTURERS

Cavco Industries, LLC

Bill Danforth, Phoenix, AZ
(800) 422-8264
(800) 432-0598-Goodyear, AZ

Champion Home Builders

Jim Justice, Lindsay
(559) 562-4951

Champion Home Builders/Genesis

(520) 796-8700-Chandler, AZ

Champion Home Builders/Redman

(208) 549-3151-Weiser, ID

CMH Manufacturing, Inc.

Steve Brady, El Mirage, AZ
(623) 535-9500

Golden West Homes

(951) 657-1611-Perris

Golden West Homes

(541) 926-8631-Albany, OR

Karsten Homes

(916) 363-2681-Sacramento

Marlette

(541) 567-5546-Hermiston, OR

Schult

(623) 386-3060-Buckeye, AZ

Fleetwood Homes

Erik Bloemendaal, Woodland

(530) 662-3223

(623) 939-2600-Glendale, AZ

(951) 688-5353-Riverside

Fuqua Homes, Inc.

Brian Grall, Bend, OR

(800) 336-0874

Guerdon Enterprises, Inc.

Lad Dawson, Boise, ID

(208) 345-5100

Kit Home Builders West

Ron Christensen, Caldwell, ID

(800) 859-0347

Palm Harbor Homes

Al Parsons, Vista

(760) 806-7585

(480) 967-7877-Tempe, AZ

(520) 836-1341-Casa

Grande, AZ

(541) 926-2626-Millersburg, OR

Silvercrest/Western

Homes Corporation

Craig Fleming, Corona

(951) 734-6610

(530) 662-9156-Woodland

Skyline Corporation

Russ Williamson, San Jacinto

(951) 654-9321

(530) 666-0974-Woodland

SUPPLIERS

Air Specialist

Sandra Dennis, Brea

(562) 905-3535

CALPLY

Redlands

(909) 307-2300

Coastline Construction/ Awning Co.

John Almquist, Huntington Beach

(714) 891-9798

Empire Manufactured Home Specialist, Inc.

Joseph Russo, Elverta

(916) 655-1416

Homestore, Inc.

Greg Pray, Westlake Village

(805) 557-3979

Hydro Fire Systems, Inc.

Terry Richardson, San Juan

Capistrano

(949) 496-3475

James Hardie Building Products

Brian Short, Gilbert, AZ

(480) 820-2212

Kinro, Inc.

John Evans, Fontana

(951) 681-4236

LaSalle Bristol West

Gray Owen, Riverside

(951) 656-4461 x253

McDermott Engineering

Lawrence O. McDermott,

Murrieta

(951) 304-0111

North Pacific

Rick Hovick, Rancho

Cucamonga

(909) 484-5870

Oliver Technologies, Inc.

Lon Larson, San Marcos

(760) 744-6975

OREPAC Building Products

Don Schwindt, Wilsonville, OR

(503) 682-5050

PACO Steel & Engineering Corp.

Young Paik, E. Rancho

Dominquez

(310) 537-6375

Patrick Industries

Paul Hassler, Elkhart, IN

(574) 294-7511

Quality Communities

Harry Harris, Galt

(209) 745-4986

RADCO

Michael Zieman, Long Beach

(562) 272-7231

Rheem Water Heaters

Gerald Colburn,

Montgomery, AL

(334) 260-1585

Senco Products

Alan Danforth, Fontana

(909) 355-2074

(949) 492-5925-San Clemente

So-Cal Mfd. Housing Construction

Michael Lane, Perris

(951) 443-3330

Southern California Gas Company

Larry Whaley, Anaheim

(714) 634-3177

SpeedRead, Inc.

Bernard Haskin, Indianapolis, IN

(317) 934-4544

Steelco, Inc.

Bob Harker, Bloomington

(909) 877-5940

Style Crest Sales

Ken Kirk, Corona

(951) 735-7378

TJT, Inc.

Norm Holloman, Woodland

(530) 661-1275

Universal Forest Products, Inc.

Vaughn Hoskins, Riverside

(951) 826-3000

Veristeel, Inc.

Jonathan Sandifer,

N. Las Vegas, NV

(702) 459-5005

Westland Distributing, Inc.

Chuck Sisk, W. Sacramento

(888) 575-8200

Weyerhaeuser Company

Lance Duke, Fontana

(909) 877-6100

Z-Awnings by D.A. Zimmer, Inc.

Daniel A. Zimmer,

Rancho Cucamonga

(909) 349-2885

Zieman Manufacturing/ Div. of Lippert

Eric Day, Laguna Hills

(949) 600-6480 x109

DEVELOPERS/COMMUNITY OWNERS

Bessire & Casenhiser, Inc.

Keith Casenhiser, Walnut

(909) 594-0501

Busch, Carr & McAdoo

Norm McAdoo, Garden Grove

(714) 894-3381

California Affordable Homes

Deanna Deekener, Paso Robles

(805) 239-9999

California Mobile

Home Park Corp.

G.F. Edmundson, Orange

(714) 639-1210

Canyon View Sales, Inc.

Kerry Seidenglanz, Sun Valley

(818) 768-2500

Century Housing

Corporation

Frank Ferdon, Culver City

(310)642-2008

Charles Marcotte LLC

Brian Marcotte, Hayward

(510) 785-9200 x103

Desert Hacienda Homes

Agnez Itzhaki, Beverly Hills

(310) 273-5509

Dinuba Downs

Mobilehome Community

Steven McDonald, Sanger

(559) 875-2095

E.P.M. - Lake Park Sales

Edwin J. Evans, Placentia

(714) 632-1646

F.A.S.T. Building System LLC

Gary Pomeroy, Newport Beach

(949) 261-2273

Hart, King

& Coldren

Robert Coldren, Santa Ana

(714) 432-8700

Housing Alternatives, Inc.

