

# North Carolina

MANUFACTURED AND MODULAR HOUSING NEWS

The official magazine of the NCMHA

VOL. 39 NO. 2

## Special 50<sup>th</sup> Anniversary Edition

### Honoring the Past



&

### Embracing the Future



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**NCMHA Chapters (Counties Served)** For more information on the chapter in your area please contact the Association office at 919.872.2740.

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

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

**Crystal Coast** (Carteret, Craven, Duplin, Jones, Onslow, Pamlico)

**Eastern Carolina** (Bertie, Beaufort, Camden, Chowan, Currituck, Dare, Gates, Greene, Hertford, Hyde, Lenoir, Martin, Northhampton, Pasquotank, Perquimons, Pitt, Tyrell, Wayne)

**Foothills** (Alexander, Burke, Caldwell, Catawba, Iredell, Lincoln)

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

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

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

**Southern Piedmont** (Anson, Cabarrus, Gaston, Mecklenburg, Montgomery, Richmond, Rowan, Stanly, Union)

**Western** (Ashe, Avery, Buncombe, Henderson, Jackson, Macon, Madison, McDowell, Mitchell, Rutherford, Swain, Transylvania, Watauga, Yancey)



# PRESIDENT'S MESSAGE



Mike Smith

First and foremost I'd like to thank you for electing me as your president. I am especially excited and honored to be serving during such a milestone year, our 50<sup>th</sup> Anniversary. You have elected an exceptional group of representatives to lead our industry and the Association into the next 50 years, but we also need your continued involvement. Investing your time and energy in the Association is equivalent to investing in your future. 50 years of hard work, foresight and perseverance have brought the industry to where we are today, I look forward to continuing this tradition and working hand in hand with you to face the new challenges this year will bring.

If you tuned into the last edition of our newsletter President Bill McLucas shared a brief history of the first 25 years. Though there have been too many changes, accomplishments & victories to mention them all, I'd like to share the highlights of "the rest of the story" as the Association continued to grow.

## **Leadership & Regulatory**

To reflect the growing industry, which in 1996 contributed \$3.1 billion to the NC economy, changes in the Association's governing body and regulatory agency were inevitable. In 1995 NCDOT announced the creation of a new Manufactured Building Division. In 1999 the association established a new division for Installation Contractors and in 2003 a new additional seat was created for both the Retail & Manufacturer divisions. Retailer seats were now designated as one each Independent & Multi-lot and one open to either, Manufacturer seats designated as HUD, MOD and one open to either.

In 2004, after 12 years serving as Executive Director, Steve Zamiara retired and Brad Lovin, later named MHI's 2009 State Association Executive of the Year, became Executive Director and continues to serve in that position.

The changing industry generated another name change and in 2008 the association became the Manufactured & Modular Homebuilders Association (NCMHA). 2010 saw the consolidation of the Legislative and Zoning, Education & Marketing and Transportation Committees to form the Regulatory Affairs Committee in order to tackle overlapping issues more efficiently and effectively.

## **Education & Development**

As of 1994 all salespersons had completed the state exam and upon passing were licensed by the State of NC as mandated in 1992. Effective July 1999 set up contractors were also required to pass a standardized test to become licensed. 2002 saw annual continuing education requirements for license renewal for both Salespeople and Set-up contractors. The Association began offering NCDOT approved continuing education courses for both groups.

Through the years the Association has developed various documents to educate and assist members in their business including a Guide to NC Leasing and Community Ownership, Model Arbitration Agreement, Spanish Lease, 8 Point Safety Plan for Manufactured Home Movement, Model Zoning Ordinance for Manufactured Home Communities, Minimum Construction and Design Standards Effective for Single Family Modular Housing, Installation Plan for Homes in Flood Plains, Disaster Relief Plan Guide for Factory Built Housing and Guidelines for Choosing Reputable Appraisers.

## **Transportation**

The 16' wide movement campaign that began in 1992 was tabled in 1994, but in 1997 the NCDOT approved a pilot program to allow export-only transportation of 16' wide homes in NC. Following the success of the pilot program, in 2000 the NCDOT approved transportation in the eastern half of NC which was expanded further west in 2002. In 2010 years of hard work finally culminated in the approval of 16' wide movement throughout the state and in 2015 this was expanded to include Sundays.

2003 saw escort vehicle certification become a requirement in NC. In 2006, after a year of working with the DOT, the Transportation committee was successful in getting the blue light escort requirement eliminated.

