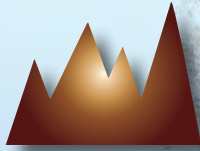


SUMMIT LIFE

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Staff of Superior Homes, the Summit's new on-site home sales dealership, are shown in front of park office in unit 105. Team members from left in back row are Sean Innis, Michael McNeeley and Jesse Hooker. In front row from left are Norma Martin, Paula Carson and Carole Shopshear.

Diane Brown/Summit Life photo. (See story page 2).

JESSE HOOKER, HARD DRIVING MANUFACTURED HOME COMMAND UNDER PHILIP MILLER

As the Summit's newly appointed operations officer, Jesse Hooker has been selling, siting and repairing manufactured homes since he was 17. Now in his forties, he is built like a tank, sports mutton-chop sideburns, and has a mandate from park co-owner Philip Miller to make "Summit City" one of the most in-demand residential communities in Southern California.

Mr. Hooker's responsibilities cover all park housing operations including sub-contractor hiring, park maintenance and inspections and the sale of park-owned properties. He is also a full service dealer within the park as owner of the newly established firm of Superior Homes in Unit 105.

"I have three goals," Mr. Hooker told Summit Life. "After the housing meltdown of 2008, too many park homes became occupied by renters who did not display the same pride of ownership as owner occupied homes. As renters move on, those homes need to be repaired and the landscaping redone so they can be fairly represented to buyers as move-in ready. Secondly, some renters and owners have made out-of-code construction changes that must be brought back into code. Finally, I hope to help potential sellers and buyers in the park come to terms with the real value of their homes, not the fire-sale values of the recession nor the impossibly high values touted by real estate companies. The good news is that mobile homes are appreciating and will continue to appreciate just like their site built counterparts.

Mr. Hooker's reputation in the park as a rising star began over two years ago when he saved Mr.

Miller hundreds of thousands of dollars in park electric repairs. As the then project manager for AV Environmental Services, he put an end to the continued purchase of highly expensive electric transformers and other equipment thought responsible for intermittent electric outages in the park over a two-month period. The culprit, he found, was a single badly stripped electric cable.

"Jesse is a wunderkind of the manufactured housing industry, selling his first home in the park at 18 and later making and losing millions in the hard knocks business of Southern California real estate," said Mr. Miller. He can not only sell, but from his construction and siting experience, he can tell you what's going on in a mobile home simply by walking in the door."

Unlike many dealerships and brokerages, Superior Homes offers net listing contracts.

"Before the housing meltdown of 2008, manufactured homes at the Summit consistently sold for over \$100,000," Mr. Miller points out. "With housing prices now climbing at about 8 percent annually, there is no question but that they will reach or exceed that level again. In fact, they could double in value by year's end if the upswing in the housing market continues," he predicted.

According to Mr. Hooker, the home values offered at the Summit at this point in time "shine like a beacon" compared to the established homes in the surrounding flats.

"Most of these homes are priced close to a million dollars without a view or even a security gate. The new Pulte homes at the corner of Roscoe and Valley Circle Boulevards are actually helping our sales effort because of their high cost, little variance in floor plans, muddy surrounding and some sitings that are less than fifty yards away from heavy Valley Circle traffic," he said.

Unlike many dealerships and brokerages, Superior Homes offers net listing contracts. This allows sellers at closing to net a fully agreed upon home purchase price without deductions for commissions, refurbishment or buy downs.

In addition, buyers have the advantage of in-house financing contracts which, depending upon credit and down payment size, start at 6.9 percent with no points and no pre-payment penalty for 15-years. In concert with a tax adviser, it is also possible to expense 15-year park leases as tax write-offs.

Superior Homes has a six person staff highly qualified in all phases of dealership sales and marketing operations. They are Paula Carson, Sales & Marketing Director; Sean Inniss, Project Coordinator; Norma Martin, Office Administrator, and marketing specialists Carlos Leroy Diaz, Michael McNeeley and Carol Shopshear.

The Superior team can be contacted at 818-704-1788 or e-mailed at superiorhomes105@gmail.com. Office hours in park unit 105 are 8:00 a.m. to 6:00 p.m. Monday to Saturday and Sunday from 10:00 am to 4:00 pm. Walk ins are welcome. ❖

"WUNDERKIND," TAKES OVER AS SUMMIT'S SECOND IN



According to Jesse Hooker, newly appointed Summit operations manager, the park's manufactured homes "shine like a beacon" compared to homes in the surrounding flats. "Most of these neighboring site built homes are priced close to a million dollars without a view or even a security gate," explains Mr. Hooker. "The new Pulte homes at the corner of Roscoe and Valley Circle Boulevards are actually helping Summit sales because of their high cost, little variance in floor plans, muddy surroundings and some sitings that are less than fifty yards away from heavy Valley Circle traffic," he explained. *Diane Brown/Summit Life photos.*



Around The Town:

THE VALLEY RELICS MUSEUM; A MASTERFUL ASSORTMENT OF

Whatever happened to the San Fernando Valley? Gone are the orange groves, the Orange Julius's, the auto factories, the aerospace industry, the hi-fi sound producers, the huge variety of eateries, the drive-in movies, all gone, but not forever.

