



**The Park Acquisition Corporation of Marin Valley Mobile Country Club**

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November 15, 2025

Bill Rose  
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City of Novato  
922 Machin Avenue  
Novato, CA 94945

*Transmittal via email from:*  
Park Acquisition Corporation (PAC)  
Marin Valley Mobile Country Club  
100 Marin Valley Drive  
Novato, CA 94949

Re: Resident Suggestions

Bill,

On behalf of the PAC Board and the residents of MVMCC, I would like to once again express our appreciation for all your hard work in coordinating these in-person negotiations. The City of Novato, like most cities in America, faces a number of challenges that require so much time and attention from city staff, such as yourself, Amy, and Gary. It is our sincerest desire to make the most of these in-person negotiations, which in turn will hopefully result in city personnel expending less time and resources managing MVMCC. Thereby creating a win-win for both parties.

As we mentioned during Friday's meeting, in preparation for the upcoming resident vote on approval of the resident acquisition of the Park for a price not to exceed \$26 million, we would like the City to put forth some concrete alternatives to resident ownership of the Park to address the residents' concerns regarding preserving **MVMCC as a senior community, security, affordability, and sustainability** of the Park are outlined in your "MVMCC Agreed Facts" documents:

- *One of these responsibilities is that the PAC contracts with a property manager to handle the day-to-day operations of the park, including, but not limited to, tenant relations, collection of rent, routine maintenance, and application processing.*
- *Both groups, the City and the PAC, strive to have a high-functioning, collaborative partnership.*
- *Some current processes are unnecessarily burdensome and make operating the park more complex than it needs to be.*
- *Both groups want to streamline and simplify processes and operations while also still being compliant to all laws, regulations, etc.*

Providing residents with clear and meaningful alternatives will ensure they make a fully

informed decision when casting their votes. Listed below are some of the suggestions from the residents as to how the City can assuage their concerns:

### **Preservation of MVMCC as a Senior Community**

The preservation of MVMCC as an affordable housing refuge for retired seniors on fixed, moderate, and lower incomes is the utmost concern of MVMCC residents. The unsolicited offer from Dean Moser to purchase MVMCC for \$30 million was a wake-up call. Thankfully, the City Council rejected the offer. However, nothing precludes future City Councils from following a different path. As it currently stands, residents have no definitive say as to whether or not MVMCC will be sold in the future. This is one of the main reasons why residents do not feel secure with being owned by the City.

- **One suggestion put forth is to require a super-majority approval vote by residents for any potential future sale of MVMCC by the City.** This would be in line with the City's current request for a formal resident vote for self-ownership. This could be incorporated into an updated delegation agreement or, even better, as part of an update to the Housing Pledge Agreement recorded on the Park. This would give residents a voice in the future of the park.
- **Another suggestion was for the City Council to explore limiting to whom the park could be sold to such as a non-profit mutual or public benefit corporation.** This is based on a clause in the 1997 In-Lieu-Of Tax Agreement, which states: "*WHEREAS, the Owner and the PAC expect to transfer and assign all of their respective rights, interests, and obligations in the Project and the various agreements entered into by the Owner and the PAC with respect to the Project to a nonprofit 501(c)(3) corporation upon the terms and conditions set forth in the Loan Agreement and the Insurance Agreement*".
- **Rebuild a collaborative partnership.** The Delegation Agreement has not been updated since 2018. If the City is to continue to own the Park, both the PAC and the City need to revisit the Delegation Agreement and make revisions to the extent necessary to ensure that the Agreement reflects the current manner in which the Park is operated and the PAC's role and functions.

### **Affordability**

Keeping costs down is one of the key factors in preserving MVMCC's affordability. Unfortunately, costs are rising faster than revenues generated under the much-needed strict rent control ordinances. Therefore, it is imperative to get the most value out of the limited resources derived from keeping MVMCC rents as low as possible. This is where addressing the aforementioned points contained in the "Agreed Upon Facts" listed

above can have the most impact. Some suggestions for resolving these issues include:

- **Make the Helsing Group the “prime contractor” for capital improvements.** This suggestion came not only from the residents, but Dean Moser also posed this remedy during one of my conversations with him. This would definitely streamline and simplify the process for getting the much-needed capital improvement work done in a timely and, most importantly, cost-saving manner.

Under the 1997 original delegation agreement, the management company (“The Contractor”) was responsible for: “(b) Repairs. **The Contractor shall have the obligation to make, or cause to be made, and supervise repairs and decorations to the Project in accordance with the Operating Budget and the Capital Plan, or as otherwise approved by the PAC, the Owner and Financial Security, and shall have the right to purchase supplies and pay all bills therefor, subject in all respects to the provisions of this Agreement**”.

However, the current Delegation Agreement requires that the PAC and the Property Manager comply with the City’s procurement and public contracting processes, resulting in costs for capital improvements that are nearly triple those of the private sector.

- **Allow PAC/MVMCC to purchase its own liability insurance again, listing the City as an additional insured.**

Under the original Delegation Agreement, the Property Manager was responsible for acquiring the property and other insurance for the Park, and the City is to be listed as an additional insured. However, at some point, the City added MVMCC to its coverage and allocated a portion of the City’s overall insurance cost to MVMCC. As a result of this change, MVMCC’s annual insurance expense tripled. Both John Neet, the appraiser for MVCC, and Dean Moser expressed concerns that MVMCC’s current insurance costs are out of line with other privately owned parks. Even the nonbinding insurance quote obtained by the PAC for our June 2025 proposal to the City was nearly half the amount allocated by the City, while providing similar coverage.

### **Sustainability**

Sustainability and affordability go hand-in-hand towards preserving MVMCC as a refuge for Novato seniors. Ongoing long-term planning and prudent use of MVMCC’s limited funding sources will help preserve MVMCC for future generations of senior citizens. Some suggestions for sustainability include:

- **The City Council reaffirms its commitment to use all MVMCC revenues for the benefit of the park and its residents**, as stated in the 2024 6<sup>th</sup> Cycle Housing Element Update: “*All rent revenue not needed for operations is put into a reserve*”

*to be used for capital improvement projects which upgrade Park infrastructure, improving the safety and quality of life for residents”.*

- **Establish a policy of preemptive maintenance of the Park’s facilities and infrastructure to ensure continuity of services and avoid emergency repairs or replacements.**

The PAC’s June 2025 purchase proposal to the City included a 10-year capital improvement plan and budget. The proposal also showed that all of the capital improvements outlined in the 10-year plan could be funded with minimal annual resident rent increases. As part of the reestablishment of our collaborative partnership and updating the Delegation Agreement, the PAC should be given greater input into planning for and managing the park’s maintenance and capital improvements.

As we discussed at our meeting on Friday, the PAC is committed to holding a resident vote on the acquisition of the Park that gives the residents all of the information they need to make an informed decision. This will involve both input from the City on the above items as well as an election period that provides multiple opportunities for the residents to meet with the PAC Board members and advisors to ask questions and receive information. In order to provide the opportunity for a vote as required by our Exclusive Negotiating Agreement, the PAC is requesting that the City approve a six-month extension to the ENA as allowed by Section 1.2 of the ENA.

We hope these resident suggestions will serve as a framework for the City Council as they consider what commitments they are willing to make to Park residents as an alternative to the sale of the Park to the residents.

Thanks again for your consideration. If you have any questions, please feel free to contact me.

Respectfully,



Brad Witherspoon,  
PAC Board Member