

# North Carolina

MANUFACTURED AND MODULAR HOUSING NEWS

The official magazine of the NCMHA

March/April 2020 VOL. 41 NO.12

- **New Formaldehyde Rule Effective March 2<sup>nd</sup>**
- **U.S. House of Representatives Unanimously Passes Bills Removing Barriers to Manufactured Housing**



**2019  
NC State Fair  
Display  
Home**



**2020 Annual Meeting**  
Wrightsville Beach, June 3<sup>rd</sup> - 5<sup>th</sup>

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**NCMHA Chapters (Counties Served)** For more information on the chapter in your area contact NCMHA at 919-872-2740.

**Capital Area** (Chatham, Durham, Harnett, Johnston, Lee, Nash, Orange, Wake, Wilson)

**Cape Fear** (Brunswick, Columbus, New Hanover, Pender)

**East Carolina** (Bertie, Beaufort, Camden, Carteret, Chowan, Craven, Currituck, Dare, Duplin, Edgecombe, Gates, Greene, Hertford, Hyde, Jones, Lenoir, Martin, Northhampton, Onslow, Pamlico, Pasquotank, Perquimons, Pitt, Tyrell, Washington, Wayne)

**Foothills** (Alexander, Alleghany, Burke, Cabarrus, Caldwell, Catawba, Cleveland, Gaston, Iredell, Lincoln, Mecklenburg Rowan, Stanly, Union, Wilkes)

**Kerr Tar** (Franklin, Granville, Halifax, Vance, Warren)

**Piedmont** (Alamance, Caswell, Davidson, Davie, Forsythe, Guilford, Person, Randolph, Rockingham, Stokes, Surry, Yadkin)

**Sandhills** (Anson, Bladen, Cumberland, Hoke, Montgomery, Moore, Richmond, Robeson, Sampson, Scotland)

**Western** (Ashe, Avery, Buncombe, Cherokee, Clay, Graham, Haywood, Henderson, Jackson, Macon, Madison, McDowell, Mitchell, Polk, Rutherford, Swain, Transylvania, Watauga, Yancey)

# PRESIDENT'S MESSAGE



Dascheil Propes

It's hard to believe spring is already here and this year is well underway. Hopefully the spring will bring some drier weather and our retailers, developers, and contractors can work a full week without a weather delay. As I travel around the State meeting with members, I hear weather issues as a big concern. But the good news and looking at it on the positive side, of all the issues we face and could face, I'll take the bad weather. After all, not much we can do about it anyway.

As I mention, I have been traveling around the State meeting with members, getting to know you on a more personal level and listening to how NCMHA can help you in your business.

One thing I hear for certain is that business is good. Many members have expressed gratitude and optimism about this year and years to come. Our retailers are selling homes and our factories have months of backlog. All great news!

In addition to meeting with members in North Carolina, I attended the Manufactured Housing Institute (MHI) winter meeting in Nashville, TN last month. After listening to the experts, I see no reason why the current success of the manufactured and modular industry will not continue to flourish. One of the main goals of the industry discussed at the meeting is how to increase our market share of the overall housing market from approximately 15 percent currently. One of the main barriers discussed was zoning. Something we in North Carolina have dealt with for years and have pleaded with MHI to make this a priority. We can build and sell homes all day long but if we have no place to put them, well that's an obvious problem. It now seems to have their attention. MHI will be conducting research and developing resources to combat the zoning issue. One huge way that I think will help is local funding. If we could get the US Dept. of HUD to put pressure on local governments that receive grant money (they all do by the way) to stop discriminating against factory-built housing or lose federal funding, we could solve the zoning battle. I know that's a tall order, but it seems many others in attendance at the winter meeting echoed the same sentiments. I am excited that MHI will be making zoning a top priority.

I will continue traveling around the State to meet with you for the next several months. Up next will be central and eastern North Carolina. I look forward to spending time with you and getting to know you better. Meanwhile, please do not hesitate to call me or the association office if we can help you in any way.

Finally, I want to remind you of the upcoming annual meeting in Wrightsville Beach, NC on June 3rd-5th. We have extended this from a 2-day meeting to a 3-day meeting. Many members expressed interest in adding another day to allow for more networking and events. So, this year will be extra fun and include golf and fishing for MaHPAC, Casino Night, an Awards Banquet with the Sand Band and the important business portion of the meeting in which we will be electing new Board members and hearing from our top government officials.

If I don't see you before then, I'll see you at the annual meeting!

Dascheil Propes, NCMHA President 2019/2020

## Calendar of Events

The following is a list of events that NCMHA will be hosting in the coming months including Board of Directors meeting dates. Please mark your calendars and plan on attending!