## **Consumer/Government Education & Public Relations**

Consumer education and public relations have always been a high priority on NCMHA's agenda. The Association has offered and sponsored workshops for tax assessors as well as factory & home show tours for state and local government officials in order to educate them about factory built housing. Every year the Association sponsors a

*(continued on page 11)*

# 2018 ANNUAL MEETING & 50<sup>TH</sup>

NCMHA's 2018 Annual Meeting boasted the largest attendance in over 15 years to celebrate the milestone 50<sup>th</sup> Anniversary at the Holiday Inn Resort, Wrightsville Beach. The meeting kicked off Wednesday morning, June 6<sup>th</sup>, at the Magnolia Greens Golf Course with MaHPAC's annual Golf Tournament (see page 8). Wednesday evening members gathered for the Welcome Reception in the hotel ballroom featuring the second annual Vendor Fair. Manufacturers, Finance, Insurance and Service Supplier members took advantage of the opportunity to showcase their products and conduct a little business. Attendees were treated to a fanfare of fun food including brats, dogs and sliders with all the fixin's as well as popcorn, cupcakes & hand dipped ice cream while they networked, browsed the silent auction, hammed it up in the photo booth and enjoyed some friendly corn hole competition on the veranda.

Thursday got an early start as the fishing expedition set out to sea on the Vonda Kay at 9:00 a.m. for a half day of deep sea fishing. The fisher "people" collected a pot of \$100 for the biggest catch of the day and the winner was . . . Kathy Pergerson.

That afternoon those that didn't go fishing had the opportunity to unleash their inner artist. The Wine & Design participants raved about the experience and even those who had never held a paint brush left with a beautiful piece of artwork.

Thursday evening began with a reception honoring NCMHA's Past Presidents. In attendance were Dell Averette, Rolly Bannister, Troy Brickey, Lynn Caskey, Steve Chandler, Russell Duncan, Scott Harker, Paige Janey, Dennis Jones, Wesley Layton, Joe Manis, Andy Miller, Jim Miller, Keith Miller, Vito Montaperto, Jeff Mooring, Chris Parrish and Tonnie Prevatte. Following a ceremonial ribbon cutting by this celebrated group, everyone enjoyed a delicious buffet dinner after which



Auctioneer Mickey Meekins, Tonnie Prevatte and Luke Foster worked their magic on the crowd to ensure a lively and rewarding live auction. Auction items included premium tickets to the NC Theatre, Duke basketball, Carolina Panthers, Bank of America 500 Nascar race and the 50th Anniversary RBC Heritage Golf Tournament as well as a fishing expedition, rare hand crafted jewelry, an autographed fender guitar and a framed newspaper from the 2017 NCAA Championships. Upon conclusion of the live auction Jeff Jones recruited Jean Phillips to pull the winning ticket for the coveted 5' Big Larry's deluxe pig cooker (see page 8). The Embers featuring Craig Woolard wrapped up the evening with a stellar performance of classic beach sounds as members and their guests danced the night away.

The Business Meeting Friday morning, June 8<sup>th</sup> began with a few words (via video) from Governor Roy Cooper and Lt. Governor Dan Forest congratulating NCMHA on its 50<sup>th</sup> Anniversary. Tonnie Prevatte then presented the Nominating Committee report and members elected NCMHA's 2018/2019 Executive Committee and Board of Directors. Mike Smith, Clayton Homes was elected to serve as President; Dascheil Propes, Atlantic Intermediaries, LLC as First Vice President; Kent Suits, Suits Homes, Inc. as Second Vice President; Joe Earnhardt, Clayton Manufacturing - Rockwell as Treasurer, Billy Owens, Clayton Manufacturing - Nashville as Secretary; and Immediate Past President Bill McLucas, William R. McLucas, CPA, PLLC will continue to serve on the Executive Committee.

The Election of the new Board was followed by an update from North Carolina Department of Insurance Commissioner and State Fire Marshall Mike Causey and a national industry update by Rick Robinson, General Counsel & Senior Vice President, Manufactured Housing Institute.

Rick then introduced the CEO Roundtable Panel; Kevin Clayton, President and Chief Executive Officer, Clayton Homes; Joe Stegmayer, President and Chief Executive Officer, Cavco Industries, Inc.; and Mark Yost, President, Champion Home Builders, Inc. Each member of the panel shared their thoughts on the current state of the industry, the future of factory built housing and what hurdles they feel the industry is currently facing and will face in the future and then responded to questions posed by a captive audience .

