

# *North Carolina*

*MANUFACTURED AND MODULAR HOUSING NEWS*

*The official magazine of the NCMHA*

*VOL. 38 NO. 2*

## *NCMHA Celebrating 50 Years*



## *Annual Meeting*

*Wednesday, June 6<sup>th</sup> - Friday, June 8<sup>th</sup>*

*Holiday Inn Resort*

*Wrightsville Beach, NC*

# Inside This Issue

## Features

- 5 House Passes Preserving Access To Manufactured Housing Act
- 6 State Fair Home Showcases Major Advances
- 10 NCMHA's 2018 Annual Meeting & 50<sup>th</sup> Anniversary Celebration
- 14 Fannie Taps New Hampshire Law to Test 30-Year Loans
- 17 Next Step and MHI Launch ForeverHome Story Campaign
- 18 HUD Announces Wholesale Review of Manufactured Housing Rules

## Departments

- 3 President's Column
- 8 Executive Director's Column
- 9 New Members
- 12 Insurance Commissioner's Column
- 15 Calendar of Events
- 16 Frank Gray, Legal Counsel
- 19 Statistics

**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 COLUMN



Bill McClucas

**H**APPY NEW YEAR & HAPPY ANNIVERSARY!!! 2018 marks a very special milestone for NCMHA, it's our 50th Anniversary. To begin the celebration of this momentous occasion I thought I would share a little of our history with you . . .

In the beginning we were the Mobilehousing Institute, Inc. The name was chosen for the new industry organization by the small group of far-sighted industry leaders who established NCMHA in 1968.

However, the roots of NCMHA go back to the 1950s and a two-state trade association called the Mobile Home Association of the Carolinas, based in Charlotte. The organizer and first president of that group was F.L. German, who would later become a member of the first NCMHA Board of Directors.

By 1968, several members of the old Mobile Home Association of the Carolinas felt there was a need to divide the organization into two states and move the headquarters to the state capitals. This, they reasoned, would bring them in closer contact with the legislators and government officials responsible for regulating the industry.

The Articles of Incorporation for the North Carolina Mobilehousing Institute were signed July 19, 1968, and included the names of the four men who served as an interim Board of Directors: Wallace J. Conner, Jesse T. Williams, C. S. Gouch, and Harvey W. Gouch. Also listed on the incorporation papers were Doyle R. Smith, the registered agent; W. P. Scudder and Vernon F. Daughtridge.

Members of the new association soon elected Wallace Conner to be the first president. James E. Lavasque was elected vice president; J.T. Williams, secretary, and Harvey Gouch, treasurer. The first official Board of Directors was composed of David Whitesell and Rollan Jones, manufacturers' representatives; Walter Sheppard and F.L. German, dealer representatives; Ben Layton and Wade Parrish, park representatives; E. J. Tyson, service representative, and Bob Fussell, supplier representative.

The new trade association held its first convention in January 1969. The main speaker was Governor Bob Scott, who proposed establishment of a Governor's Advisory Committee on Mobile Housing in recognition of the industry's growing importance in the state's total economy. The move to Raleigh for more political clout was already paying off.

In 1971 NCMHA became North Carolina Manufactured Housing Institute. The association has had four addresses over the years, moving each time to larger offices as the scope of services and size of staff increased. The original office was in the Lawyers Building on Salisbury Street in downtown Raleigh. The offices were moved to an office park near North Hills in 1980 and into even larger quarters in Highwoods Business Park off U.S. 1 in 1986. The association purchased its own two-story, 6,400 sq. ft. office building at 4911 Departure Dr. in Raleigh in 1991.

Doyle Smith was listed as registered agent for the organization when it was organized, but the first official executive director, Becky Griffin Dobbins, started work on April 1, 1969. She was succeeded by Patsy Morton Rumbley in August 1982, and she was succeeded in September 1990, by Chuck Watkins, also a past-president, and Steve Zamiara in February 1992.