### **March 18, 2020**

Registered Housing Specialist Seminar & State Test  
Raleigh, NC

### **April 22, 2020**

Registered Housing Specialist Seminar & State Test  
Raleigh, NC

### **May 13, 2020**

Registered Housing Specialist Seminar & State Test  
Raleigh, NC

### **May, 2020 (Date TBD)**

NCMHA Legislative Day & Board of Directors  
Raleigh, NC

### **June 3 - 5, 2020**

NCMHA Annual Meeting  
Holiday Inn Resort  
Wrightsville Beach, NC

### **June 17, 2020**

Registered Housing Specialist Seminar & State Test  
Raleigh, NC

### **July 8, 2020**

Registered Housing Specialist Seminar & State Test  
Raleigh, NC



# EXECUTIVE DIRECTOR'S COLUMN



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As you have heard me say time and time again, MaHPAC is an important part of the political process. A healthy PAC helps ensure that we are able to get our voices heard in the halls of the General Assembly, keeps industry friendly representatives in office and gives us better access to our elected officials. In short, it's one of the most important tools we have in ensuring that our position and legislative goals are met. So thank you again to all those who contribute to MaHPAC! This year we have an important election in November. Of course the President, US Senate and members of the House of Representatives are up for election. But on the State level, we have all of the Council of State (which includes the Governor and Commissioner of Insurance), Legislators and many of the Judges up for election. In fact, many of the General Assembly will be newcomers due to redistricting, retirement and other factors. That means control of the government at every level is up for grabs this November.

Speaking of redistricting, this year is also a census year, which as you know comes around every 10 years. This is important because all the legislative district's boundaries will need to be redrawn after completion of the census. Who wins this November could shape policy and government for many years to come. The party that wins the majority of seats in the State House and Senate will be responsible for redrawing the legislative districts. This is a very important power tool and responsibility. Historically, the winner of this year's election will most likely have control of the State legislature for the next 10 years.

The elections will also affect how our industry is regulated, including but not limited to; what policies are made to help our housing market, how rules and administrative regulations are carried out and regulated, what priorities are established, how and what rate we pay in fees and taxes and so on. So needless to say, this is one of the most important elections, ever. Our MaHPAC plan is to contribute to our friends, those who are sympathetic to our issues and who have supported us over the years. We will contribute as much as we can and plan on using almost all of our donations this year. It's that important of an election.

So please continue to support MaHPAC and if you have comments or suggestions about elected officials in your area that we should be supporting (or not supporting), please let me know.

## 2019/2020 NCMHA

### Executive Committee

#### President

Dascheil Propes, Atlantic Intermediaries

#### 1<sup>st</sup> Vice President

Kent Suits, Suits Homes, Inc.

#### 2<sup>nd</sup> Vice President

Joe Earnhardt, Clayton Manufacturing - Rockwell

#### Treasurer

Billy Owens, Clayton Manufacturing - Nashville

#### Secretary

Cindy Barringer, Patrick Industries, Inc.

#### Immediate Past President

Mike Smith, Clayton Homes

### Board of Directors

#### Retailer Representatives

Jeff Jones, Down East Homes of Beulaville

Roger McCarter, Clayton Homes of Roxboro

Tonnie Prevatte, Prevatte's Home Sales, Inc.

#### Manufacturer Representatives

Chris Cameron, Champion Homes Builders

Don Phillips, Crestline Custom Builders

Mark Winstead, Fleetwood Homes of Virginia

#### Finance/Insurance Representatives

John Bowers, South State Bank

Grayson Hiott, Affordable Home Services, Inc.

#### Community Developer Representatives

Luke Foster, Foster Enterprises, LLC

Vito Montaperto, Dana Hill Community

#### Service/Supplier Representatives

Cliff DeSpain, Weyerhaeuser Company

Tom Remer, Weyerhaeuser Company

## U.S. House of Representatives Unanimously Passes Bills Removing Barriers to Manufactured Housing

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The U.S. House of Representatives unanimously passed H.R. 4351, the “Yes In My Backyard (YIMBY) Act,” and H.R. 5931, the “Improving FHA Support for Small Dollar Mortgages Act of 2020,” Monday evening. The House Financial Services Committee unanimously passed both bills last week. MHI has been a supporter of these bills, and this vote demonstrates MHI’s effective and continued advocacy on behalf of the industry. The YIMBY Act is bipartisan legislation, introduced by Reps. Heck (D-WA), Hollingsworth (R-IN), Clay (D-MO), Foxx (R-NC), Quigley (D-IL), and Herrera Beutler (R-WA), that is intended to eliminate local land use policies preventing the development of affordable housing. The bill specifically calls for “allowing manufactured

homes in areas zoned primarily for single-family residential homes.” MHI joined a group of housing industry advocates to encourage passage of this important bill. H.R. 4351 creates a reporting requirement under the existing Consolidated Plan Reporting that would require localities that receive Community Development Block Grant (CDBG) funds to report the extent to which they are implementing specific pro-affordability and anti-discriminatory housing policies. Companion legislation also supported by MHI, S. 1919, was introduced in the Senate in June 2019 by Senator Todd Young (R-IN). H.R. 5931, the “Improving FHA Support for Small Dollar Mortgages Act of 2020” requires the Federal Housing Administration (FHA) to review its policies and identify any barriers to supporting mortgages under \$70,000 and report to Congress within a year a plan for removing such barriers. During Committee discussion, Representative Al Lawson (D-FL) requested clarification that the legislation would also be applicable to manufactured home loans. Representative William Lacy Clay (D-MO), who authored the bill, confirmed that manufactured home loans would be included in the review.

