

# *North Carolina*

**MANUFACTURED AND MODULAR HOUSING NEWS**

*The official magazine of the NCMHA*

VOL. 40 NO. 2

## **WNCMHA Golf**



**Homes Displayed on National Mall**

**Save the Date 2020 Annual Meeting**

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

**2019 Annual Meeting**

**MaHPAC Harley Fat Boy Raffle Winner**

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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)



Dascheil Propes

I want to thank each of you for the confidence you have shown me by giving me the honor of serving as President of this association. I pledge to work alongside the board of directors to make this an outstanding year for our association and industry. I am excited to have this opportunity to serve you and consider it an honor and highlight of my career.

During the annual meeting this past June, I pledged to travel the State meeting with members face to face. I want to hear from you directly on issues you deal with daily. Our State is as diverse as it is big. I know that different regions, such as the mountains vs. coastal, face totally different obstacles and barriers every day. That's why I think it's important for me to come to 'your neck of the woods' to learn more about these barriers and how we as an association can help you and your business. It is important for the association to hear from you. We need and encourage everyone's opinions and feedback, because new ideas are what make our association and industry grow and flourish.

I strongly believe that an association is only as good as its membership. This is your association as well as mine and I am calling for everyone to come together to help on important issues. We need all of our members to get involved, to share their input, suggestions and assistance. Many of you already participate and give your time and resources. For that, we are a much stronger and successful association. Please know that your efforts are greatly appreciated. For those on the sidelines, I invite you to join us. You know the saying "a rising tide lifts all boats". Well I may be using the saying a little out of context, but you get the point, we need everyone participating and supporting our efforts.

I hope I can count on you in the upcoming year. With your help, it will be a year of building and growth. I promise you that together we can make our industry even stronger and more effective.

I look forward to seeing you "on the road".

Dascheil Propes, NCMHA President 2019/2020



## 2019/2020 NCMHA

### Executive Committee

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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

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#### Service/Supplier Representatives

Cliff DeSpain, Weyerhaeuser Company

Tom Remer, Weyerhaeuser Company





Lovin

Typically the legislature would have adjourned by July, but because of the district and budget battles this year they are still in session. Below is an update on the bills that affect our industry.

- **SB 355 – Planning Law/Land Use Regulatory Changes.** Updates our planning and zoning laws. Makes a long list of changes, several of which help the industry, including making it clear that local governments do not have the authority to impose age limits or age requirements on manufactured housing. It clarifies and limits local government authority in the area of land use, including making it clear that a permit application is can only be considered under the zoning rules in place at the time of the application. Subsequent changes in the code cannot be applied unless the applicant agrees. Also makes it clear that no zoning map amendment can be initiated without the written consent of all property owners whose property is affected by the proposed rezoning. **Passed-Signed by Governor 7/11/19**
- **HB 675 – Building Code Reform.** Makes a number of changes in the laws related to local government enforcement of building and permit laws, including prohibiting cities and counties from requiring burial of power lines, and prohibiting local governments from imposing minimum square footage standards on single-family dwellings. All changes are favorable to those in the building and housing industry. **Passed-Signed by Governor 7/26/19**
- **SB 553 – Regulatory Reform Act of 2019.** This is the annual regulatory reform bill that makes a number of changes to regulatory agencies and laws. It prohibits cities from requiring masonry curtain walls or masonry skirting for manufactured homes on land leased to the homeowner. **Passed-Waiting for Governor's Signature**
- **HB 268 – On-Site Wastewater Laws.** It would disapprove certain wastewater rules adopted by the North Carolina Commission for Public Health, create a task force to study and recommend new wastewater rules to the Commission, amend the approval process for wastewater dispersal systems, and allow soil scientists to approve non-engineered wastewater systems. **Passed-Signed by Governor 7/22/19**
- **SB 686- -Appointments Bill.** This bill included the reappointments of Cindy Barringer and Rick Hill to the Manufactured Housing Board. **Passed- No requirement of Governor's Signature**

## 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!

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Bobbi Peterman  
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 email: bobbi@nc-mha.org

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## NCMHA's 2019 Legislative Reception

April 30<sup>th</sup> NCMHA held it's annual Legislative Day. Members spent the afternoon at the Legislative Building visiting with their local legislators and educating them about our industry. That evening NCMHA hosted a legislative reception for legislators, state officials and NCMHA members at the North Carolina Museum of Natural Sciences. The reception was well attended and members took advantage of the congenial atmosphere to further discuss with legislators and state officials the issues and challenges facing the industry and the need for affordable housing to make the dream of homeownership available to all in the state of NC.