Becky Dobbins found only \$58. 16 in the association bank account when she came to work in 1969 and it was a struggle to keep the bills paid during the

*(continued on page 13)*

**It's Good Business to...**  
**NCMHA**  
**Do Business with Members**

**A strong membership benefits the entire industry, encourage your vendors to join NCMHA. For more information on membership contact:**

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

# MAHPAC NEWS

## 2017/2018 NCMHA

### Executive Committee

#### President

Bill McLucas, William R. McLucas, CPA, PLLC

#### Vice President

Mike Smith, Clayton Homes

#### Vice President

Dascheil Propes, Atlantic Intermediaries, LLC

#### Treasurer

Kent Suits, Suits Homes, Inc.

#### Secretary

Joe Earnhardt, Schult Homes Rockwell

#### Immediate Past President

Tonnie Prevatte, Prevatte's Home Sales Inc.

### Board of Directors

#### Retailer Representatives

Jeff Jones, Down East Homes of Beulaville

Roger McCarter, Clayton Homes of Roxboro

Ken McGee, Greenfield Housing Center

#### Finance/Insurance Representatives

John Bowers, South State Bank

Brewer Knox, Johnson & Johnson, Inc.

#### Community Developer Representatives

Luke Foster, Manufactured Housing Enterprises

Vito Montaperto, Dana Hill Community

#### Manufacturer Representatives

Jeff Mooring, Champion Homes of North Carolina

Billy Owens, Clayton Manufacturing Nashville

Mark Winstead, Fleetwood Homes of Virginia

#### Service/Supplier Representatives

Cindy Barringer, Patrick Industries, Inc.

Cliff DeSpain, Weyerhaeuser Company

## What is MaHPAC?

The purpose of the Manufactured and Modular Homebuilders Political Action Committee (MaHPAC) is to support North Carolina state legislators, legislative candidates, and local officials who identify with and support the aims of our Association. MaHPAC supports candidates who are concerned about housing issues and who believe in fair and equal treatment for factory-built homes.

## Why Contribute?

In today's regulatory and political environment, government's involvement in our industry is at an all-time high. Whether through lending, sales transactions, record keeping or taxes, we are regulated by all levels of government now more than ever. Financial participation in the political and legislative process allows our manufactured and modular housing voice to be heard. We must support those candidates who support our views. We must support those candidates who are, well frankly, willing to help our industry. We have to raise more awareness about our issues and to do that WE MUST RAISE MORE PAC MONEY!

## Support MaHPAC

### Buy a Raffle Ticket for a Chance to Win this 5' Deluxe Pig Cooker



*"Best cooker made . . . It was a little more than the others but well worth it."*

*"Best cookers around. Quality workmanship at a fair price."*

This wheel mounted 5' Big Larry's deluxe pig cooker retails for approximately \$4,000. It includes two outside burners, an aluminum storage box, lights and a spare tire. Tickets are only \$10 and the drawing will be held at NCMHA's Annual Meeting & 50<sup>th</sup> Anniversary Celebration June 6<sup>th</sup> – 8<sup>th</sup>, 2018. For more information on where to get tickets call NCMHA (919) 872-2740 (Personal contributions only / Contributions are not tax deductible)



## House Passes Preserving Access To Manufactured Housing Act In Bipartisan Vote

By Ben Nelms Posted December 6, 2017  
In Manufactured Home Financing,  
Manufactured Housing News

**O**n December 1, 2017 the U.S. House of Representatives passed the Preserving Access to Manufactured Housing Act (H.R. 1699) in a bipartisan vote, according to Congresswoman Terri A. Sewell (D-AL), who is the lead Democrat co-sponsor with Congressman Andy Barr (R-KY), the lead Republican sponsor. Both representatives announced the bill's passage in press releases via their respective websites.

From Rep. Sewell:

*"Passage of today's bill means working families will be one step closer to affordable housing. In Alabama, over 300,000 families rely on manufactured homes for quality, independent, affordable housing, but current rules make access to credit for purchasing manufactured homes more difficult. The Preserving Access to Manufactured Housing Act ensures that manufactured housing remains an affordable option by bringing needed reform to federal mortgage regulations while preserving consumer protections that prevent predatory lending."*

From Rep. Barr:

*"So-called 'consumer protections' that deny hard-working, low and moderate-income Americans the ability to own their own home at an affordable*