Tommy Gelinas still retains precious bits and pieces of the past in a 4600 square foot building in Chatsworth known as The Valley Relics Museum. It's an industrial building with the electric generating capacity and internal height to house neon signs of all shapes and sizes as well as other hanging memorabilia collected by the 53-year-old former T Shirt producer over 17 years.

Mr. Gelinas used postings on social media long before My Space and Facebook to hunt for postcards, ash trays, old photos, anything that would mark the spot of what used to

be. And slowly, over time, he became the go-to guy for everything that once set the Valley apart from other places.

The assemblage is a non-profit operation, founded with the mission of preserving and telling the stories of the people who shaped this region of California, while highlighting its role in the larger nation's development. Through the use of pop ephemera from decades past, the bulk of the collection tells the peoples' story: vintage BMX bikes are given equal weight to menus from restaurants long since closed, while clothing and yearbooks belonging to the region's prior generations are valued just as highly as well as a prized assortment of rare photographs and documents all hailing from the San Fernando Valley.

At long last, local entrepreneurs and governments are beginning to recognize that the wrecking ball of progress is diminishing our cultural

heritage nationwide, Mr. Gelinas charges. "The Getty is beginning to work with the city of L.A. to preserve some landmark structures. The City of Burbank now has a no tolerance law to prevent the removal of old signage from buildings. Things are improving slowly," he explains.

In the meantime, Mr. Gelinas still works efficiently, frugally, creatively as the lone curator of a masterful assortment of salvaged signage and other glorious gems, united in their celebration of commercial archaeology from a spot that long ago was a patch of dry and unforgiving California desert.

The Valley Relics Museum is open on Saturday's only from 10:00 am to 3:00 pm. Admission is free. The address is 21630 Marilla Street, Chatsworth, 91311 (about 3 miles from the Summit).

Call 818-678-4934. ♦

Diane Brown/Summit Life photos.

PROSTATE CANCER SCREENING: WHAT THE EXPERTS RECOMMEND

American Cancer Society: Average-risk men with at least a 10-year life expectancy should begin discussions about prostate cancer screening at age 50 (younger for higher-risk men). Men with PSA less than 2.5 ng/mL may be retested every two years. Men with PSA greater 2.5 ng/mL should be screened annually.

American College of Physicians: Men age 50-69 should discuss the risks and benefits of screening with their doctor. Average-risk men younger than age 50 and older than age 69, or any man with a life expectancy less than 10-15 years, should not be screened.

American Urological Association: Men ages 55-69 should discuss the risks and benefits of screening with their physician. Screening is not recommended for men young than age 55, older than age 70, or anyone with a life expectancy of less than 10-15 years. Screening may be done every two years or less frequently, rather than annually.

National Comprehensive Cancer Network: Men with at least a 10-year life expectancy should begin discussions about screening at age 45; screening remains an option for very healthy men over age 70. Men ages 45-49 with PSA greater than 1.0 ng/mL and men age 50 and older with PSA less than 3.0 ng/mL and no other indications for biopsy should repeat testing every one to two years. Men ages 45-49 with PSA below 1.0ng/mL should be re screened at age 50.

U.S. Preventive Services Task Force: Regardless of age, men without prostate cancer symptoms should not be routinely screened for prostate cancer.

OF SAN FERNANDO VALLEY MEMORABILIA FROM THE PAST



HOW MANY DOGS WOULD A FLEET OF DIGGING DOGS NEED TO DIG THEIR WAY DOWN TO CHINA?

By Bill Kreke, Owner,
Kahuna Dog Walking; LLC,
(818) 806-WALK

Do you have a backyard that looks like the cratered surface of the moon? Is your pooch digging up your bushes or flowers? If so, here are a few reasons why and some tips on how to alleviate this unwanted behavior. Digging is a natural part of a dog's behavior and there are several reasons why dogs dig. Some breeds like terriers dig because in the past they were bred to hunt rodents underground. Other dogs dig holes to bury favorite toys and treats for later, while some dogs are digging holes to create a den. While the denning instinct goes far back in a dog's evolution, the main reason why dogs dig is just out of boredom or anxiety.