Causey

## **Building Permits are the Set-Up Contractor's Responsibility**

The Manufactured Building Division continues to receive complaints regarding the moving and installation of manufactured homes without first having procured a building permit from the local jurisdiction inspection department. We are hearing about cases in which manufactured homes are being moved and set up long before a building permit is obtained. In these instances, dealers and set-up contractors are telling consumers to "go by the inspection department and get the building permit." This is a deceptive practice, as the unsuspecting consumer is then held responsible for payment of the permit. Fortunately, most local inspection departments will not sell the permit to a consumer because they know the consumer is not the party setting up the home. This procedure obviously creates a conflict between the building official and the contracting set-up party and unfairly places the consumer in the middle of the dispute. It will hold up the Certificate of Compliance and could put your license subject to disciplinary action.

Section 1.2.4 of our Manufactured Housing Regulations clearly states that **"A person, firm or corporation shall not install, construct, enlarge, alter, repair, locate, improve, convert or demolish any manufactured/mobile home in the applicable jurisdiction, or cause the same to be done, without first obtaining a building permit ..."**. This is also required by the North Carolina General Statutes NCGS §§ 153A-357 for counties and 160A-417 for cities.

In North Carolina there are only three parties that are legally able to set up a manufactured home: homeowners, dealers, and set-up contractors. However, we understand that homeowners do not normally set up their homes and, therefore, we do not expect them to know the permitting requirements indicated in the

Code. We do expect the dealers and set-up contractors to know the permitting codes, as they are professionals who are licensed by the Department of Insurance. We have allowed, in our regulation, for the consumer to assist the contractor in procuring the permit, especially when the contractor or hauler is several counties removed from the final location of the home. However, with many counties having the ability for a set-up contractor to apply for and obtain a permit via the Inspection Department's website, this is not as much of a problem as in the past.

Your license name and number should be on the permit of every home that you contract to set-up. Since dealers and set-up contractors are licensed by the state to set up manufactured homes, we consider permitting and all associated costs to be your direct responsibility unless specifically contracted otherwise in writing. Permitting is a major responsibility that cannot be casually passed on to the untrained and uninformed consumer.

Some building inspection departments will allow a homeowner to pick up a building permit if they provide all the necessary permit information. This information includes the name and license number of the dealer or set-up contractor. We have no objection to this procedure provided the **permit is obtained prior to moving the home** and the cost of the permit is not paid by the consumer unless agreed to under written contract. We feel certain that consumer complaints and misunderstandings related to permits and permitting costs will be greatly reduced if these procedures and responsibilities are followed. One should never move a home without getting a copy of the permit, whether, the homeowner or you as the set-up contractor first procures the permit



## 2018 Consumer Research: Key Findings

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New research shows high satisfaction, diversity of occupation, and financial insights.

### SATISFACTION

- People in manufactured homes enjoy living in their homes. Sixty two percent of respondents were either “extremely” or “very satisfied” with their home. For owners of manufactured homes, satisfaction is even higher at 67%. Sixty two percent of respondents were either “extremely” or “very likely” to recommend living in a manufactured home.
- Satisfaction is also very high among respondents living in a manufactured home community. For residents living in an all-age land-lease community, just over half (51%) were either “extremely” or “very satisfied.” Satisfaction soars to 76% for respondents living in a 55+ community indicating they were either “extremely” or “very satisfied.”
- New home buyers are significantly more satisfied and more likely to recommend. Of respondents who purchased a pre-owned home, 60% were either “extremely” or “very satisfied” while 78% of buyers of new homes were either “extremely” or “very satisfied.” Among new home buyers, 73% were “extremely” or “very likely” to recommend while 63% of pre-owned home buyers were either “extremely” or “very likely” to recommend.