*price, are harming consumers, not protecting them. Bureaucrats in Washington, who know nothing about rural America, should not stand in the way of those Kentuckians who want to invest in a home of their own, often at a lower cost than rent. That is why I introduced, and the House passed, this bipartisan and common sense legislation to make it possible for more families to achieve the American dream of homeownership."*

### **PRESERVING ACCESS TO MANUFACTURED HOUSING ACT TO EASE DODD-FRANK, CFPB RESTRICTIONS**

The Preserving Access to Manufactured Housing Act (S.1751 and H.R. 1699), will ensure manufactured housing remains available and affordable. Specifically, this bipartisan legislation will modify the definition of "high cost" loans. This will ensure manufactured homes are no longer swept under this designation simply due to their small size. This bill also amends the Safe Act and the Truth in Lending Act to no longer define manufactured home retailers as loan originators, so long as they are not engaged in financing the loans.

Unintended provisions of the Dodd-Frank financial reform law place restraints upon the sale of manufactured homes by onerous regulations. These are imposed by the Consumer Financial Protection Bureau (CFPB). The manufactured housing industry, led by the Manufactured Housing

Institute (MHI), has been passionate about reining in these restraints. The regulations arbitrarily imposed by the CFPB continue to inhibit the opportunity for millions of hardworking lower-to-middle income Americans to realize the unique dream of quality affordable homeownership—the very definition of today's modern manufactured homes.

The good news is the manufactured housing industry, led by MHI, have not placed "all their eggs in one basket." MHI's efforts to pass the Preserving Access to Manufactured Housing Act go beyond spearheading stand-alone legislation. MHI has also sought to attach the H.R.1699 language to legislative vehicles that are moving, like the CHOICE ACT (H.R.10).

### **CHOICE ACT WITH HR 1699 LANGUAGE CLEARS SENATE BANKING COMMITTEE WITH NINE DEMOCRAT SUPPORTERS**

The Choice Act passed the House in June, lay dormant in the Senate until a few weeks ago. It then cleared the Senate Banking Committee, with nine Democrats voting in favor of the Republican legislation. Chances are very good that that President Trump will sign the Choice Act - including language from the Preserving Access to Manufactured Housing Act - into law in the not too distant future. To learn more read MHI's recent report, "Nine Democrats Join Republican Senators in Measure to Undo Dodd-Frank Manufactured Home Regulations."

# 2017 STATE FAIR

## State Fair Home Showcases Major Advances in Factory Built Design & Technology

Once again 50,000 plus consumers were amazed by the advances in design & technology displayed in the factory built home at the North Carolina State Fair. The 2,060 sq. ft. manufactured home, sponsored by NCMHA and built by Champion Homes in Lillington, NC featured an open floorplan with an abundance of amenities and upgrades, including a full ship lap wall in the dining room, double barn doors, a huge doorless ceramic shower and a glamour closet with shoe racks and sweater drawers in the master, that fairgoers found very impressive.

Word of mouth and a prime location near gate 2 kept the traffic flowing through the home throughout the 11 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. and Tando Building Products 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)

**Blevins**  
America's Leading Supplier for Manufactured Housing

Contact your Blevins Rep for Products that Meet the New HUD Code Set-Up Standards

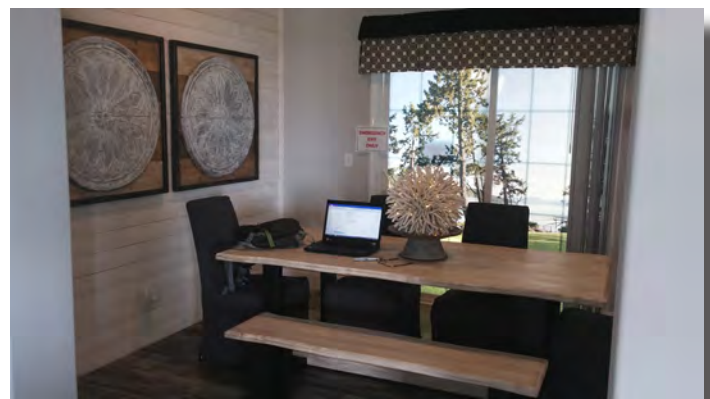
We carry anchors and set-up equipment for every size and kind of home.

