

**NMMHA
Board of Directors**

~ Officers ~

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Clay Lindsey

Solitaire Homes
Albuquerque, NM

Vice President

Matt Niño

Palm Harbor Homes
New Mexico/Arizona

Treasurer

Eddie Thomas

Cavco Home Center
Albuquerque, NM

Secretary

Max Schroeder

Fiesta Mobile Homes
Las Cruces, NM

~ Board Members ~

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Jody Bailey

Portales Homes
Portales, NM

Park Owner/Manager

Doug Ottersberg

Creative Home Buyers
Santa Fe, NM

District 2

Jackie Jarisch

Oakwood Homes
Las Cruces, NM

Park Owner/Manager

Randy Kloos

Sunset MHC
Santa Fe, NM

District 3

Kathy Faver-Myer

Faver's Homes
Farmington, NM

Park Owner/Manager

Geraldine Martin

Coronado Village MHP
Albuquerque, NM

District 4

Tim Monaco

JC Sales LLC
Santa Fe, NM

Lender Rep.

Shela Holley

Triad Financial
Scottsdale, AZ

District 5

Gary Waddell

Clayton Homes
Carlsbad, NM

Manufacturer Rep.

Jimmy Griffith

Champion Home Builders
Burleson, TX

Transportation

Kandice Cochran
RC Mobile Home Service &
Transport
Farmington, NM

Manufacturer Rep.

Dan Hilfiker

Champion Home Builders
Chandler, AZ

At Large Rep.

Calvin Phillips

Palm Harbor Homes
Ft. Worth, TX

Manufacturer Rep.

Wayde Clark

Skyline Homes
Arkansas City, KS

Executive Director

Mark A. Duran

**NMMHA
2023 Convention**



Dear NMMHA Member,

It is with great pride that the NMMHA continues its preparation for the 2023 NMMHA Annual Convention June 11-13, 2023 at the beautiful Sandia Resort and Casino in Albuquerque, New Mexico. The NMMHA Annual Convention is the longest running state manufactured housing convention in the country and is brought to our members by the longest running State Association in the country. This year we have even more cause to celebrate as this will be our 50th Annual Convention!

The NMMHA Annual Convention has been called by many the best Association convention in the country and for good reason. The convention serves as a tremendous networking opportunity for everyone who attends. Retailers, manufacturers, community owners, lenders, suppliers and installers along with land developers and special guests congregate to form the nucleus of an entire state industry during the convention's three days of events. The numerous events that comprise the convention's agenda provide a mix of social, educational and recreational activities that give the convention a family and vacation atmosphere that the kids will love too!

At the business day of the convention, members will again participate in well-organized meetings that optimize the presentation of information so that members can easily digest and use what they learn to improve upon their everyday businesses. The day's events will begin with the General Membership Meeting, where important industry information will be relayed. We will then be treated at our Annual Business Luncheon with a special Keynote Speaker who will be announced soon.

As it has become a custom feature of the NMMHA Annual Convention, community members, retail members, installers and manufacturers will again have separate meetings, during the afternoon of June 12th to discuss issues unique to their membership category. Our installer workshop will be hosted by Manny Santana from Cavco Industries and will offer an interactive session with MHD inspectors, and provide attending Installers with Continuing Education Credits. The day's events will conclude with the convention's highlight event: The NMMHA Annual Awards Banquet.

Eventually, our busy convention gives way to fun! On Tuesday, Golfers will be excited to play the Championship Golf Course at Sandia and all the fisher-people will enjoy participating in the ever popular "Alyce's Fishing Tournament" at Sandia Lakes. And, of course, the kids (and the young at heart) will definitely enjoy the warm and inviting pool area of the Sandia Resort along with all the other engaging or relaxing activities they have to offer, before we conclude the convention with a final dinner.

Needless to say, the 2023 NMMHA Annual Convention is slated to be as great as it's ever been! So Register today and continue to be a part of the best Manufactured Housing Association and convention in the country!

Sincerely,
New Mexico



Manufactured Housing Association

NMMHA 2023 Annual Convention



Having gone through extensive renovations in the past few years, The Spectacular Sandia Resort and Casino offers a refined and sophisticated atmosphere inspired by New Mexico's pueblo culture. A striking cobblestone porte-cochere entry greets arriving hotel guests, who are welcomed into the grand lobby highlighted by the Mountain View and unique architecture featuring native pottery and art. Whether you are here to game, dine, golf or relax at the Green Reed spa, you will discover something new around each corner....