Following the conclusion of the CEO roundtable NCMHA recognized outstanding members with a variety of annual awards. Tonnie Prevatte was honored

*(continued on page 7)*



# ANNIVERSARY CELEBRATION



## 2018/2019 NCMHA

### Executive Committee

#### President

Mike Smith, Clayton Homes

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

Dascheil Propes, Atlantic Intermediaries

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

Kent Suits, Suits Homes, Inc.

#### Treasurer

Joe Earnhardt, Clayton Manufacturing - Rockwell

#### Secretary

Billy Owens, Clayton Manufacturing - Nashville

#### Immediate Past President

Bill McLucas, William R. McLucas, CPA, PLLC

### Board of Directors

#### Retailer Representatives

Jeff Jones, Down East Homes of Beulaville

Roger McCarter, Clayton Homes of Roxboro

Ken McGee, Greenfield Housing Center

#### Manufacturer Representatives

Jeff Mooring, 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, Manufactured Housing Enterprises

Vito Montaperto, Dana Hill Community

#### Service/Supplier Representatives

Cindy Barringer, Patrick Industries, Inc.

Cliff DeSpain, Weyerhaeuser Company

# EXECUTIVE DIRECTOR'S COLUMN

## Welcome New NCMHA Members

**Agilis Licensing, LLC**  
Fayetteville, NC 28311

**Align Homes, LLC**  
Hendersonville, NC 28792

**Bedrock MHC**  
Potomac, MD 20859

**BMS Real Estate**  
El Paso, TX 79936

**Cambridge Southeast Home Sales**  
Siler City, NC 27344

**Capstone Manufactured Housing**  
Maitland, FL 32751

**CMH River Birch Home of AL #947**  
Hackleburg, AL 35564

**Colt Investments, LLC**  
**dba Evans Street MHP**  
Asheville, NC 28816

**F & M Mortgage**  
Harrisonburg, VA 22801

**Oakwood Rentals, Inc.**  
Shelby, NC 28150

**One Trust Home Loans**  
 Mooresville, NC 28117

**Rabbit Run Mobile Home Dealer, LLC**  
Cullowhee, NC 28723

**Sage Realty, LLC**  
Hendersonville, NC 28791

**SRP Homes, LLC**  
Charlotte, NC 28209

**Sun Ray's MHP, LLC**  
Gibsonville, NC 27249

**Sunshine Homes, Inc.**  
Red Bay, AL 35582

I am very pleased to say that we had a great turnout at this year's Annual Meeting which was held at the Holiday Inn Resort in Wrightsville Beach, NC. The committee did a wonderful job at choosing our venue for the event and we were so happy to see so many members there.

Since the meeting is one of the biggest and most important events that we have for the members each year, it's imperative that we get it right. We want to know your opinions and just general thoughts about how you

think it went. Those that were able to attend should have already received their survey. I urge you to take the time to fill out it and send it back into the NCMHA office. Without this feedback, we will not be able to make this an event that you will continue to support for many years to come.

We were also very pleased to have members from the North Carolina Department of Transportation as well as from the North Carolina Department of Insurance present at the divisional meetings. Having those folks involved is a critical part of what our association does. It is crucial to keep those positive relationships with those departments. Also, as a special treat, we had Insurance Commissioner, Mike Causey, speak to us at the General Session.

The CEO Roundtable was a big hit with our members. We got a lot of positive comments and appreciation for the CEO's participating in our General Session. A special thank you goes out to Mark Yost, President of Champion Homes, Joe Stegmayer, CEO of Cavco, and Kevin Clayton, CEO of Clayton Homes.

We were also able to successfully raise money for our MaHPAC fund through the Annual Golf Tournament, the two raffles and general contributions. We are thankful to all those that participated. However, we cannot rest on our laurels!! Our funds are low for such an important election year. It is imperative that we build it back up to the level that it needs to be. I hope that you continue to give to this fund in other ways, even if it is just sending a check to the office. Without this fund, we would not be able to make the important strides that we do at the Legislative Building.

On a final note, you have selected some great leaders to the Board of Directors and the staff looks forward to working with them this year. I would like to thank the outgoing Board of Directors for the wonderful job and hard work that they did for the association this year. The Board of Directors give a great deal of time and effort working on issues on your behalf. A special thanks to Bill McLucas for all his hard work as your President.