### CONSUMER CHARACTERISTICS

- People living in manufactured homes have diverse careers and increased levels of education. One-third of working respondents are in pro-

fessional, managerial, or entrepreneurial jobs with only 11% indicating some type of “laborer.” From 2012 to 2018, the number of respondents indicating a four year college degree or an advanced degree has doubled to 21%. While two-thirds report household income less than \$40,000, almost one-third report having some retirement savings. Overall, the median age of the manufactured home population is 57 with an average age of 54. Twenty eight percent of households have children under 18 living with them. Forty four percent of manufactured home residents are age 60 or older.

### FINANCIAL INSIGHTS

- Like site-built, owning a manufactured home promotes financial stability. While only about one-third of the manufactured housing population reports having retirement savings, manufactured home owners have a clear advantage with an average of \$81,079 versus non-owners’ average of \$46,778. Respondents with retirement savings living in a 55+ community average \$111,042 with a median retirement savings of \$123,333.
- Manufactured home residents are optimistic about the future. When asked about how they are managing financially, 57% said they were “living comfortably/doing okay” and 60% were “extremely” or “very confident” about the security of their job. Asked to assess a six-month outlook, 38% expected their financial situation to improve while 50% expected it remain the same and only 12% felt it would worsen. Asked if they had set aside emergency or rainy-day funds that could cover expenses for 3 months, 38% said “yes” while 67% said they would be able to make next month’s rent/house payment if there was a dramatic change in financial income.

### TARGET INDUSTRY MEMBERS

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## MaHPAC Wins Again . . .

The annual MaHPAC golf tournament kicked off the annual meeting on Wednesday morning at Magnolia Greens Golf Course in Leland NC. It was overcast and storms were predicted but we dodged the bullet and it turned out to be a perfect day for a round of golf. 1<sup>st</sup> Place was captured by Billy Owens, Cameron Colvin, Jeff Jones and Kevin Forrest, 2<sup>nd</sup> Place Donnie Pritt, Chris Vanderiet, Al Gurner and Phillip Hathcock. Last but not least the lovely keepsake trophies were awarded to Rex Ritchey, Elizabeth McDonald and Cliff and Angie DeSpain. Thank you to all the golfers who supported the tournament.

That afternoon those that didn't golf 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 morning brought the culmination of many months of hard work selling raffle tickets for the 2018 115<sup>th</sup> Anniversary Edition Harley Fat Boy 114. Over 1200 tickets were sold which netted MaHPAC approximately \$5,000. The winning ticket was a single ticket purchased as a gift by Billy Owens to thank the recipient for going the extra mile to help him out, so never let it be said that good deeds go unrewarded. Congratulations to the lucky winner . . . Lisa Sutton of Down East Homes of Beulaville.