Representative Steve Stivers (R-OH) added that the legislation would be a positive step forward for manufactured housing financing. MHI will continue working with Congress and the Administration to help alleviate state and local impediments to manufactured housing. If you have any questions, please contact MHI's Advocacy and Communications Department at [MHIgov@mfghome.org](mailto:MHIgov@mfghome.org) or 703-558-0675.



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# INSURANCE COMMISSIONER'S COLUMN



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## The Importance of Timely Warranty Service

I want to take some time to have a conversation with you about the critical importance of fulfilling your warranty service obligations to the consumer. It is critical that licensees understand their obligations. Failure to meet these obligations can result in frustration for the consumer and sour relationships between all parties involved in manufactured home transactions. This can hurt your business and have a negative reflection on the entire industry.

Federal and state laws and regulations give the North Carolina Department of Insurance's Manufactured Building Division the authority to handle complaints concerning standards-related problems in manufactured homes. All licensees should read and become familiar with the laws and rules of their profession. Below are some of the more pertinent requirements:

### Warranties (G.S. 143-143.16)

All manufacturers, dealers and suppliers of manufactured homes sold in North Carolina must provide warranties for each new home for at least 12 months. The 12-month clock starts ticking when the home is delivered to the buyer. Delivery of the home is defined as the date of installation, meaning the date all utilities are connected and the manufactured home is ready for occupancy as established, if applicable, by the certificate of occupancy. It is important to respond to a complaint in a timely manner to avoid further issues that may develop during the warranty period.

### Presenting claims for warranties and substantial defects (G.S. 143-143.17)

Licensees are required to take certain actions whenever a claim for warranty service or a substantial defect is reported. A licensee must:

1) Record the name and address of the person making the claim, along with the date, substance and disposition of the claim. The licensee may ask that the claim be in writing, but must still record it and may not delay service until receiving the written claim.

2) If the licensee is not responsible for servicing the claim or for the defect, he/she must immediately notify the person making the claim in writing of that status. The licensee must also notify the responsible party of the claim. When a responsible party is asked to remedy defects, it must remedy the defects even if another party may also be responsible. The law does not prevent one responsible party from obtaining compensation for the remedy from another responsible party.

3) Within 45 days, the licensee shall either resolve the claim or determine that it is not justified. Whenever a licensee determines that a claim is not justified, in whole or in part, he/she shall immediately notify the person filing the claim in writing that the claim or part of the claim has been rejected and why. The licensee must also notify the person filing the claim that he/she may

(continued on page 14)

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## HUD Adopts 2020 HUD Code with Implementation of New Formaldehyde Rule

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**W**ASHINGTON, D.C. — Effective March 2, 2020, the U.S. Department of Housing and Urban Development (HUD) has transitioned to the latest iteration of the HUD Code—the 2020 HUD Code—with the implementation of new rules governing formaldehyde standards for composite wood products used in the manufacture of manufactured homes. Like any other building, construction, or safety code that is updated by a standard-setting organization, the HUD Code is updated through cyclical changes over time. Those updates are based upon recommendations made by the Manufactured Housing Consensus Committee (MHCC), a group of non-partisan representatives who represent all areas of our industry, from manufacturers and installers to

homeowners and community operators. MHI works with the MHCC to ensure our industry's priorities are reflected in their recommendations. Updating the HUD Code's formaldehyde standards has been a top priority for MHI and the MHCC, and we thank HUD for moving our industry to the 2020 HUD Code. With the new rule now in effect, manufacturers are no longer required to display a health notice on formaldehyde emissions in the kitchen area of a manufactured home, as long as the date of manufacture on the home's Data Plate is listed as March 2, 2020, or after. However, homes with a data plate listing a date of manufacture prior to March 2, 2020, will still be required to display the formaldehyde emissions notice. For more information on the Formaldehyde Rule, see MHI fact sheet below.

### FORMALDEHYDE STANDARDS FOR COMPOSITE WOOD PRODUCTS ACT OF 2010

**FINAL RULE** On January 31, 2020, HUD published its final rule on formaldehyde emissions for manufactured homes, which goes into effect on March 2, 2020. The effective date for compliance is based on the date stamped on the home's data plate. The final rule makes updates to the HUD Code and alleviates unnecessary burdens placed on manufactured homes that are not imposed on site-built homes despite the utilization of identical materials in the construction process. Below is a summary of the key changes to the HUD Code.