This should be another great year for the association and I look forward to working with the new board in tackling the important issues for the benefit of us all.



Lovin



# 2018 ANNUAL MEETING & 50<sup>TH</sup> ANNIVERSARY CELEBRATION

(continued from page 4)

with the prestigious LaVasque Award, the highest honor bestowed upon a member of NCMHA (see page 19). Pat Walker, NCDOL, Manufactured Building Division Technical Services Manager, was presented with the Steve Zamiara Excellence in Government Award. Luke Foster received a Certificate of Appreciation for his service on the Manufactured Housing Board. Jeff Mooring was named Rollan Jones Member of the Year for demonstrating outstanding service to NCMHA and the industry during the past year. Carolina Custom Homes of Burlington was named Independent Retailer of the Year and Clayton Homes of Lumberton was awarded Multi-lot Retailer of the Year. Dennis Jones received the President's award in appreciation of his continued support and dedication to the industry and NCMHA.

President Bill McLucas concluded the meeting by handing over the reins to the newly elected president Mike Smith who spoke briefly about his upcoming year at the helm of the association. Mike then adjourned the meeting and everyone headed home or out to enjoy a beautiful day on the beach.





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# MAHPAC NEWS

## And the winner is . . . MaHPAC

The annual MaHPAC golf tournament kicked off the meeting on Wednesday morning at Magnolia Greens Golf Course in Leland NC. As usual it was a little warm, but everyone had a great time and the tournament added a much needed \$4,000 to MaHPAC's coffers. 1st Place was captured by Braden Galyon, Will Hill, Doug Marchbanks and Keith Ricks, coming in a close 2nd was Steve Bearry, Dave Bumpers and Michael Koczvara. Prizes were awarded to Neal Locklear for the longest drive and Vito Montaperto for closest to the pin. Tim Cavanaugh, Christian Cavanaugh, Robert Derrick and Bobby Lanier, who probably had the most fun, received lovely keepsake trophies for last place (see pictures on page 12). Thank you to all the golfers who supported the tournament and again a special thank you to Roger and Brenda McCarter for volunteering to brave the heat and observe the hole designated for the \$10,000 Hole in One Challenge. No winner this year, but we hope to see everyone again next year to give it another try!

Thursday evening brought the culmination of many months of hard work selling raffle tickets for the 5' Big Larry's deluxe pig cooker. 1401 tickets were sold which netted MaHPAC approximately \$10,400. Jeff Jones recruited Jean Phillips to pull the winning ticket for this coveted prize . . . the lucky winner. . . Colby Suits (pictured below).

With the successful wrap up of the cooker raffle, Friday morning at the Business Meeting Tonnie Prevatte announced MaHPAC's next endeavor to raise much needed funds, a new raffle, but the ante has been upped. This years prize . . . a 2018 115th Anniversary Edition Harley Fat Boy 114 (approximate MSRP \$22,000). Picture yourself cruising down the highway on this beautiful motorcycle displayed at the meeting (pictured below). Tickets are \$20 and the drawing will take place at NCMHA's 2019 Annual Meeting. For more information on selling or purchasing tickets please contact NCMHA (919-872-2740).





## MHI Publishes Information to Help Members Understand the Impact of Recent Changes to the Dodd-Frank Act

On July 18<sup>th</sup> MHI released a high-level summary and Frequently Asked Questions (FAQ) paper regarding compliance with Section 107 of the “Economic Growth, Regulatory Relief, and Consumer Protection Act” (Pub. L. 115-174 § 107), which was signed into law by President Trump on May 24, 2018. Entitled “Dodd-Frank Act Changes Provide Relief for Manufactured Housing Retailers and Community Owners,” the paper addresses common questions that members have shared concerning the implementation of this law, which amended the Truth in Lending Act (TILA) by adding an exception to the definition of mortgage originator that excludes manufactured home retailers, sellers, and their employees.

MHI’s paper summarizes the Bureau of Consumer Financial Protection’s (Bureau) next steps as the agency prepares to implement the changes to the law. Specifically, it explains what is and is not permitted under the new law and answers questions that have been submitted to MHI since the law was signed. The paper also explains restrictions that might still apply under the Secure and Fair Enforcement for Mortgage Licensing Act and other state-specific laws that regulate many of the activities that are now permitted under TILA’s revised definition of mortgage originator.