- Air Conditioners, Furnaces, Heat Pumps
- Skirting to Fit Every Budget
- PolyClip Skirting Attachments
- Large Variety of Doors, Windows & Accessories
- Set-Up Supplies
- Fiberglass Steps & Rails
- Vapor Barrier
- Plumbing Supplies
- Ventilation

Introducing PolyClip Skirting Attachments

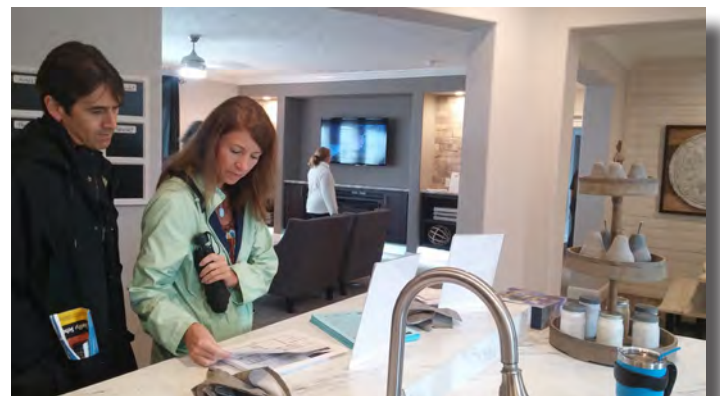
**Blevins** Greenville, SC (800) 327-8608  
Rocky Mount, NC (800) 967-0111

You can now order online 24/7 at [www.blevinsinc.com](http://www.blevinsinc.com)





# 2017 STATE FAIR



# EXECUTIVE DIRECTOR'S COLUMN



Lovin

**A**s we approach our 50th Anniversary, we wanted to take a look back at the first 25 years and highlight some of the milestones our association achieved. These accomplishments have made NCMHA one of the leading voices in the manufactured and modular housing industry.

- **1968 – North Carolina Mobilehousing Institute Founded**

The roots of NCMHA go back to the 1950's and a two-state trade association called the Mobile Home Association of the Carolina's. By 1968 several members felt the need to divide the organization into individual state organizations and move closer to the state capital. The articles of incorporation for the North Carolina Mobilehousing Institute were signed on July 19, 1968.

- **1969 – The Association's First Annual Convention**

In January 1969 the association held it's first convention. The main speaker was Governor Bob Scott who proposed the establishment of a Governor's Advisory Committee on Mobile Housing.

- **1971 – Association Name Change to North Carolina Manufactured Housing Institute**

- **1974 – ANSI Code Adopted**

The association worked with state regulators to develop state construction standards that became a model for the HUD code.

- **1976 – The "Freedom Living Show" was established**

George Heatwole was the chairman of the first association sponsored show in Winston Salem. The goal was to have 30 homes on display, the finale count was 76 establishing it as one the largest and most successful in the industry.

- **1977 – Movement of 14'- Wide Homes Approved**

- **1981 - First Issue of North Carolina Manufactured Housing News**

The first issue of the NC Manufactured Housing News was published in the fall of 1981 with a feature article about the July 19, 1981 Legislative Reception.

- **1983 – Movement of 72' Homes Approved**

- **1986 – Model Zoning Ordinance Developed**

- **1987 – Fair Zoning Law Enacted**

With zoning being a main focus of the Association, the battle for fair zoning laws galvanized association members and led to the passage of this law in 1987.

- **1989 – Establishment of the Registered Housing Specialist Program**

A major part of the association's agenda has been improving the public image. A Standards & Practices Sub-committee was formed in 1988 whose work led to the development of the Registered Housing Specialist Program.

- **1991 – RHS Graduates exceeds 800 in one year**

- **1991 – Purchase of the Association Building**

After three moves to larger offices the association purchased it's own two-story 6400 sq. ft. office.

**Palm Harbor Homes**

Be the One and Only  
Palm Harbor Homes  
Modular Retailer  
in YOUR Market Area

For more information call 419-680-3771



## Major Shake Up at HUD

DECEMBER 27, 2017 MARK CONTE<sup>3</sup>

In my continuing effort to keep manufactured home installers informed, I feel compelled to make you aware of a recent news item out of Washington, D.C. Last week it was learned that Pamela Danner, who served as Manufactured Housing Program Administrator has been reassigned. She has been moved out of the manufactured housing programs into what appears to be a temporary position at HUD. Also, it has been reported that Lois Starkey who served as a Management Analyst in the Manufactured Housing Programs, has left HUD.