**Removes the Formaldehyde Health Notice Requirement (24 CFR § 3280.309)** The final rule eliminates the requirement that a Health Notice on formaldehyde emissions be prominently displayed in each manufactured home.

**Requires New Information to be Included on Data Plate (24 CFR § 3280.5)** The final rule makes it a requirement to include the following statement on the data plate: "The manufacturer certifies this home is compliant with the Title VI, Toxic Substances Control Act." While this statement was not required on the data plate previously, many manufacturers have been including a similar statement for years.

**Adds New Sections on Recordkeeping Requirements (24 CFR § 3282.212 & 24 CFR § 3282.257)** The recordkeeping requirements applicable to manufacturers and retailers and distributors are new to the HUD Code, but they are not new requirements. They have been part of the Toxic Substances Control Act's Title VI compliance requirements since 2017. The new rule incorporates these requirements into the HUD Code.

Retailers and distributors are not obligated to retain the same level of detailed information as every other party in the "chain of production" back to the original producer. Information provided by the manufacturer to the retailer or distributor as part of the normal course of a sales transaction is sufficient because manufacturers should only knowingly allow homes to enter the stream of commerce if they conform to the HUD Code. (Given that the final rule requires that a notice of compliance be included on the home's Data Plate, this would likely meet the recordkeeping requirement.) Further, retailers and distributors can always contact the original producer because it is required to retain its compliance information.

#### Additional Rule Changes

- Codifies the EPA's definition of "finished good."
- Incorporates by reference a new ASTM standard test method:
  - ASTM D6007-14, Standard Test Method for Determining Formaldehyde Concentrations in Air from Wood Products Using a Small Air Chamber.
- Updates an existing ASTM standard test method:
  - ASTM E1333-14, Standard Test Method for Determining Formaldehyde Concentrations in Air and Emission Rates from Wood Products Using a Large Air Chamber.
- Under the revised 24 CFR § 3280.308, incorporates the EPA's formaldehyde emissions standards.



# ASSOCIATION NEWS

## 2019 NC State Fair Display Home . . .

Once again over 50,000 fairgoers toured the beautiful 1820 square ft. home, built by Champion Homes Lillington, NC, during their annual trek to the North Carolina State Fair. Consumers admired the beauty and quality workmanship of the home which featured a 5:12 roof pitch with a Fairfax dormer, three bedrooms, two baths and an open floor plan. The family area included a separate office, wet bar, electric fireplace and entertainment center with shiplap behind open shelves with a brushwood sliding door. The kitchen featured a large island with cylindrical pendants overhead, a UK3 stainless appliance package and a stainless farmhouse sink. The large master bedroom included a large closet with shoe, shirt and skirt shelving and a single barn door to the beautiful bath with a 48" x 72" three wall shower with one glass panel and shower barn door.

Word of mouth and a prime location near gate 2 kept the traffic flowing through the home during the 10 day event. A special thanks to all of the companies that sponsored this project including: Champion Homes, Lillington who provided the home, Batchelor Supply, Inc. who provided the skirting and Blevins Inc. who provided the HVAC.

The Regulatory Affairs committee, who spearhead this project, would also like to thank each and every member who gave up time to "man" the house. This project is the biggest and most effective public relations event of the year and it would not have been a success without their help!

A list of consumers that toured the house and would like more information on factory built housing is available to NCMHA members. Contact Dana Fox at (919) 872-2740 or [dana@nc-mha.org](mailto:dana@nc-mha.org)





A little thanks goes a long way!  
Recognize your peers, regulators and/or  
legislators during the Awards Banquet at the  
2020 Annual Meeting on June 4<sup>th</sup>  
Nominate them for the awards below . . .

**Nomination Deadline: Wednesday, May 13<sup>th</sup>**

For more information or nomination forms contact:  
Dana (dana@nc-mha.org) or Bobbi (bobbi@nc-mha.org)  
ph: 919-872-2740  
or visit the NCMHA website: [www.nc-mha.org](http://www.nc-mha.org)



### **James E. LaVasque Award**

The James E. LaVasque Award is the highest honor bestowed upon a member of NCMHA. The award is presented annually by NCMHA to a member who embodies the high standards, vision and leadership ability of Oakwood Homes President James E. LaVasque, an industry pioneer who was one of the founders of the Association and served as one of its first presidents.

### **Multi-lot & Independent Retailer of the Year**

Created seventeen years ago and awarded annually to recognize both a multi-lot sales center operating 3 or more sales centers and an independent sales center operating 2 or less sales centers in North Carolina. Each sales center demonstrates a commitment to professionalism and the education of consumers and elected officials about the manufactured and modular housing industry. Established at the current location for a minimum of 12 months, their team is an active member of the state association; have made outstanding team accomplishments during the current year; made significant overall contributions to the industry by promoting and enhancing the industry image; provided exceptional customer service and are involved with community/civic groups.