Board of Director Elections at the 2023 General Membership Meeting!

We are pleased to announce that Board of Director Elections will take place at the General Membership Meeting on June 12th, 2023 and the following positions will be up for election with a two year term:

Vice President:

Incumbent, Matt Nino

Treasurer:

Incumbent, Eddie Thomas

Retailer District 3:

Incumbent, Kathy Faver-Myer

Retailer District 4:

Incumbent, Tim Monaco

Two Manufacturer Representatives:

Incumbents, Dan Hilfiker & Jimmy Griffith

One Community Representative:

Incumbent, Randy Kloos

Lender Representative:

Incumbent, Shela Holley

At Large Representative:

Incumbent, Calvin Phillips

*Based on a bylaw proposal adopted in 2016, candidates wishing to run for a NMMHA Board of Director Position must file a notice of intent to seek such position with the NMMHA office 30 days in advance of the General membership Meeting, May 12, 2023.



NMMHA 2023 Annual Convention Tentative Agenda

Sunday, June 11, 2023

Noon to 6:00pm	Registration
6:00pm-7:00pm	Cocktail Reception
7:00pm	BBQ Dinner

Monday, June 12, 2023 "Business Day"

6:30am-8:00am	Breakfast
8:00am-12:00pm	General Membership Meeting
12:15pm-1:30pm	Business Luncheon w/ Keynote Speaker, Scott Stroud
2:30pm-4:30pm	Community Management/Infrastructure Mtg.
1:30pm-4:30pm	Installer/Transportation Workshop
6:00pm/6:30pm	Cocktails/Dinner/Awards Banquet

Tuesday, June 13, 2023

8:00am	Golf Tournament/Fishing Tournament
5:00pm	NMMHA Board of Directors Meeting
6:00pm	Closing Dinner Buffet and Golf/Fishing Awards



NMMHA 2023 Convention Installer's Workshop



MHD Inspection Questions Answered by

MHD Administrator Jesus Carrasco
&
MHD Director Clay Bailey

Administrator Jesus Carrasco has presented at our workshops for many years and we are honored to again have him be able to join our 2023 Installer's Workshop and provide installers and attendees with current issues inspectors are seeing in the field. Director Clay Bailey will discuss permitting and technology platform issues and opportunities. This is a fantastic, once a year, opportunity for installers and attendees to engage and exchange information with MHD.

Please take advantage!



Installer Workshop returns

At our June Convention...

Offering 3 Hours of

Continuing Education Credits!

Continuing Education Training by Manuel Santana!

At this year's NMMHA Annual Convention, slated for **June 11-13, 2023** at the beautiful Sandia Resort and Casino in Albuquerque, New Mexico, a featured event will be the Installer's Workshop that will once again offer 3 hours of MHD Continuing Education Credits to all workshop attendees. Federal HUD standards require that all licensed contractors participate in a minimum of 2 hours of qualified continuing education each year in order to keep their current license in good standing and renewable. We are happy to offer attendees, whether NMMHA members or not, an avenue to not only satisfy that continuing education requirement, but to be able to offer you instructors, inspectors and other professionals from both the private and public sectors to educate and stimulate the workshop. This year our Installer Workshop will be instructed by Manuel Santana, from Cavco Industries, and we are thrilled to have him presenting a knowledge filled and finely-crafted workshop for the NMMHA Installers and Servicers! "In my opinion, the Installer Workshop truly shows the value of the NMMHA. It's quality training done well for one of the most important segments of our industry." – Kandice Cochrane, Installer NMMHA BOD Member



Manuel Santana to Facilitate Installer Continuing Education Workshop!



As VP of Engineering for Cavco Industries, Manuel Santana heads the engineering department for the Cavco Industries family of companies. He is responsible for the engineering design, development and maintenance of Cavco's varied products that range from HUD to Factory Built and Park Trailer structures. His tasks also include maintaining relationships with HUD, IBTS, IPIAs, DAPIAs, as well as state and local agencies.

Mr. Santana studied at California State Polytechnic University, Pomona (Cal Poly Pomona) and holds a Bachelor of Science degree in Civil Engineering. Shortly after graduation, Manny began his career in manufactured housing with a position as a Product Engineer with Fleetwood Enterprises. Mr. Santana joined Cavco Industries in 2005 as Director of Engineering and has helped Cavco grow from a regional manufacturer to the third largest MH manufacturer in the US.