If you worked at that level of government for any length of time, you know that this is business as usual. Regardless of our personal opinion of their performance, I think we can agree, that these women genuinely wanted the industry to prosper and did their jobs with integrity and class.

Additionally, there is a rumor on the street that the chief engineer is scheduled to retire in February.

That is three important positions in a program that generally only has about ten staff members. We can take comfort in the fact that Teresa Payne, the current Deputy Administrator, will assume the role of Acting Administrator until a new administrator is named. And the remaining staff at HUD are experienced, talented and capable. However, I am concerned.

It is no secret that there are quite a few unfilled job vacancies at HUD. Should these Manufactured Housing positions go unfilled for any length of time, it can undermine the program at a time when manufactured housing industry is showing strong sales and a bright future. We can only hope that these positions get filled quickly with qualified candidates.

### TARGET INDUSTRY MEMBERS

Advertise in the North Carolina Manufactured and Modular Housing News

To reserve your ad space today contact:

Bobbi Peterman

ph: (919) 872-2740

e-mail: bobbi@nc-mha.org



January at the NCMHA Office



## Welcome New NCMHA Members

**Bannister Land Enterprises, LLC**  
Garner, NC 27529

**Michael J. Blackburn**  
Wallace, NC 28466

**Collins Estate Mobile Home Park**  
Jacksonville, NC 28540

**Next Step**  
The Colony, TX 75056

**CTM Homes, LLC**  
Roxboro, NC 27573

**North Meadows MH Community**  
Randleman, NC 27317

**GSF Mortgage Corporation**  
Greenville, NC 27834

**Time Out Properties, LLC**  
Wilmington, NC 28405

**MRAY Factorum**  
Westport, CT 6880

**Titus Development**  
Garner, NC 27529

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

## WEDNESDAY, JUNE 6<sup>TH</sup>

MaHPAC Golf    Chartered Fishing Trip  
Silent Auction    Vendor Fair  
Welcome Reception



## THURSDAY, JUNE 7<sup>TH</sup>

50<sup>th</sup> Anniversary Celebration Dinner  
The Embers featuring Craig Woolard



## FRIDAY, JUNE 8<sup>TH</sup>

Buffet Breakfast    Awards  
Speakers    Business Meeting  
Buffet Lunch



# NCMHA Celebrates

SAVE THE DATES . . . PART 1

Holiday Inn Resort Wrightsville Beach

Wednesday, June 6<sup>th</sup> - Friday, June 8<sup>th</sup>

Put on your party hats & shagging shoes cause WE LOVE BEACHES. Celebrate with us at the Holiday Inn Resort Wrightsville Beach for our 50<sup>th</sup> Anniversary Celebration Wednesday, June 6<sup>th</sup> thru Friday, June 8<sup>th</sup>. The celebration includes many exciting events scheduled including a fun packed Wednesday fishing trip and a welcome reception featuring heavy hors d'oeuvres. On Thursday night we'll share a 50 year celebration dinner and dance the night away featuring Craig Woolard.

Many Special Event sponsorships are available as well as the unit and room sponsorships or registration contact NCMHA at (919) 872-2740.

The Holiday Inn Resort is offering a special rate to NCMHA members: \$239 Oceanfront & \$199 Harbor View so you can bring the entire family.

MAKE YOUR RESERVATION TODAY!



### Reservations By Phone:

Holiday Inn Resort (1-910-251-1234)  
Ask for the NC Manufacturer's  
Homebuilders Association

### Reservations online:

<http://www.wrightsville.holidayinn.com>  
Group Code MHA

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

## celebrates 50 Years

### PARTY AT THE BEACH

### Wrightsville Beach

### June 4<sup>th</sup> - Friday, June 8<sup>th</sup>

LOVE BEACH MUSIC!!!! Mark your calendars, make your reservations for the beach for NCMHA's 2018 Annual Meeting and 50<sup>th</sup> Anniversary Party at the Beach. The committee is still in the early planning stages, but have already planned Wednesday with the MaHPAC Golf Tournament, chartered fishing trip, hors d'oeuvres, a vendor fair and the MaHPAC Auction. Thursday will be the night away to the classic beach sounds of The Embers.