## WNCMHA Hosts Golf Tournament

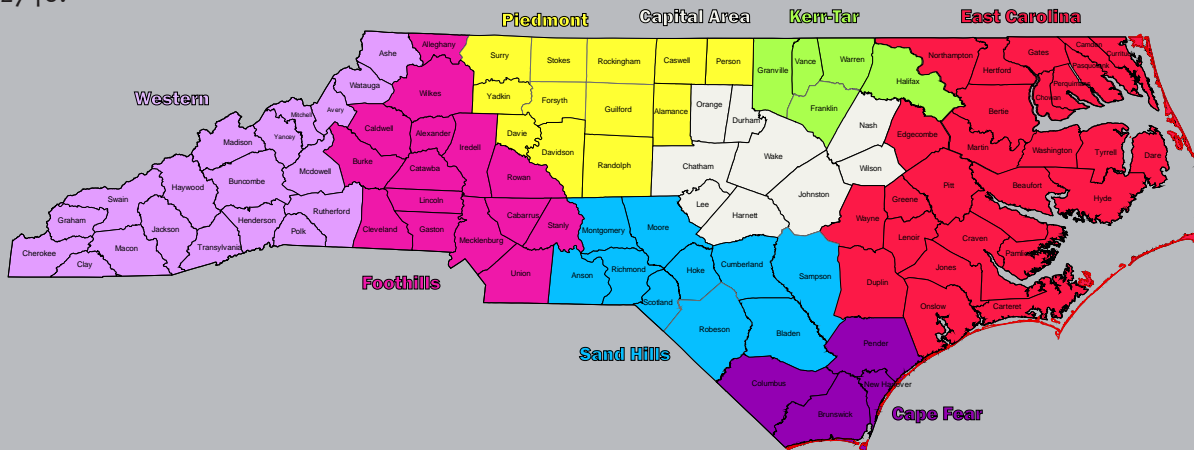
On Tuesday, September 10<sup>th</sup> the Western North Carolina Manufactured Housing Association hosted a golf tournament at the Reems Creek Golf Course in the beautiful mountains of Weaverville, North Carolina. The weather was perfect, attendance was great and everyone had a grand time.

Congratulations to the winners Team Morgan bagged 1<sup>st</sup> place with Team Dillenger a close 2<sup>nd</sup> and Team Pressley close on their heels in 3<sup>rd</sup>.



## NCMHA Chapter Revitalization

Roger McCarter, one of three Retailer Representatives on the NCMHA Board is working with other key members to revitalize the NCMHA chapters. On April 30<sup>th</sup>, 2019 the Board approved an updated chapter map that reflects the changes in the industry. For more information on the chapter in your area contact NCMHA at 919-872-2740.



### NCMHA Chapters (Counties Served)

**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, Northampton, 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)



NCMHA's 2019 Annual Meeting at the Holiday Inn Resort, Wrightsville Beach kicked off Wednesday morning, June 12<sup>th</sup>, at the Magnolia Greens Golf Course with MaHPAC's annual Golf Tournament. Wednesday evening members gathered for the Welcome Reception in the hotel ballroom featuring the third 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 networked while enjoying heavy hors d'oeuvres and a host bar, browsing the silent auction and participating in some friendly corn hole competition.

That afternoon those that didn't golf 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.

President Mike Smith welcomed members to the Business Meeting Thursday morning, June 13<sup>th</sup> and called up Tonnie Prevatte to present the Nominating Committee report. There were no additional nominations and the officers were elected unanimously by acclamation. Dascheil Propes, Atlantic Intermediaries, LLC was elected to serve as President; Kent Suits, Suits Homes, Inc. as First Vice President; Joe Earnhardt, Clayton Manufacturing - Rockwell as Second Vice President; Billy Owens, Clayton Manufacturing - Nashville as Treasurer, Cindy Barringer, Patrick Industries, Inc. as Secretary; and Immediate Past President Mike Smith, Clayton Homes will continue to serve on the Executive Committee.

Following election of the officers attendees broke out into their respective division meetings, elected Board division representatives and discussed any relevant issues.

The Election of the new Board was followed by an informative presentation by Joe Adams, The Housing Marketplace, entitled "Trends & Insights - Boomers & Beyond" focusing on the need to understand and appeal to this more savvy and discerning demographic. Attendees were then treated to an industry update by the North Carolina Department of Insurance Commissioner and State Fire Marshall Mike Causey.

NCMHA recognized outstanding members with a variety of annual awards. Cliff DeSpain was honored with the prestigious LaVasque Award, the highest hon-



# 2019 ANNUAL MEETING MHA

or bestowed upon a member of NCMHA (see page 19). DOI Commissioner Mike Causey was presented with the Steve Zamiara Excellence in Government Award. Special guest Pat Walker was presented with a retirement gift and recognized for his years of service at the NCDOT working with the Association. Cindy Barringer & Rick Hill received Certificates of Appreciation for their service on the Manufactured Housing Board. Tom Waymouth was named Rollan Jones Member of the Year for demonstrating outstanding service to NCMHA and the industry during the past year. Wellington Sales, Inc. was named Independent Retailer of the Year and Clayton Homes of Lumberton was awarded Multi-lot Retailer of the Year. Jeff Butler received the President's award in appreciation of his continued support and dedication to the industry and NCMHA.