2023 NMMHA Annual Convention
Keynote Speaker Scott Stroud
Hotel Reservation Info (877-272-9199)



NMMHA Annual Convention Keynote Speaker!

It is with great pride that the NMMHA announces the Keynote Speaker for the 2023 NMMHA Annual Convention June 11-13, 2023 at the beautiful Sandia Resort and Casino in Albuquerque, New Mexico.

The NMMHA is excited to announce that Scott Stroud of LearnMH will Keynote the 2023 NMMHA Annual Convention. In a little bit of a change in direction in prior Keynote Addresses, the NMMHA, in selecting Scott Stroud to make a Keynote Presentation is offering a motivational speaker on a real-world topic that is not only of interest to our members but an absolute need for anyone doing business in today's marketplace. To that end, Scott will describe in detail the current marketplace from a generational, technological and branding point of view, and the "must haves" for every business to successfully operate in the current ecosystem.

"As one of the most respected and experienced people in our entire industry, we couldn't be prouder to have Scott keynote our convention," - NMMHA Vice-President and Convention Chairman, Matt Nino.



Scott Stroud has been immersed Factory-Built Housing for over 40 years!

Having begun his career building houses on a framing crew, Scott quickly realized selling homes is what he loved, and in 1980 he started a dealership outside his hometown of Louisville, KY, which he ran with his wife, Melanie, for 15 years. After another 10 years as VP of Marketing and Sales for a major home producer, Scott left corporate life and joined Jerry Rouleau as co-host of BuilderRadio, the industry's first podcast. Today, Scott is a program director with LearnMH, an educational platform offering sales, marketing, and business training for the manufactured housing industry, with a major focus of helping retailers and communities embrace current technologies to attract, capture and convert more sales.

Scott is also the co-author of three books, including *Managing Your Business with 7 Key Numbers*, published by BuilderBooks.com, and *The Complete Guide to Marketing and Selling New Homes*, with Jerry Rouleau. Born and raised outside of Louisville, Scott lives and works from his home on the shores of Lake Cumberland in Somerset, Kentucky.

**Join us in June for a fun and informative
Keynote Presentation with Scott Stroud!**





2023 NMMHA Annual Convention

June 11-13, 2023

Sandia Resort and Casino
Albuquerque, New Mexico

Registration Form

To celebrate the tremendous year the NMMHA had in 2022, Convention Sponsors and the NMMHA will provide most meals and entertainment. A \$150.00 registration fee is being asked of every conference attendee and spouse/guest (\$45.00 for children) to cover meeting room and set-up as well as other miscellaneous and special event convention expenses. To make hotel reservations, call the Sandia Resort & Casino toll free at 877-272-9199 and request to be part of the Manufactured Housing Block. The room rate for our block is \$199.00 per night. The Sandia Resort & Casino can only guarantee this rate through **May 9, 2023**.

Name and company will reflect name badge and conference attendee listing.

Name:	Spouse/Guest/Child:
Company:	Spouse/Guest/Child:
Address:	Spouse/Guest/Child:
City, State, Zip:	Spouse/Guest/Child:
Phone Number:	Fax Number:

Email Address (Please provide for confirmations/notifications): _____

Registration Fees:

Convention Registration Fee (\$150.00 per person)	\$ _____	
Spouse/Guest Registration Fee (\$150.00 per person)	\$ _____	
Child Registration Fee (\$45 per child)	\$ _____	# of child meals (chick fingers, grilled cheese, etc.): _____
Golf Tournament Green Fee and Cart (\$120)	\$ _____	Traditional Tuesday AM Tournament
Alyce's Fishing Tournament (\$20 per person)	\$ _____	# of loaner fishing poles needed: _____
Total included in enclosed check	\$ _____	

If you plan to play in the Tuesday Golf Tournament, What is your Handicap? _____

Please Mail Form and Check to: **New Mexico Manufactured Housing Association**
6001 Indian School Rd. NE, Suite 560
Albuquerque, New Mexico 87110

Phone: (505) 830-3764 • Fax: (505) 830-3772 • Email: nmmha@nmmha.com • Web: www.nmmha.com

* To pay your Convention Registration Fee online, follow the online payment instructions provided at this link:

<http://www.nmmha.com/2023-convention.html>