The change to TILA’s definition of mortgage originator is the result of MHI’s successful advocacy efforts in Washington. MHI’s government affairs team worked closely with Congress and the Administration to secure inclusion and passage of this important provision to the “Economic Growth, Regulatory Relief, and Consumer Protection Act.” The grassroots outreach from MHI members and state executive directors – totaling more than 20,000 calls and emails – was an instrumental part of this advocacy effort to help members of Congress understand the importance of this provision to their constituents.

To view the document go to:

<http://files.constantcontact.com/5a36018e301/0c056d2b-1a43-432d-9d2f-94ff9ef3ec95.pdf>

If you have any questions, please contact MHI’s Government Affairs Department at (703) 229-6208 or [MHIgov@mfghome.org](mailto:MHIgov@mfghome.org).



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<div style="background-color: #e0e0e0; padding: 5px; 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: #e0e0e0; padding: 5px; 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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# INSURANCE COMMISSIONER'S COLUMN



Causey

## Warranty Obligations Assure Good Business

One of the regulations that the Department's Manufactured Housing Division must enforce under state law are warranty obligations. According to the North Carolina Statutes all manufacturers, dealers and suppliers of manufactured homes must warrant any home sold in this state for a period of at least 12 months from acceptance of the home by the first owner. These warranties not only protect the consumers, but they also protect you as members of the manufactured home industry.

Manufacturer's one year warranties must guarantee that all structural elements, plumbing systems, heating, cooling and fuel burning systems, electrical systems, and any other components included by the manufacturer are manufactured and installed free from any substantial defects. Under the manufacturer's warranty, poor workmanship in the construction of the home is considered a substantial defect. Also, any damage to materials during normal use of a manufactured home that has been reasonably maintained and cared for is also evidence of a substantial defect.

As a dealer, you must warrant that any modifications or alterations you complete or authorize on the manufactured home must comply with all HUD construction and safety standards. If an alteration or modification results in a substantial defect, you will be held responsible, not the manufacturer. The dealer is also accountable for the transportation of the manufactured home and the set-up operations if they choose to set a home that they sell.

Suppliers are charged with any warranties offered in the sale of their product which must be extended to buyers of manufactured homes. The manufacturer's warranty shall remain in effect regardless of a supplier's warranty.

The set-up contractor must follow all applicable standards during set-up operations. If a substantial defect occurs during installation of a new or used manufactured home, the set-up contractor is held responsible.

Again, it is the Department's responsibility to enforce the warranty obligations of manufacturers, dealers,

suppliers and set-up contractors, but under state law and the provisions of your license, it's your responsibility to follow these obligations in a timely manner. I hope you will continue to uphold these responsibilities so that together we can provide North Carolinians access to safe and affordable housing. Exceptional and timely customer service as it relates to warranty service translates into a good industry reputation bringing new and repeat customers to you.

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# PRESIDENT'S MESSAGE

(continued from page 3)

home at the NC State fair which allows over 40,000 consumers to view the latest and greatest. NCMHA also holds an annual Legislative Day event, members visit State lawmakers at the Capital to discuss legislation and issues facing the industry and on alternate years host a swanky reception that evening for an opportunity to further bend their ears.

In 1995 the association produced a consumer education video "Today's New Manufactured Homes – Your Answer To Home Ownership" for distribution to the public. That year they also sponsored an ECU study on the impact of Manufactured Housing to adjacent property which led to a comprehensive study in 1997 that indicated manufactured homes appreciate at comparable rates to site built single family homes.

In 1999 the Association and its members donated \$1 million in manufactured housing to NC for use in the Hurricane Floyd relief efforts.

2000 brought the green light from Raleigh's City Council to place a quality and aesthetically similar factory built home in an established neighborhood. The home, dubbed the Urban Design Project, was successfully completed in Raleigh's Caraleigh neighborhood within the year.

In 2002 the Association formed a joint taskforce with the NC Association of County Commissioners to focus on abandoned homes. In 2003 a pilot program was initiated in several counties and in 2008 NCMHA was successful in creating an annual state fund of \$1 million for cleanup of abandoned homes.