### **Chapter of the Year**

Created to recognize one chapter of NCMHA that demonstrated excellence in promoting the manufactured and modular housing industry in its respective region. They have displayed a commitment to increasing membership, been involved in regional grassroots initiatives, actively supported NCMHA and made efforts to promote and educate consumers and elected officials about the manufactured and modular housing industry.

### **Rollan Jones Member of the Year**

Created in memory of Rollan Jones, founder of R-Anell Housing Group, who died in a plane crash on May 29, 2002. He was widely known as one of the pioneers in the factory built housing industry. His accomplishments as an industry innovator and leader were nationally recognized with his induction into the Hall of Fame in 1994. His vision and determination were contributing factors to the growth of manufactured and modular housing, always pushing forward in what could be accomplished and knowing that we as an industry could play a growing role in America's housing marketplace. It is in that spirit that this award was created to recognize one individual who demonstrated outstanding service to NCMHA and the industry over the past year.

### **Steve Zamiara**

### **Excellence In Government Award**

Created in honor of former NCMHA Executive Director, Steve Zamiara, because of the work that he did for the industry in the public as well as the private sector. This award honors public servants that have demonstrated leadership, commitment and dedication to the manufactured and modular housing industry. Recipients are elected/appointed officials; strong supporters of the manufactured and modular housing industry; a person of strong moral ethics; a leader in their respected field; selfless on behalf of the people they represent; committed to forging a positive relationship with industry members; and someone that works on behalf of the industry on important issues affecting NCMHA members.

# ASSOCIATION NEWS

## Scott Morton Educational Trust Now Accepting Scholarship Applications for 2020

The Scott Morton Educational Trust has awarded over 215 scholarships totaling more than \$160,000 since it was established in 1989 in memory of Executive Director Patsy Morton Rumbley's son whose life ended in a tragic dirt bike accident March 1988. The Trust supports the pursuit of higher education by awarding annual cash stipends to graduating high school seniors, adults attending college, junior college or technical school, or students with special educational gifts or needs that have a family member in the manufactured or modular housing industry and whose company is a member of the Association. The recipients represent the ambition, love of life and faith in the future exemplified by Scott.

Applications are now being accepted for 2020 scholarships. Deadline for applications is April 8<sup>th</sup>, 2020. For more information, a list of requirements and applications visit our website at <https://www.nc-mha.org/scott-morton-educational-trust> or contact Bobbi Peterman at 919-872-2740 or [bobbi@nc-mha.org](mailto:bobbi@nc-mha.org)

### GIVE TO THE SCOTT MORTON EDUCATIONAL TRUST TODAY!

We all know how expensive higher education has become. When considering where to invest your hard earned dollars, invest in the future and give your tax deductible donation to the Scott Morton Educational Trust today! It is worth every penny!

For more information on how you can contribute to this important fund please contact:

Bobbi Peterman  
ph: (919) 872-2740 email: [bobbi@nc-mha.org](mailto:bobbi@nc-mha.org)

## Welcome New NCMHA Members

**Alterri Properties, LLC**  
 Mooresville, NC

**Assurant Properties**  
 Portland, OR

**Avenue Homes, LLC**  
 Claremont, NC

**Chariot Eagle**  
 Ocala, FL

**Down East Homes of Kinston**  
 Kinston, NC

**First Federal Bank  
Manufactured Housing Division**  
 Jacksonville, FL

**GoliathTech, Inc.**  
 Magog, QC

**IMPACT Communities**  
 Cedaredge, CO

**J. Houston Properties**  
 Kings Mountain, NC

**JNH Builders, Inc.**  
 Morganton, NC

**L & B Home Sales**  
 Lumberton, NC

**Maria Laty**  
 Carthage, NC

**Mothership Home Sales, LLC**  
 Rolesville, NC

**Neal Homes, LLC**  
 Charlotte, NC

**NL-LC Kings Way MHC, LLC**  
 Rocky Mount, NC

**Nostimo, Inc.**  
 Fayetteville, NC

**Optimistic Venture Group, LLC**  
 Charlotte, NC

**Rescue Construction Solutions, Inc.**  
 Raleigh, NC

**Slate Carolina Homes, LLC**  
 Charlotte, NC

**Star Management**  
 Santa Ana, CA

**Western Carolina Home Sales, LLC**  
 Bryson City, NC

**Winston Homebuilders, LLC**  
 Double Springs, AL

**Woodland Trails Properties**  
 Sanford, NC

## MHI Recognizes the 2019 Excellence in Manufactured Housing Award Winners at Annual Congress & Expo

**Award winners were chosen by their peers and a panel of industry experts.**  
The recipients have shown leadership and commitment to the industry during the last year

Community Operator of the Year  
**YES! Communities**

Manufacturer of the Year (3 plants or more)  
**Clayton Home Building Group**

Manufacturer of the Year (2 plants or less)  
**Adventure Homes**

Supplier of the Year  
**MHVillage/Datacomp**

National Lender of the Year  
**21<sup>st</sup> Mortgage Corporation**

Regional Lender of the Year  
**Cascade Financial Services**

Floorplan Lender of the Year  
**21<sup>st</sup> Mortgage Corporation**

Manufactured Home Community Lender/  
Broker of the Year  
**Yale Realty & Capital Advisors**

### Land-Lease Community of the Year Awards

Based on a written statement supplied by the entrant, marketing materials,  
as well as community and industry involvement.