*(continued on page 22)*



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**James E. LaVasque Award**

Cliff DeSpain

**Multi-lot Retailer of the Year**

Clayton Homes of Lumberton

**Independent Retailer of the Year**

Wellington Sales, Inc.

**Rollan Jones Member of the Year**

Tom Waymouth

**President's Award**

Jeff Butler

**Certificate of Appreciation**

Cindy Barringer

Rick Hill

**Steve Zamiaara Excellence in**

**Government Award**

Commissioner Mike Causey  
NC Department of Insurance

**MaHPAC Golf**

**1st Place**

Billy Owens  
Cameron Colvin  
Jeff Jones  
Kevin Forrest

**2nd Place**

Donnie Pritt  
Chris Vanderiet  
Al Gurner  
Phillip Hathcock

**Last Place**

Rex Ritchey  
Elizabeth McDonald  
Cliff DeSpain  
Angie DeSpain

**Longest Drive**

Taylor Durand

**MaHPAC March Madness**

**Bracket Challenge**

Mike Smith





# 2019 ANNUAL MEETING MHA



## Champion and Cavco Homes Displayed on National Mall at Innovative Housing Showcase

The first Innovative Housing Showcase on the National Mall in Washington, D.C., drew more than 5,000 people June 1st – 5th. The Showcase featured state-of-the-art building technologies and housing solutions that can make homeownership more affordable for American families, and homes more resilient during natural disasters. The 12 exhibitors including Champion Homes and Cavco exhibited prototype

homes displaying innovative building technologies that address affordability and resiliency.

"This is an historic event," remarked HUD Secretary Dr. Ben Carson. "It's the first time we've had a housing showcase like this on the Mall. It's so timely because affordable housing is a gigantic issue for millions of families across our nation."





## Secretary Carson Tells U.S. Senate that HUD is Alleviating Impediments to Manufactured Housing

HUD Secretary Ben Carson today told the U.S. Senate Banking Committee that HUD is working to address state and local regulatory barriers to manufactured housing, elevate the Office of Manufactured Housing Programs within the Department's hierarchy, and explore ways to improve FHA underwriting for manufactured housing.

Secretary Carson made these comments during a hearing about housing finance reform, where he testified alongside Treasury Secretary Steven Mnuchin and Federal Housing Finance Agency (FHFA) Director Mark Calabria. MHI has prioritized these HUD actions in its advocacy before the Administration and Congress; Secretary Carson's testimony before the

Senate directly reflects MHI's recommendations and advocacy efforts.

Also during the hearing, Treasury Secretary Mnuchin reaffirmed the Administration's support for Duty to Serve, a Congressional directive that Fannie Mae and Freddie Mac must affirmatively provide mortgage credit for manufactured housing. This support reflects MHI's continued and effective advocacy before the Administration about the importance of a vibrant, healthy secondary market for manufactured housing. MHI has repeatedly insisted that federal support for a secondary market for manufactured housing is essential as it will provide much-needed liquidity to lenders and improve consumer access to financing for attainable manufactured homes.

In his written testimony, Secretary Carson identified three areas that MHI has prioritized in its advocacy before HUD and Congress. First, the Secretary announced that the Office of Manufactured Housing Programs will be elevated within the HUD hierarchy and led by a Deputy Assistant Secretary. Second, FHA will consider modifications to its single-family housing financing programs to better serve manufactured housing. Third, HUD will address current delays to HUD Code updates and other regulatory impediments by creating "a formal framework for identifying and evaluating new building, construction, and design developments and ensuring that HUD's regulations do not unnecessarily impede their adoption." During today's hearing, Secretary Carson also reiterated that state and local barriers have severely impeded access to manufactured housing and referred to manufactured housing as a "very excellent solution" in solving the affordable housing shortage in the country. Treasury Secretary Mnuchin and FHFA Director Calabria also reaffirmed their commitment to addressing state and local impediments to affordable housing numerous times throughout the hearing. For example, in response to a question from Senator Patrick Toomey (R-PA), who serves as the Chairman of the Subcommittee that oversees Fannie Mae and Freddie Mac, FHFA Director Calabria stated that the lack of affordable housing is a result of state and local