## Legislative

Creating & supporting legislation beneficial to the industry and opposing detrimental legislation is a critical function of NCMHA and its membership. Below is a small sampling of the activity & legislation effecting the industry that the Association has supported or opposed in the past 25 years

- 1994 • 3 Day Right to Cancel Law became effective
- 1997 • Formation of a bi-partisan NC Congressional Caucus for discussion of issues involving manufactured housing
- 2001 • Manufactured Housing Improvement Act signed into law
- 2002 • NCMHA opposed advanced disposal fee ("white goods tax"), in 2003 NCMHA partnered with others to oppose the impact fee which was finally defeated in 2007
- 2005 • Supports criminal background check & fingerprint rule for new sales licenses
- 2009 • NCMHA endorsed the Tax Credit for Energy Efficient Homes Bill
  - NCMHA lobbies to include a special exemption in the NC S.A.F.E. Act for manufactured housing retailers
- 2011 • NCMHA opposes USDA requirement for a GC license on HUD Code homes
- 2013 • Cancel Title to Manufactured Home legislation signed into law
  - NC Construction Lien Law becomes effective
  - NCMHA receives clarification from the NC Commissioner of Banks on the use of credit reports for non-mortgage lending activity
- 2014 • Appropriations Act with favorable tax law changes signed into law
  - Zoning/Temporary Health Care Structures Bill signed into law
- 2015 • Defeated a bill that would require all transporters to obtain a house moving license
  - Defeated legislation that would make retailers and manufacturers liable during the transport of manufactured and modular homes
- 2016 • NC Sales Tax on Installation goes into effect with special exemption for manufactured and modular homes
- 2017 • Favorable Sales Tax Clarification and Define Permanent Foundation Legislation signed into law
  - Legislation freezing local government regulatory fees for one year pending further study signed into law
  - Lien Agent Clarification legislation signed into law

The industry has seen many changes and faced many obstacles in the past 50 years but we are in a good place now. With your continued support and dedication I hope to see the industry continue to grow and flourish during my tenure as President and for another 50 years.

# 2018 ANNUAL MEETING &

## Awards

**James E. LaVasque Award**

Tonnie Prevatte

**Multi-lot Retailer of the Year**

Clayton Homes of Lumberton

**Independent Retailer of the Year**

Carolina Custom Homes of Burlington

**Rollan Jones Member of the Year**

Jeff Mooring

**President's Award**

Dennis Jones

**Certificate of Appreciation**

Luke Foster

**Steve Zamiara Excellence in**

**Government Award**

Pat Walker

NC Department of Insurance

### **MaHPAC Golf**

**1st Place**

Braden Galyon

Will Hill

Doug Marchbanks

Keith Ricks

**2nd Place**

Steve Bearry

Dave Bumpers

Michael Koczwar

**Last Place**

Tim Cavanaugh

Christian Cavanaugh

Robert Derrick

Bobby Lanier

**Longest Drive**

Neal Locklear

**Closest to the Pin**

Vito Montaperto

### **MaHPAC March Madness Bracket Challenge**

Lee Lomenzo





# 50<sup>TH</sup> ANNIVERSARY CELEBRATION

## Honoring Past Presidents











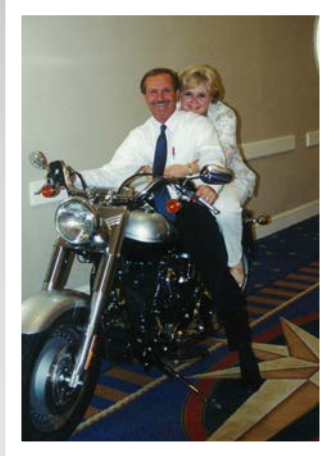


# BLAST FROM





# THE PAST





# ASSOCIATION NEWS

## Scott Morton Educational Trust Awards Scholarships for 2018

The Scott Morton Educational Trust has awarded over 200 scholarships totaling more than \$150,000 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.

Following the financial report given at the Annual Meeting general session by chair Vito Montaperto he announced the recipients for 2018. Twelve scholarships were awarded totaling \$7,500, the most awarded in a single year in the history of the program.



Clara Bobbitt



Matthew Jones



H. Patterson Carroll



Jordan Cartrette



Katie Barnes



William Slagle



Madison Burroughs



Keely Scott



Austin Moore



Kendall Lamm



Sydney Pritt

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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



Katie Paige



## Tonnie Prevate Honored with the Prestigious LaVasque Award

The James E. LaVasque Award is the highest honor bestowed upon a member of NCMHA. The award is presented annually 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.

This year, Tonnie Prevatte joined the distinguished list of the LaVasque award recipients in tribute to his years in the industry.