Land-Lease Community of the Year for the West  
**Chalet City in Crowley Texas, YES! Communities**

Land-Lease Community of the Year for the East  
**Memphis Blues in Memphis, TN, UMH Properties, Inc.**

### Retail Sales Center of the Year Awards

Based on an entry statement, management philosophy, marketing materials,  
as well as community and industry involvement.

Retail Sales Center of the Year for the West  
**Advantage Homes, in San Jose, CA**

Retail Sales Center of the Year for the East  
**Three Stone Homes in Rogersville, MO**

### Design Awards

Recognize excellence and encourage innovation in  
manufactured and modular home design and production.

Interior Design Award  
**The Pharlap Design**  
**UMH Properties, Inc.**

Manufactured Home Design- Multi-section  
**The Lakeport**  
**Palm Harbor Homes, Inc.**

Modular Housing Design Award  
**The Quantico**  
**Champion Home Builders Inc.**

Manufactured Home Design- Single-section  
**The Beach House – Grand Park 145**  
**Champion Home Builders Inc.**



# 2020 NCMHA ANNUAL MEETING

**M**ark your calendars we are back at the beach and at your request (because you enjoyed the extended meeting for the 50th Anniversary celebration) we are going to do it again. We'll be at the Holiday Inn Resort Wrightsville Beach for three days, Wednesday, June 3<sup>rd</sup> thru Friday, June 5<sup>th</sup>. Bring your family for the entire week, the resort is offering a special rate to NCMHA members Sunday, May 31<sup>st</sup> - Saturday, June 6<sup>th</sup> \$239 Oceanfront & \$199 Harbor View (based on availability)

We'll kick it off with our annual MaHPAC golf tournament on Wednesday morning at Magnolia Greens. We hope that our early June weather will make it a perfect day for a round of golf.

**FEELING LUCKY??** Join us Wednesday evening at the Welcome Reception/Casino night for some heavy hors d'oeuvres and lighthearted competition at the gaming tables including blackjack, roulette, poker and craps. We'll also start the bidding on some great silent auction items which will be continued into the following evening.

Thursday morning will feature an early start to the docks

and a 3/4 day of serious deep sea fishing benefiting MaHPAC. There will be two boats but space will be limited to 6 (six) fishermen per boat and registration will be on a first come first serve basis so get your registration in early.

Those of you that don't fish and would like to explore your artsy side join us that afternoon at MaHPAC Wine & Design. Class is all inclusive with wine, snacks, an instructor, canvas, paint, brushes and smocks provided. Former attendees have spread the word and attendance is growing, take advantage of this opportunity to unleash your inner artist, no previous experience or artistic talent necessary.

Thursday evening at the Awards banquet we will recognize your peers for a job well done and outstanding service to the industry. We'll follow up with an evening of fun with The Sand Band from the Sandhills of North Carolina. Whether you enjoy Motown, Carolina Beach/Shag, Disco, Classic Rock, or Blues - there's something for you! We'll close out the evening with the results of MaHPAC's silent auction.

Friday morning following the buffet breakfast we'll move right into the business meeting where you will elect your association officers; meet with other members of your division to elect your board representatives and discuss any issues; get an update from industry regulators and much more.

So make your hotel reservation now while rooms are still available and keep an eye on your mail/email for meeting and event registration information.

Please remember that we couldn't do this without your support. Event sponsorships are available as well as unlimited general sponsorships. For more information on sponsorships or registration contact NCMHA at (919) 872-2740 or visit our website at [www.nc-mha.org](http://www.nc-mha.org)

## STAN TAYLOR

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**MANUFACTURED HOUSING SPECIALIST**

<div style="background-color: #e6e6fa; padding: 5px; text-align: center; margin-bottom: 5px;"> <b>RETAILERS</b> </div> <ul style="list-style-type: none"> <li>◆ Inventory Insurance</li> <li>◆ General Liability</li> <li>◆ Auto</li> <li>◆ Builders' Risk</li> <li>◆ Umbrella Liability</li> <li>◆ Workers' Compensation</li> </ul>	<div style="background-color: #e6e6fa; padding: 5px; text-align: center; margin-bottom: 5px;"> <b>MODULAR BUILDERS</b> </div> <ul style="list-style-type: none"> <li>◆ Builders' Risk</li> <li>◆ General Liability</li> <li>◆ Modular Set-up Bonds</li> </ul>
<div style="background-color: #e6e6fa; padding: 5px; text-align: center; margin-bottom: 5px;"> <b>COMMUNITY OWNERS</b> </div> <ul style="list-style-type: none"> <li>◆ General Liability</li> <li>◆ Rentals</li> <li>◆ Workers' Compensation</li> </ul>	<div style="background-color: #e6e6fa; padding: 5px; text-align: center; margin-bottom: 5px;"> <b>SERVICE/SET-UP CONTRACTORS</b> </div> <ul style="list-style-type: none"> <li>◆ Liability</li> <li>◆ Tow Trucks</li> <li>◆ Property</li> <li>◆ Bonds</li> </ul>