(continued on page 22)

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Willow Spring NC

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Clinton NC

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## Senator Scott Helps Introduce HUD Manufactured Housing Modernization Act

Washington, D.C. Press Release Wednesday, June 12, 2019

U.S. Senators Tim Scott (R-S.C.), Catherine Cortez Masto (D-Nev.), Tina Smith (D-Minn.), Kevin Cramer (R-N.D.), and Todd Young (R-Ind.) introduced legislation promoting manufactured housing as part of the solution to America's affordable housing crisis. The HUD Manufactured Housing Modernization Act of 2019 would ensure that the Department of Housing and Urban Development (HUD) supports state and local governments that wish to include manufactured housing as an affordable housing solution when applying for federal funding.

"Manufactured housing is an affordable housing option for over 22 million Americans, including one out of every five families in South Carolina," said Senator Scott. "Ensuring that we keep this important option open to families puts them in a safer position and a path to affordable home ownership."

"We're in the midst of an affordable housing crisis in Nevada, and in communities throughout America. Home prices are rising fast, and Americans are spending a greater share of their paychecks to keep a roof over their heads. It's unacceptable, and we must take immediate action," said Senator Cortez Masto. "This bipartisan legislation recognizes that manufactured housing can be part of the solution."

"We need to support the affordable housing market and increase housing availability in both urban, rural areas and tribal areas," said Senator Smith, a member of both the Senate Banking and Indian Affairs Committees. "Manufactured housing is a critical source of affordable housing all over Minnesota, and our bipartisan bill would make sure that more communities across the country think of manufactured housing as a possible solution to their housing needs."

"Nearly 25,000 North Dakota families live in manufactured houses, built for a fraction of the cost of a single-family site-built home. The HUD Manufactured Housing Modernization Act makes it clear that communities should consider if and how manufactured housing could fit into their affordable housing plans," said Senator Cramer.

"Solving the housing affordability crisis for Hoosiers of all income levels is going to require bold and innovative changes to our nation's housing policies," said Senator Young. "With over 2.5 million Hoosiers already living in manufactured homes — and with Hoosier workers leading the way in construction of manufactured housing — I know it's time to put greater emphasis on manufactured housing as a housing affordability solution."

### BACKGROUND:

The HUD Manufactured Housing Modernization Act of 2019 would require HUD to issue guidelines for including manufactured housing in state and local governments' Consolidated Plans, which outline their housing and community development priorities, when applying for HUD funding. This legislation will ensure that manufactured housing, a significant source of affordable housing, is considered when jurisdictions develop their housing plans.

Manufactured housing is a significant source of un-subsidized affordable housing, with nearly 22 million Americans living in manufactured housing. Manufactured homes also cost as little as \$45,000, while a new single-family site-built home can cost \$323,000. The quality of manufactured homes has improved dramatically in recent years; manufactured homes can also be more energy efficient and save families costs on utilities in the long run.

The bill is supported by Prosperity Now, National Low Income Housing Coalition, Manufactured Housing Institute, and the National Association of Manufactured Housing Community Owners



## Scott Morton Educational Trust Awards Scholarships for 2019

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 2019. Sixteen scholarships were awarded totaling \$10,000, the most awarded in a single year in the history of the program.



Danielle Yanez



William Slagle



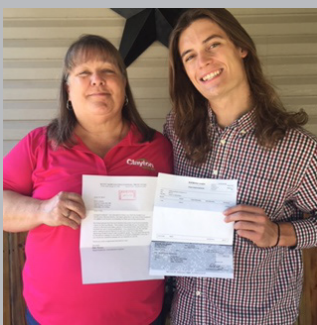
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Lamya Rudd



Kendall Lamm



Madison Boroughs

## Cliff DeSpain Honored with the Prestigious LaVasque Award



Matthew Jones



H. Patterson Carroll



Austin Moore



Katie Barnes

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, Cliff DeSpain joined the distinguished list of the LaVasque award recipients in tribute to his years in the industry.