John A. DeFalco, Fullerton

(714) 447-6959

J & H Asset Property

Management, Inc.

Bill Hanks, Yorba Linda

(714) 974-0397

CMHI MEMBERSHIP DIRECTORY



Genesis Homes

Pacific Development Solutions, Inc.

Ronald Allyn, Vacaville
(707) 448-4341

Pacific Real Estate Investment Group, Inc.

David Gough, Long Beach
(562) 434-1031

Rent Razor

David C. Bonde, Oakland
(510) 663-1924

Storz Management Co.

Susan Zimmerman, Orangevale
(916) 989-5333

The Home Team

Steve Hullibarger, Fair Oaks
(916) 965-5153

Vedder Community Management

William Schweinfurth,
Agoura Hills
(818) 735-6200

FINANCIAL SERVICES

2-10 Home

Buyers Warranty

Bill Deason, Tucker, GA
(770) 496-4970

21st Mortgage Corp.

Liz Bookout, Knoxville, TN
(865) 523-2120

Alliance Insurance Brokers, Inc.

Justin Zale, Phoenix, AZ
(800) 874-1333 x6762

Alpert and Barr, APLC

Gary L. Barr, Encino
(818) 881-5000

American Modern Insurance

Mark McLean, San Diego
(619) 294-8900

California Southwestern Insurance Agency

Larry Staggs, Lake Forest
(949) 472-6560

Chicago Title Co.

Tom Schwiebert, San Diego
(619) 744-4416

Community Commerce Bank

Tobin Weaver, Sacramento
(916) 648-2680

Countrywide Home Loans

Richard Hedrick, Riverside
(951) 248-4844

CU Factory Built Lending

Bill Strunk, Federal Way, WA
(866) 595-7228

Express Escrow Co.

J.C. Strutzel, Huntington Beach
(714) 847-4747

First Northern Bank of Dixon

C. Curtis Houston, Davis
(530) 297-3902

GE Comm. Distr. Finance

Mark Maniscalco, Tempe, AZ
(800) 289-4488 x7138
(425) 844-1027-Woodinville, WA
(805) 654-8100-Ventura

Greentree Servicing, LLC

Jim DeMaio, Rancho
Cucamonga
(800) 365-0089 x61701
(909) 659-4100 x61731-
Rancho Cucamonga

Hughes West-Brook Insurance Agency

Myron J. Hughes, Fountain Valley
(714) 545-0200

Inland Empire Escrow

Kerry Cisneroz, Chino
(909) 591-9387
(951) 279-0970-Norco

Jordan Insurance Services

Linda Burns, San Bernardino
(909) 888-2231

Kelley Blue Book Co.

Dee Henry, Irvine
(949) 770-7704 x8230

Land/Home Financial Services

Brad Waite, Concord
(925) 676-7038
(800) 497-9985-Sacramento

Manufactured Home Financial Services, Inc.

Gail Iakovidis, Novi, MI
(888) 571-2965

Manufactured Housing Insurance Services

Barry Cole, Orange
(714) 628-1000

NADA Appraisal Guides

Vince Pulsipher, Costa Mesa
(800) 966-6232 x233

Origen Financial, Inc.

Neil Roszkowski, Granite Bay
(866) 348-0673
(858) 277-9221-San Diego
(817) 759-8168-Phoenix, AZ
(817) 759-7672-Ft. Worth, TX

PFS Mortgage

David Powell, San Diego
(619) 280-9596

Santa Clarita Valley Escrow

Nancy Hawkins, Valencia
(661) 284-2900

Santiago Financial, Inc.

Chris T. Belt, Tustin
(714) 731-8080

Textron Financial Corp.

Mike Russell, Gilbert, AZ
(480) 558-1478

Triad Financial

Services, Inc.

Danille Howard, Jacksonville, FL
(800) 522-2013
(702) 451-0400-Henderson, NV
(503) 508-0966-Keizer, OR

United California Financial

Mike Woods, Temecula
(951) 693-1086

U.S. Bank Manufactured Housing Finance

Gene Liefke, San Diego
(360) 921-9724

U.S. Financial Network, Inc.

Joe Tobey, S. J. Capistrano
(800) 655-9044
(360) 738-0808-Bellingham, WA

Wells Fargo

Home Mortgage

Rodney Jacobson, Lancaster
(661) 723-2362

AFFILIATE MEMBERS

Manufactured Housing Educational Trust

Vickie Talley, Laguna Hills
(949) 380-3303

Morgan Stanley

Shirl Estes, Redlands
(800) 793-2763

Mobile Home Board

Elizabeth Tripp, Sunnyvale
(408) 744-1011

Porter, Scott, Weiberg & Delehant

Andre' M. Chernay, Sacramento
(916) 929-1481

HONORARY MEMBERS

Automated Builder

Don Carlson, Ventura
(805) 642-9735

California State Dept.

of Housing and

Community Development

Maggie Hauffman, Sacramento
(916) 322-9648

Manufactured Home Merchandiser

Herbert Tieder, Chicago, IL
(312) 236-3528

The Journal

John Visser, Manchester, GA
(800) 869-0471

National Manufactured Housing Alliance

Emanuel Levy, New York, NY
(212) 666-7771



Welcome Home.

Fuqua Homes