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OUR 43<sup>RD</sup> YEAR SERVING THE MANUFACTURED HOUSING INDUSTRY

Stan Taylor Insurance · A Towne Insurance Agency  
 Contact: Sara May · Paul Simson  
 P.O. Box 18106 · Raleigh, NC 27619  
 4515 Falls of Neuse Road · Suite 300 · Raleigh, NC 27609  
 Phone: (919) 882-5165 · Fax: (919) 872-2033  
[towneinsurance.com](http://towneinsurance.com)

*Insurance products offered through Towne Insurance, a subsidiary of TowneBank, are not a deposit, not FDIC-insured, and are not guaranteed by TowneBank.*

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Previous Oakwood  
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3690 Hickory Blvd.  
Granite Falls NC

Office Signage Paved Parking

Over 4 Acres Fenced on  
High Traffic Hwy 321

Call Russell Fox (704) 896-2878

# Wednesday, June 3<sup>rd</sup> - Friday, June 5<sup>th</sup>

## Tentative Schedule

### WEDNESDAY, JUNE 3<sup>rd</sup>

10:00 am MaHPAC Golf  
 7:00 pm Welcome Reception\Casino Night  
 (Heavy Hors d'oeuvres, Host Bar)  
 MaHPAC Silent Auction

### THURSDAY, JUNE 4<sup>th</sup>

6:00 am MaHPAC Fishing  
 2:00 pm MaHPAC Wine & Design  
 7:00 pm Awards Banquet  
 MaHPAC Silent Auction  
 8:30 p.m. The Sand Band  
 10:30 p.m. MaHPAC Silent Auction Results

### FRIDAY, JUNE 5<sup>th</sup>

8:00 am Buffet Breakfast  
 9:00 am Business Meeting  
 Elections  
 Speakers

## MAKE YOUR HOTEL RESERVATION NOW

**Group Code: MHA**

### Reservations By Phone:

Holiday Inn Resort - Wrightsville Beach  
 877-330-5050 or 910-256-2231 ext 112  
 (Ask for the NC Manufactured &  
 Modular Homebuilders Association  
 room block)

### Reservations online (code MHA)

<https://www.ihg.com/holidayinnresorts/hotels/us/en/wrightsville-beach/wrgnc/hoteldetail>

### Reservation Deadline:

Monday, May 4<sup>th</sup>, 2020

## Sponsorship Opportunities

### SPECIAL EVENT

Welcome Reception/Casino Night	\$5,000
Awards Banquet/Entertainment (The Sand Band)	\$5,000
Business Meeting & Buffet Breakfast	\$5,000
MaHPAC Fishing (2 available)	\$1,000
MaHPAC Fishing Beverages/Boxed Lunches (2 available)	\$1,000
MaHPAC Golf Beverage Cart (2 available)	\$1,000
MaHPAC Golf Boxed Lunch	\$1,000
MaHPAC Wine & Design	\$1,000
MaHPAC Golf Hole in One	\$500
MaHPAC Golf Hole	\$250

### GENERAL UNLIMITED

Platinum	\$1,000
Gold	\$750
Silver	\$500
Bronze	\$250

For more information on sponsorships contact:  
 Dana Fox  
 dana@nc-mha.org  
 ph: 919-872-2740

## The Importance of Timely Warranty Service (continued from page 6)

complain to the N.C. Manufactured Housing Board and must provide the Board's address to the claimant.

### Warranty Service (G.S. 143-143.18(c))

Service agreements between a manufacturer, dealer and supplier for warranty service must specify which party is to remedy warranty defects. Such agreements must be in writing. Nothing in the agreement can relieve the responsible party of the responsibility to perform warranty service. A licensee agreeing to perform the warranty service obligations of another is responsible both to other licensees and to the buyer for his failure to perform as agreed.

When no service agreement exists for warranty service, the responsible party is responsible for remedying the warranty defect. The responsible party has 45 days to remedy a substantial defect. The clock starts when the responsible party receives written notice from the person making the claim. If the person making the claim did not give written notice, the clock starts when the N.C. Manufactured Housing Board mails the notification, unless the claim is unreasonable or bona fide reasons exist for not remedying the defect within 45 days. In that case, the responsible party must respond in writing to a person making the claim explaining the reasons for not promptly remedying the defect and explaining what further action is contemplated by the responsible party. A copy of the response must be sent to the N.C. Manufactured Housing Board.

