



November 18, 2016

- ▶ Susan M. Duren  
President
- ▶ Dulcie J. Claassen  
Vice President
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TO WHOM IT MAY CONCERN:

Member Banks

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Bank of the West  
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Beneficial State Bank  
Cashmere Valley Bank  
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Columbia State Bank  
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East West Bank  
First Federal Savings and Loan Association of Port Angeles  
First Financial Northwest Bank  
First Sound Bank  
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JPMorgan Chase, N.A.  
KeyBank  
Kitsap Bank  
North Cascades Bank – Division of Glacier Bank  
Northern Trust Bank  
Northwest Bank  
Olympia Federal Savings and Loan Association  
Opus Bank  
Pacific Continental Bank  
Riverview Community Bank  
Seattle Bank  
Skagit State Bank  
Sunwest Bank  
Timberland Bank  
Umpqua Bank  
MUFG Union Bank  
Washington Federal  
Washington Trust Bank  
Wells Fargo Bank  
Yakima Federal Savings and Loan Association

Resident Owned Parks (ROP) has requested a letter of recommendation and I am delighted to do so.

WCRA is a non-profit lending consortium that provides long term financing for affordable housing. We were approached by Maurice Priest of ROP in 2008 to finance the acquisition of a mobile home park in Blaine, WA that was in foreclosure. Completion of the foreclosure action would have subjected the mostly low-income residents to displacement and the loss of their homes, or rent hikes. Residents had reached out to ROP as a buyer that would maintain the property as affordable housing.

Initially I was surprised that ROP was the residents' choice, as we have nonprofit agencies in Washington state that own and operate mobile home parks. It seems, however, that none of them felt they could adequately service the Blaine location. Mr. Priest, meanwhile, was concerned for the residents of Plaza Park and determined to do all he could to help them.

Somehow, ROP, based in California, has successfully managed and improved Plaza Park in what was sometimes a difficult transition, as residents had developed a relationship of mistrust with the previous owner that ROP had to break down. After evicting a number of troublemakers in the RV section, ROP has increased occupancy in both the mobile home and RV sections of the property. In addition, maintenance of physical components of the park has improved in all aspects.

It has been a pleasure to work with the staff of ROP and they have faithfully executed their commitment to the residents of Plaza Park. I am happy to recommend ROP as a dedicated and experienced operator of mobile home parks.

Sincerely,

Dulcie J. Claassen  
Vice President