

## Members Of the Housing Committee

Thank you for the listening to my presentation today. My family are pioneers in this industry since 1943. My mother, Theresa Desfosses has over 60 years of experience running manufactured housing communities in both New Hampshire and Maine. She has served on the Maine Regulatory Board which was set up to protect consumers. . She was the general manager of Burlington Homes in Oxford, Maine for 15 years until it was forced to close in 2008. She served on the National Consensus Committee for HUD for many years. Together with my grandparents she taught me everything I know about Manufactured Housing Communities and how to treat residents of our communities with respect and dignity. We are the ones who advocate for our residents at the Town, County, State and Federal Levels attending meetings whenever possible to give our side of the story because, as you know, there are always two sides to every story.

In the 30 years that I have been working for our family business I have served on the Manufactured Housing Association Board which helps bring new members in our professional industry up to speed on things that should be done and should not be done. We are the first line of communication that both new and experienced owners rely on and we offer our expertise whenever needed. I am saddened to see the decimation of our industry which has provided unsubsidized affordable housing to hundreds of thousands of homeowners since the early 1940's where we provided safe and affordable neighborhoods to World War Two veterans and their young families.

As our industry has changed so has our business model. We now provide attainable housing to downsizing seniors and first time home buyers and take great pride in the work we do.

The bills that have been recently passed by this committee will destroy all that we have worked for. All that families like mine have considered to be generational legacies and will also hurt the people that live in our communities by forcing them to choose between running a very large complicated business that employs 16 full time well paid local people with excellent pay, full benefits and caring ownership that treats them the way people should be treated. I can assure you that if the bill passes with the right of first refusal or this rent control bill in front of us today that many of our generational businesses will be forced to make very hard decisions about the future of our continued involvement in this industry of which we are very committed. The R.O.C. communities and the REITS who purchase these large entities have a much different business model which is well oiled and fine tuned for maximum profit to their leaders' pockets.

I am provoked to be here today because of the systematic TAKING of what we have all worked so hard for over the past eight decades. I would like you to consider owners like us when listening to the rhetoric offered by the well oiled machine known as ROC. My experience with them in New Hampshire and also at industry trade meetings across the country does not support the testimony they have provided. As my grandfather always told me "FOLLOW THE MONEY"

Respectfully,  
  
Tinamarie Smith, Testifying on LD 1723