Cliff began his professional career after graduating from Nichols State University as an Air Traffic Controller with the United States Air Force, graduating 1st in his class from the Air Force Air Traffic Control Certification School. After his service to our country and the Air Force, he began working as an oil jobber on the gulf coast of Louisiana where he landed the company's biggest client, Exxon Mobile.

After accumulating all the knowledge of an Air traffic Controller and Oil Jobber Cliff believed he finally had all the background needed to be successful in the mobile home industry. In 1994 he left the gulf coast behind and began managing the materials and purchasing for Liberty Homes in Statesville, NC. His experience as the material and purchasing manager for Liberty Homes led him to the supply side of the manufactured housing industry. He worked for 30 years with several supply companies within the industry including LaSalle- Bristol, Weyerhaeuser, Snavely Forest Products, Batchelor Supply and back to Weyerhaeuser. During his career as a supplier to the manufactured housing industry, he received many awards and recognitions for his hard work and positive attitude. In 1998 he received the National Positive Attitude Award while working at LaSalle-Bristol.

In addition to his work in supply side of our industry, Cliff also gave back by serving and volunteering on various industry associations and Boards. He was appointed by the President of the NC

(continued on page 22)



## 2019 NC State Fair October 17<sup>th</sup> - 27<sup>th</sup>



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 homesponsored 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 18<sup>th</sup> - Sunday, October 27<sup>th</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)

## 2020 NCMHA Annual Meeting Back By Popular - Demand Casino Night



At your request we're going back to the Holiday Inn Resort, Wrightsville Beach for a 2 1/2 day meeting Wednesday, June 3<sup>rd</sup> - Friday, June 5<sup>th</sup>. Room rates are Oceanfront \$239 + tax & Harborview \$199 + tax. Based upon availability the hotel will extend the discounted rate two days before and after the meeting, so make your plans and your reservation now.



Our tentative schedule kicks off Wednesday with MaH-PAC golf, wine and design and a heavy hors d'oeuvres reception with casino games & prizes. Thursday there will be an early fishing expedition and an awards dinner with entertainment that evening. Friday we'll wrap it up with breakfast, informative speakers and elections.

### Reservations By Phone:

Holiday Inn Resort (1-910-256-2231)

NC Manufactured & Modular Homebuilders Association Room Block  
Group Code MHA

## 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!

### October 16, 2019

Registered Housing Specialist Seminar and State Test  
Raleigh, NC

### October 17 - 27, 2019

NC State Fair Display Home  
Raleigh, NC

### November 13, 2019

Registered Housing Specialist Seminar and State Test  
Raleigh, NC

### December 11, 2019

Registered Housing Specialist Seminar and State Test  
Raleigh, NC

### December 12, 2019

NCMHA Board of Directors  
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

# THANK YOU TO OUR ANNUAL MEETING SPONSORS

## Special Event



## Platinum Level



## Gold Level



## Silver Level



## Bronze Level





## Secretary Carson . . .

(continued from page 15)

jurisdictions implementing arbitrary and discriminatory zoning and development restrictions. Director Calabria agreed with Chairman Toomey that until these barriers are addressed, there will continue to be a shortage of affordable housing. The Senate Banking Committee hearing was held in response to Treasury's plan for the future of Fannie Mae and Freddie Mac and HUD's plan for FHA's role in housing finance – both in response to a March 27, 2019 Presidential directive. MHI will continue to build upon its strong advocacy with Congress and the Administration to successfully elevate manufactured housing in Washington.

If you have any questions, please contact MHI's Advocacy and Communications Department at [MHIgov@mfghome.org](mailto:MHIgov@mfghome.org).