While digging may be an advantageous behavior in the wild, it can be a bothersome problem for our domesticated cousins. Most dogs turn to digging simply because they are bored and are lacking stimulation. Dogs that are confined to only the house or backyards may not only be digging but engaging in other destructive habits solely out of boredom. Exercise is the key to correcting this behavior. 30 minutes of moderate walking everyday will help alleviate their need to dig. It has been my experience that a tired dog is not only a happy dog but a good and well behaved dog. A dog that is regularly walked is subjected to more mental and physical stimulation that leads to a better behaved dog at home.

Dogs that frequently dig under fences and gates are often doing so out of an escape anxiety. Many things in or around the home could be contributing factors to this anxiety.



Loud noises like fireworks, changes in the home environment such as additional pets, hormonal changes like puberty or estrous, or simply your mood could be factors. If you have an anxious dog that is digging and trying to escape it's best to identify the disturbing source and remove it. Once again exercise is a successful way to naturally relieve your dog from pent up anxiety. Dogs with extreme anxiety can benefit from certain medications prescribed by your vet. But before putting your dog on a medication schedule, try taking them for regular walks. Also, to keep your escape artist dog safe, I recommend lining the bottom of your fence and gates with a wire mesh to curtail them from tunneling underneath.

Digging is a natural part of a dog's behavior and there are several reasons why dogs dig.

Other methods to help stop dog digging are to supervise your dog when in the yard and immediately correct them as soon as they start to dig. The point of this is not to curtail

the behavior by just yelling "NO." It's actually to distract their thought process and redirect them to more appropriate behaviors. When your dog starts to dig, make a noise to get their attention and have them engage in a positive behavior such as chasing a ball or doing a trick. If you can interrupt the dogs thought process, they will soon lose interest in the spot they are trying to dig and follow your lead instead.

There are some breeds that may have a hard time overcoming the need to dig. If your dog is wired this way you could consider giving them a specific place for them to enjoy their natural instinct, without ripping up the roses. Set aside a specific area in your yard with a landscaping border and fill it with play sand... all of which are available at the hardware store. Then encourage your dog to only dig in this specific spot by praising them when they do and distracting / correcting them when they attempt to dig elsewhere.

Hopefully these tips will help keep your pups happy and flower gardens intact. ❖

An Occasional Column:

SHOPPING WITH SALLY AND NANNY, THEN LUNCH AT MICKEY D'S

By Garry Wormser

In a previous column, I introduced you to my mother Sally and my Aunt Nanny. These two little ladies lived together for almost a century before their deaths a year apart. Even within a few months of their passing at ages 99 and 100 respectively, they still insisted that I take them grocery shopping every week followed by lunch at McDonald's.

This was a ritual that always delighted and amazed me. Upon entering Alpha Beta, each lady took command of a shopping cart and went off in different directions. The two were well known at the now defunct store and closely monitored by the staff. I mostly stuck with Nanny because she knew exactly what was needed to refill their pantry.

Nanny would stand and point upward like a hunting dog when she was considering the purchase of an item from the shelf. This was my cue to talk her into buying it before putting it into her basket. "Nanny, I know that canned sockeye salmon is expensive, but it's good for you and you deserve a treat."

I made a point of placing Nanny and her groceries safely in my car before going back to collect Sally. By the time I got there, her cart was filled with dozens of unnecessary items from ironing boards and diet pills to coffee makers. Thanks to an understanding I had with a kind store manager, I was allowed to abandon the loaded cart in the middle of the aisle and escort my mom from the store.

In return for my efforts on their behalf, Sally and Nanny insisted on treating me to lunch at McDonald's.



Their largess was without limit. If I wanted a Big Mack and fries, they'd suggest that I order two, along with a milkshake. They themselves ate sparsely. This, I believe, contributed to their longevity. They loved McDonald's coffee and the chain's small, dry sugar cookies displayed on the counter beneath a transparent, circular plastic tray.

There were other things on the counter that they loved even more... swivel sticks, mustard and ketchup packages, thin red straws, creamers,

packaged sugar and sugar substitutes, and paper napkins galore. When they left Mickey D's, their purses, crammed with the stuff, looked like carry-on luggage.

I don't know if it was by the Lord's design or not, but the passing of these two ladies seemed to coincided with the disappearance of these items from the counters of most fast food chains. Now you have to ask for them if you need them. I wish I could do that to get Sally and Nanny back again, overloaded purses and all. ❖



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Editor - Garry Wormser

Staff Writer - Marci Wormser

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Real estate at the Summit is subject to
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Please visit us at

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