

EXHIBITOR OPPORTUNITIES

PMHA is offering an opportunity to boost your business during the upcoming **2024 Industry Networking Conference**.

Twenty table top displays will be available on a first come, first served basis. The exhibit area will be located inside and outside of the meeting room, in the center of all social activities, giving you the perfect opportunity to mingle with industry peers as you promote your company.

Each table top display includes one 6-foot skirted table, two chairs, electricity (upon request) and one full meeting registration (including all sessions and meals.)

COST:

Members: \$450

Non-Members: \$900

Exhibitor Schedule (tentative):

Wednesday, May 15, 2024

Exhibitor Set-up - 8-11am

Light Lunch w/Exhibitors - 12-1pm

Beverage Break w/Exhibitors - 2-2:15pm

Beverage Break w/Exhibitors - 3:15-3:30pm

Welcome Reception/Dinner/Cornhole - 5-6:30pm

Thursday, May 16, 2024

Breakfast w/Exhibitors - 8-9am

Bloody Mary/Mimosa Bar w/Exhibitors - 10:00-10:30am

Luncheon w/Exhibitors - 12:00-1:00pm

Exhibitor Teardown - after 3:30 pm

PMH PAC Needs Your Support!

There are **2** ways to support the PAC during the **2024 Industry Networking Conference...**



**DONATE
AUCTION
ITEMS**

SPONSORSHIP OPPORTUNITIES

Sponsorships are available for the 2024 Industry Networking Conference & PMHA's 75th Anniversary Celebration. All sponsorships include recognition on-site, in meeting materials and in the PA Perspective. Additional benefits as listed.

Sponsorship Levels:

\$1000 DIAMOND

includes exhibitor spot and two meeting registrations

\$500 PLATINUM

includes one meeting registration

\$400 GOLD

\$300 SILVER

\$200 BRONZE

\$100 COPPER

Specialty Sponsorship Opportunities:

\$600 Bloody Mary/Mimosa Bar

(includes one meeting registration only 2 available)

\$400 Welcome Reception (only 2 available)

2024 Industry Networking Conference and PMHA's 75th Anniversary Celebration May 15-17, 2024



Lancaster Marriott at Penn Square
25 South Queen Street,
Lancaster PA 17603-3918

Pennsylvania Manufactured Housing Association

PO Box 248; 315 Limekiln Road
New Cumberland, PA 17070
Phone: 717-774-3440
Fax: 717-774-5596

Sponsored by PMHA in partnership with the PA Propane Foundation



GET YOUR TEAM READY!

PMH PAC is holding their 4th Annual **Bags & Brews**



See enclosed registration form

Wednesday, May 15, 2024

Registration opens at 11am

12:00–1:00pm

Light Lunch & Networking with Exhibitors

1:00–2:00pm

Understanding PMHA, Your Association

An overview of 2024 followed by Q&A.

2:15–3:15pm

Why You Should Invest in Installation

Manufactured home installation errors and shortcuts can cause customer dissatisfaction. These issues have the potential to result in increased energy expenses, mold growth, and complications related to construction, to name a few. Your investment in a quality installation will return dividends.

presented by: Colin Burky, Administrative Officer, Housing Standards Division, DCED and Philip Sailor, Certified Instructor for HUD Installation Trainings

3:30–4:15pm

Lancaster City Experience

presented by: TBD

5:00pm

Welcome Reception with Exhibitors

6:30pm

PMH PAC Cornhole Tournament

single elimination. (registration form included)



Lancaster Marriott at Penn Square

25 South Queen Street,
Lancaster PA 17603-3918

Lodging:

Contact the Lancaster Marriott at (717) 239-1600 or book at Lancastermarriott.com no later than 5:00 pm 04/22/2024. Let booking know that you are with PMHA's Conference to get a special discounted room rate of \$169.00.

(*includes overnight self-parking for one vehicle)

Thursday, May 16, 2024

Registration opens at 7:30am

8:00–9:00am

Buffet Breakfast with Exhibitors

9:00–9:30am

Welcome/Opening Remarks

presented by: Séan Dalton, Membership Committee Chairman

9:30–10:00am

Manufactured Housing: An Update from HUD's Program Leader

presented by Teresa Payne, Administrator for HUD's Office of Manufactured Housing Programs

10:00am–10:30am

Bloody Mary/Mimosa Break with Exhibitors

10:30am–12:00pm

7 Universal Mistakes That Are Costing You Sales— And How to Correct Them to Double Your Deliveries

The housing market is constantly changing and evolving - manufacturers, retailers and communities must continually adapt to meet new challenges and remain relevant to new buyers. Change is never easy and knowing what to change in our business is even harder. This presentation will address the state of the new home market - younger buyers and what they expect in their next new home - and the critical mistakes that must be avoided or overcome in order to thrive in the new housing economy.

Presented by: Scott Stroud, Director of Development for MhCRM

12:00–1:15pm

Buffet Lunch with Exhibitors

1:15–2:15pm

How to Boost Your Property Value and Resident Happiness with Smart Financing and Improvements

This session will teach community owners how to better understand what their property is worth today. We'll discuss types of financing that are available for MHCs and what lenders are looking for to qualify for loans. We will also explore improvements that can increase the value of the property while also improving the quality of life for the residents.

presented by: Harrison Bell, Esq. MBA, Regional Director —Mid Atlantic, Yale Realty & Capital Advisors

2:30–3:30pm

The Future of Affordable Housing: Exploring the Challenges and Opportunities of HUD's Manufactured Duplexes

A new HUD product has been introduced to the market and this session is an opportunity to explore the challenges and opportunities it presents.

Panelist: TBD

5:30pm

75th Anniversary Celebration Reception

6:00pm

Introductions of Past Presidents/Awards Program/Historical Video

6:30pm

Dinner, Dessert & Entertainment

Stay and experience the fun and excitement of Lovelace; a high-energy 70's band!

Friday, May 17, 2024

8:00–9:00am

Send-off Breakfast



Online
Registration is
available in our
Members
Only Area!

Registration Fees

Full Registration
\$175 per member *

(Includes all meals, receptions and entertainment!)

Bring additional employees for
only \$155 each *

Dinner Guest Ticket -- \$99*

(for guests that would like to join us for
just the 75th Anniversary Reception
& Dinner)

Sponsorships & Exhibitor Spots are
available - please see registration form.

Non-Members: See registration
form for pricing *

*A \$5 late payment fee will apply to all registrations paid after the event. A \$5 late registration fee will apply to all onsite registrations and unless paid in full at time of registration, the \$5 late payment fee will also apply.
No refunds for cancellations after May 3, 2024.
All refunds will be less a \$25 handling fee.