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

## 2019 Annual Meeting

(continued from page 11)

President Mike Smith then handed over the reins to the newly elected president Dascheil Propes who spoke briefly about his upcoming year at the helm of the association. followed by the moment everyone had been anticipating . . . the MaHPAC raffle drawing for the 2018 115th Anniversary Edition Harley Fat Boy 114. (See page 8Dascheil then adjourned the meeting and everyone headed home or out to enjoy a beautiful day on the beach.



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COMMUNITY OWNERS	SERVICE/SET-UP CONTRACTORS
<ul style="list-style-type: none"> <li>General Liability</li> <li>Rentals</li> <li>Workers' Compensation</li> </ul>	<ul style="list-style-type: none"> <li>Liability</li> <li>Tow Trucks</li> <li>Property</li> <li>Bonds</li> </ul>

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## Cliff DeSpain Honored . . .

(continued from page 19)

Senate to serve on the NC Department of Insurance Licensing Board as the Supplier Representative and held that position for 6 years. He served several terms on the NCMHA Board of Directors including six years on the Executive Committee culminating in the office of President in 2014 and served as Chairman of the NCMHA Annual Meeting Committee for longer than any other NCMHA member. He was a founding member and Chairman of the Suppliers Council for many years.

Congratulations Mr. Cliff DeSpain!!

## HUD CODE

	Through May 2019		Through May 2018		
	Shipments	Market Share	Shipments	Market Share	% Change
New England	534	1.4%	564	1.3%	-5.3%
Middle Atlantic	1,663	4.3%	1,690	4.0%	-1.6%
East North Central	4,111	10.6%	4,366	10.3%	-5.8%
West North Central	1,753	4.5%	1,492	3.5%	17.5%
South Atlantic	9,702	24.9%	9,542	22.4%	1.7%
East South Central	5,249	13.5%	6,755	15.8%	-22.3%
West South Central	9,706	24.9%	12,487	29.3%	-22.3%
Mountain	2,882	7.4%	2,511	5.9%	14.8%
Pacific	3,075	7.9%	3,087	7.3%	-0.4%

## Through May 2019 Through May 2018

	Through May 2019		Through May 2018			
	Shipments	Market Share	Shipments	Market Share	Rank	% Change
1. Texas	6,581	16.9%	8,510	20.0%	1	-22.7%
2. Florida	3,346	8.6%	2,900	6.8%	2	15.4%
3. North Carolina	1,965	5.0%	2,018	4.7%	5	-2.6%
4. Michigan	1,905	4.9%	1,702	4.0%	8	11.9%
5. California	1,822	4.7%	1,701	4.0%	9	7.1%
6. Alabama	1,821	4.7%	2,552	6.0%	3	-28.6%
7. Louisiana	1,761	4.5%	2,219	5.2%	4	-20.6%
8. Georgia	1,685	4.3%	1,455	3.4%	10	15.8%
9. South Carolina	1,681	4.3%	1,825	4.3%	6	-7.9%
10. Mississippi	1,387	3.6%	1,704	4.0%	7	-18.6%
TOTAL	23,954	61.5%	26,586	62.5%		-9.9%

## North Carolina Product Mix

May 2019

SHIPMENTS			PRODUCTION		
Single Section	Multi Section	Total Shipments	Single Section	Multi Section	Total Production
243	198	441	144	191	335

NORTH CAROLINA	2018	2019	% Change
Home Production	2,728	2,633	-3.5%
Home Shipments	2,999	2,906	-3.1%

## 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 - October 9, 2019

Doubletree Hotel  
Durham, NC

### ASHEVILLE - October 12, 2019

Holiday Inn Biltmore  
Asheville, NC

### CHARLOTTE - November 2, 2019

Hampton Inn  
 Mooresville, NC

### RALEIGH - November 6, 2019

Doubletree Hotel  
Durham, NC

### ASHEVILLE - November 9, 2019

Holiday Inn Biltmore  
Asheville, NC

### RALEIGH - December 7, 2019

Doubletree Hotel  
Durham, NC

### ASHEVILLE - December 14, 2019

Holiday Inn Biltmore  
Asheville, NC

Note: All dates on calendar are tentative





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