For the unlimited general sponsorships. For more information on the event, call 919-274-2740 or visit our website at [www.nc-mha.org](http://www.nc-mha.org)

For NCMHA members June 4<sup>th</sup> thru June 10<sup>th</sup> (based on availability) and for the entire family and enjoy the week at the beach.

#### RESERVATION NOW

919-256-2231

Manufactured & Modular  
Association room block

[www.holidayinnresorts.com](http://www.holidayinnresorts.com)



## Tentative Schedule

### WEDNESDAY, JUNE 6<sup>TH</sup>

- 10:00 am Chartered Fishing Trip
- 11:00 am MaHPAC Golf
- 6:00 pm Vendor Fair / Silent Auction
- 7:00 pm Welcome Reception  
with heavy hors d'oeuvres

### THURSDAY, JUNE 7<sup>TH</sup>

- 7:30 pm 50<sup>th</sup> Anniversary Celebration Dinner  
The Embers featuring Craig Woolard

### FRIDAY, JUNE 8<sup>TH</sup>

- 8:00 am Buffet Breakfast
- 9:00 am Business Meeting, Awards &  
Speakers
- 12:30 pm Buffet Lunch

## Sponsorship Opportunities

### SPECIAL EVENT SPONSORSHIPS

50 <sup>th</sup> Anniversary Celebration Dinner	\$5,000
Annual Business Meeting & Lunch	\$5,000
Welcome Reception	\$3,000
Chartered Fishing Trip	\$1,000
MaHPAC Golf Beverage Cart	\$1,000
MaHPAC Golf Boxed Lunch	\$1,000
MaHPAC Golf Hole in One	\$500
MaHPAC Golf Hole	\$250

### GENERAL UNLIMITED SPONSORSHIPS

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



# INSURANCE COMMISSIONER'S COLUMN



Casey

## Detailed Installation Contracts Can Prevent Big Headaches

**H**ow important is a detailed, well-defined contract to your business? VERY IMPORTANT!

Historically, a handshake or verbal promise was all that was needed for a consumer transaction. However, while serving as the North Carolina Manufactured Housing Board Chairman, I have found a detailed contract is key to ensure excellence in the sale and set-up of a manufactured home, whether installed by a licensed set-up contractor or a dealer who is setting a home that they sold.

The North Carolina Housing Board is empowered by statute to receive and resolve complaints from buyers of manufactured homes regarding installation by licensed manufactured home set-up contractors. These complaints usually stem from state and federal regulation compliance issues related to the set-up contractor services.

When a complaint case is presented to the Board for review and resolution, it is imperative a detailed contract is in place between the consumer and contractor to arrive at a fair and equitable decision. The absence of a contract places the Board in the precarious position of weighing the verbal testimony of both the consumer and the contractor, which can be challenging.

In the past, the Board has received casual agreements on notebook paper, napkins, receipts and other means with vague and ambiguous language and terms. Advisably, contracts should be more formal and list what contract services are to be offered, including materials, permit requirements, a general time frame for services to be rendered and signed and dated by both parties. This will assist the Board and the Manufactured Building Division staff in its understanding of the agreement and rendering a fair and impartial decision in the event a complaint is filed. An unfavorable hearing determination could result in a claim against a set-up contractor's bond, fines, suspension or even revocation of their license.

The Board always endeavors to be fair and impartial. As a professional contractor, you can protect yourself and the public by conducting your business with detailed written contracts and/or agreements for manufactured home installation.

I appreciate the industry's contribution in providing safe and affordable housing options to the public. Please contact me or my staff if you have any questions. Thank you!