Tonnie had an interesting beginning to his manufactured housing career. It all started back in the late 1960's when he was 15 years old and took a job at the local radio station as a disc jockey. After a few months of working at the radio station, he learned that he could get paid for his work as a disc jockey but also get a commission for any advertising sales he made, so he began working the local businesses looking for advertising opportunities and learned of a new mobile home retailer that was coming to the area. He reached out to Conner Mobile Homes to see if he could put together a grand opening package that included advertising, a disc jockey, and his girlfriend Marilyn serving hot dogs. They agreed on the deal and the grand opening was a huge success. Conner was so impressed with his sales and people skills he hired Tonnie as a mobile home salesman at the age of 17.

Just six years later at the age of 23, Conner promoted Tonnie to district manager where his job included overseeing all sales and opening new dealer lots across the southeast. In 1988, Tonnie and Marilyn, now his wife, ventured out on their own and opened a retail lot in their hometown. For the last 30 years the dealership has been a successful enterprise and is known throughout the community as a family owned business that prides itself on honesty, loyalty, and integrity.

Tonnie also volunteers countless hours serving the manufactured housing industry and his community. Governor Pat McCrory appointed him to serve on the NC Department of Insurance Manufactured Housing Licensing Board as the retail representative. He has served on the North Carolina Manufactured and Modular Homebuilders Association Board of Directors for 10 years and as its President in 2017. He also serves on the Scott Morton Educational Trust Board of Trustees.

His community involvement includes being appointed by the County Commissioners to serve on the Juvenile Crime Prevention Council, serving as a Board Member of the local Mason's, and fundraising for important causes near and dear to his heart like breast cancer awareness.

Congratulations Mr. Tonnie Prevatte!!

## 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!

### **September 12, 2018**

Registered Housing Specialist Seminar and State Test  
Raleigh, NC

### **September 19, 2018**

NCMHA Board of Directors  
Raleigh, NC

### **October 10, 2018**

Registered Housing Specialist Seminar and State Test  
Raleigh, NC

### **October 11 - 21, 2018**

NC State Fair Display Home  
Raleigh, NC

### **November 14, 2018**

Registered Housing Specialist Seminar and State Test  
Raleigh, NC

### **December 6, 2018**

NCMHA Board of Directors  
Raleigh, NC

### **December 19, 2018**

Registered Housing Specialist Seminar and State Test  
Raleigh, NC

### **March 20, 2019**

NCMHA Legislative Day & Board of Directors  
Raleigh, NC



# ASSOCIATION NEWS

## NC State Fair

Thursday, October 11<sup>th</sup> - Sunday, October 21

Fall is in the air and that means it's time for the NC State Fair and an opportunity for thousands of people to get a chance to see the quality, craftsmanship and beauty of a factory built home sponsored annually by NCMHA.

We need your help to staff the home! This is the largest education and marketing event of the year! Don't miss your chance to help promote our industry and educate the public about our products!

Volunteer shifts are:

Friday, October 12<sup>th</sup> - Sunday, October 21<sup>st</sup>  
12:00 Noon – 4:00 pm  
4:00 pm – 8:00 pm

For more information or to sign up for this important event contact:

NCMHA (ph: 919-872-2740)

Dana Fox (dana@nc-mha.org)

Bobbi Peterman (bobbi@nc-mha.org)



## 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.

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# Thank You To Our Annual Meeting 50<sup>th</sup> Anniversary Celebration Sponsors

## Special Event



## Platinum Level



## Gold Level



## Silver Level



## Bronze Level





# NATIONAL NEWS

## Court Changes Compliance Date for New Formaldehyde Standards

In March, the United States District Court for the Northern District of California issued a court order causing the compliance date for new formaldehyde emission standards, recordkeeping, and labeling to be moved up to June 1, 2018. This court order is the result of the Sierra Club's challenge to the Environmental Protection Agency's (EPA) extension of the compliance date for the "Formaldehyde Emission Standards for Composite Wood Products" rule to December 12, 2018.

Under the order, "by June 1, 2018, and until March 22, 2019, regulated composite wood panels and finished products containing such composite wood panels that are manufactured (in the U.S.) or imported (into the U.S.) must be certified as compliant with either the TSCA Title VI or the California Air Resources Board (CARB)

Airborne Toxic Control Measures (ATCM) Phase II emission standards, which are set at identical levels, by a third-party certifier (TPC) approved by CARB and recognized by EPA." Included in this rule are the following products: hardwood plywood, medium-density fiberboard and particleboard, as well as household and other finished goods containing these products.