In any event, defects constituting an imminent safety hazard to life and health must be remedied within five working days of receipt of the written notification. An imminent safety hazard to life and health includes, but

is not limited to:

- 1) Inadequate heating in freezing weather.
- 2) Failure of sanitary facilities.
- 3) Electrical shock or leaking gas.
- 4) Major structural failure.

The N.C. Manufactured Housing Board may suspend this five-day time period in the event of widespread defects or damage resulting from adverse weather conditions or other natural catastrophes.

When the person remedying the defect is not the responsible party, he/she is entitled to reasonable compensation from the responsible party.

The warranty service should be performed at the site where the manufactured home was initially delivered to the buyer, except for components which can be removed for service without substantial expense or inconvenience to the buyer.

Any dealer, manufacturer or supplier may complain to the N.C. Manufactured Housing Board when warranty service obligations are not enforced.

When the Manufactured Building Division has performed an inspection and assigned responsibility to each party, the responsible party must submit a completed work order to the division indicating that the work has been completed.

The Department of Insurance wishes to work with each licensee to reduce complaint callbacks and make the complaint resolution process as easy as possible, however it is necessary to provide my staff with the proper completed work orders in order to close a case.

**WRITTEN INSURED New Home Warranties**  
Specifically Designed for Manufactured Housing

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800.247.1812 x2132  
sales@mhwconline.com

**MHC**  
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**RWC**  
RESIDENTIAL WARRANTY COMPANY, LLC

mhwconline.com/NC | rwcwarranty.com/NC

## WANT ADS

Use "Want Ads" in the NC Manufactured & Modular Housing News to buy, sell, trade, hire new employees or even find a job. \$15 for the first 3 lines and then \$3 for each line after that.

Contact Bobbi at  
(919) 872-2740  
to place your ad today!



## HUD CODE

Through November 2019    Through November 2018

	Shipments	Market Share	Shipments	Market Share	% Change
New England	1,403	1.6%	1,386	1.5%	1.2%
Middle Atlantic	3,817	4.3%	3,709	4.1%	2.9%
East North Central	9,444	10.7%	9,549	10.5%	-1.1%
West North Central	4,115	4.7%	3,350	3.7%	22.8%
South Atlantic	21,381	24.3%	20,682	22.8%	3.4%
East South Central	12,486	14.2%	13,065	14.4%	-4.4%
West South Central	21,978	25.0%	25,782	28.5%	-14.8%
Mountain	6,437	7.3%	5,684	6.3%	13.2%
Pacific	6,451	7.3%	6,794	7.5%	-5.0%



## General Contractor's Seminars

The Professional Development Committee has coordinated with Contractor's Seminars to offer a one day General Contractor's Course to the membership. A member can attend any of Contractor's Seminars regularly scheduled courses for a discounted membership price. For more information contact Bobbi Peterman at (919) 872-2740

**RALEIGH - April 4, 2020**

Doubletree Hotel  
Durham, NC

**ASHEVILLE - April 11, 2020**

Holiday Inn Biltmore  
Asheville, NC

**RALEIGH - May 2, 2020**

Doubletree Hotel  
Durham, NC

**CHARLOTTE - May 6, 2020**

Hampton Inn  
Mooresville, NC

**ASHEVILLE - May 9, 2020**

Holiday Inn Biltmore  
Asheville, NC

Through November 2019    Through November 2018

	Shipments	Market Share	Shipments	Market Share	Rank	% Change
1. Texas	14,639	16.7%	17,547	19.4%	1	-16.6%
2. Florida	7,302	8.3%	6,761	7.5%	2	8.0%
3. North Carolina	4,456	5.1%	4,204	4.6%	5	6.0%
4. Alabama	4,197	4.8%	4,477	4.9%	4	-6.3%
5. Louisiana	4,052	4.6%	4,615	5.1%	3	-12.2%
6. Michigan	3,965	4.5%	4,164	4.6%	6	-4.8%
7. South Carolina	3,762	4.3%	3,786	4.2%	7	-0.6%
8. California	3,662	4.2%	3,711	4.1%	8	-1.3%
9. Georgia	3,397	3.9%	3,278	3.6%	10	3.6%
10. Mississippi	3,214	3.7%	3,357	3.7%	9	-4.3%
TOTAL	52,646	59.9%	55,900	61.7%		-9.9%

## North Carolina Product Mix

November 2019

SHIPMENTS			PRODUCTION		
Single Section	Multi Section	Total Shipments	Single Section	Multi Section	Total Production
204	215	419	103	185	288

NORTH CAROLINA	2018	2019	% Change
Home Production	3,617	3,549	-1.9%
Home Shipments	4,204	4,456	6.0%



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