Currently, the HUD Code requires a health notice on formaldehyde emissions to be prominently displayed in manufactured homes offered for lease or sale. The EPA's rule applies to all building materials utilized in residential construction, including manufactured homes, and imposes requirements that exceed the current HUD standards. In its recent comment letter to HUD regarding its "top-to-bottom" review of its manufactured housing regulations, MHI commented that HUD's requirement that this notice continue to be posted in manufactured homes – which is not required for other types of homes – is discriminatory and should be repealed. Furthermore, MHI urged HUD to update the HUD Code, as required by law, to reflect the new emissions limits and definitions of the final EPA formaldehyde standards rule.

MHI's comments are in line with the unanimous vote by the MHCC in October 2016 to replace the formaldehyde standard in the HUD Code with EPA's final rule. This would eliminate current testing requirements and replace the current formaldehyde "warning" label. Under the new EPA rule, manufactured homes, modular housing, and recreational vehicles are considered "finished goods" and as such, must be labeled as meeting the mandatory formaldehyde emissions standards under (TSCA). If a finished good (including component parts sold separately) is not individually labeled, the importer, distributor, or retailer of the "finished good" must retain a copy of the label, can identify the products associated with that label, and make the label information available to potential customers upon request. MHI will continue to advocate to HUD about the importance of these changes to the HUD Code being made prior to the June 1 implementation date.

If you have any questions, please contact MHI's Government Affairs Department at 703-229-6208 or [MHIgov@mfghome.org](mailto:MHIgov@mfghome.org).

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# STATISTICS

## HUD CODE

	Through MAY 2018		Through MAY 2017		% Change
	Shipments	Market Share	Shipments	Market Share	
New England	1,367	1.6%	1,334	1.8%	2.5%
Middle Atlantic	3,290	3.8%	3,183	4.3%	3.4%
East North Central	9,681	11.3%	8,161	11.0%	18.6%
West North Central	3,370	3.9%	2,989	4.0%	12.7%
South Atlantic	18,602	21.7%	15,916	21.5%	16.9%
East South Central	13,872	16.2%	10,961	14.8%	26.6%
West South Central	24,424	28.5%	20,839	28.1%	17.2%
Mountain	4,970	5.8%	4,793	6.5%	3.7%
Pacific	5,849	6.8%	5,109	6.9%	14.5%



## 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 - September 5, 2018**

Doubletree Hotel  
Durham, NC

**ASHEVILLE - September 8, 2018**

Doubletree Biltmore  
Asheville, NC

**CHARLOTTE - September 11, 2018**

Hampton Inn  
Mooresville, NC

**RALEIGH - October 4, 2018**

Doubletree Hotel  
Durham, NC

**ASHEVILLE - October 13, 2018**

Doubletree Biltmore  
Asheville, NC

*Note: All dates on calendar are tentative*

## Through MAY 2018 Through MAY 2017

	Through MAY 2018		Through MAY 2017		Rank	% Change
	Shipments	Market Share	Shipments	Market Share		
1. Texas	8,510	20.0%	6,473	16.8%	1	31.5%
2. Florida	2,900	6.8%	2,490	6.5%	4	16.5%
3. Alabama	2,552	6.0%	2,947	7.7%	2	-13.4%
4. Louisiana	2,219	5.2%	2,703	7.0%	3	-17.9%
5. North Carolina	2,018	4.7%	1,657	4.3%	6	21.8%
6. South Carolina	1,825	4.3%	1,616	4.2%	7	12.9%
7. Mississippi	1,704	4.0%	1,500	3.9%	8	13.6%
8. Michigan	1,702	4.0%	2,071	5.4%	5	-17.8%
9. California	1,701	4.0%	1,499	3.9%	9	13.5%
10. Georgia	1,455	3.4%	1,302	3.4%	10	11.8%
TOTAL	26,586	62.5%	24,258	63.1%		9.6%

## North Carolina Product Mix

MAY 2018

SHIPMENTS			PRODUCTION		
Single Section	Multi Section	Total Shipments	Single Section	Multi Section	Total Production
195	206	401	156	199	340

NORTH CAROLINA	2017	2018	% Change
Home Production	1,614	1,703	5.9%
Home Shipments	1,657	2018	21.8%





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