## STAN TAYLOR

A Towne Insurance Agency

MANUFACTURED HOUSING SPECIALIST	
<b>RETAILERS</b>	<b>MODULAR BUILDERS</b>
<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>	<ul style="list-style-type: none"><li>♦ Builders' Risk</li><li>♦ General Liability</li><li>♦ Modular Set-up Bonds</li></ul>
<b>COMMUNITY OWNERS</b>	<b>SERVICE/SET-UP CONTRACTORS</b>
<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>

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

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

## **President's Column** *(continued from page 3)*

first few years. Then, in the early '70s, the present system of collecting dues evolved, providing a firm financial foundation. This unique system, by which dues are added to the manufacturer's invoice and paid by the manufacturer, guaranteed NCMHA's future and is considered one of the most significant events in its history.

The industry came a long way in the first 25 years and NCMHA grew as well, providing members an organization for development of standards, improvement of public image and needed legislation. Tune in to the next issue of the North Carolina Manufactured and Modular Housing News for the rest of the story.

Bill McLucas, NCMHA President 2017/2018

### **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

## **NCMHA Fishing Report**



**Al Randall**  
CSL Financial, LLC

*Guess who  
is having  
cereal  
for dinner*



**Tonnie Prevatte**  
Prevatte's Home Sales

### **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 - February 3, 2018**

Doubletree Hotel  
Durham, NC

#### **ASHEVILLE - February 9, 2018**

Doubletree Biltmore  
Asheville, NC

#### **RALEIGH - March 3, 2018**

Doubletree Hotel  
Durham, NC

#### **CHARLOTTE - March 7, 2018**

Hampton Inn  
 Mooresville, NC

#### **ASHEVILLE - March 12, 2018**

Doubletree Biltmore  
Asheville, NC

#### **RALEIGH - April 7, 2018**

Doubletree Hotel  
Durham, NC

#### **ASHEVILLE - April 14, 2018**

Doubletree Biltmore  
Asheville, NC

*Note: All dates on calendar are tentative*

## Fannie Taps New Hampshire Law to Test 30-Year Loans for Manufactured Housing

By Brad Finkelstein Published October 27, 2017

**A** Fannie Mae program to offer 30-year financing for manufactured homes in New Hampshire could be a launching point for the government-sponsored enterprises to offer similar conforming loan terms nationwide.

The GSE is working with the New Hampshire Housing Finance Authority on the program and is available for manufactured housing located in a resident-owned community, or ROC.

The program takes advantage of a New Hampshire law that requires all manufactured homes, whether located on owned land, in an ROC or investor-owned park, to be titled as real property instead of chattel, said Patrick McCarthy, Fannie Mae vice president for community lending.

Interest rates and fees are typically lower for conforming loans than on chattel loans. Loans are available up to a 95% loan-to-value ratio with private mortgage insurance.

This program is similar to loans secured by an apartment in a co-operative, he said. “The residents own a share of their park, a share of their land,” said McCarthy. “They pay for the upkeep in a co-op-type structure.”

Since homes eligible for the financing are located in ROCs, Fannie Mae has a bit more comfort from a risk-management perspective, as the borrower is less likely to walk away if there is a problem.

“This mortgage captures all of that so that the lenders are willing to, and Fannie Mae is willing to, lend for 30 years on these manufactured homes,” said Ignatius Maclellan, managing director of the New Hampshire Housing Finance Authority’s homeownership division.

There is some unique documentation with these loans, Maclellan said. It includes “an agreement with the ROC that says they respect the mortgage and they’ll allow the lender to convey the property and convey the shares to the next owner if there happens to be a foreclosure,” he said. “We’re not looking forward to foreclosure, but when you think about risks, you want to make sure you get all those right.”

From a behavior perspective, the homeowner is more likely to plant a \$50 shrub because they know they are going to be there for the long term.

“The people know, ‘If I add a deck, if I pave my driveway, if I do a carport, if I improve it, it’s still mine and no landlord is going to tell me you’re out of here,’” Maclellan said.

The participating lenders can close and sell the loan to the New Hampshire HFA. Or they can broker the loan to the agency which has its own warehouse lines and can close in its own name. In either case, the agency then sells the loans to Fannie Mae.

There are 123 ROCs in New Hampshire, with 10 already approved by Fannie Mae and six to eight more expected to be approved in the near future. The New Hampshire HFA made a grant to the state’s Community Loan Fund to go out and help other ROCs get Fannie Mae approval.

The program can be adopted by other HFAs, but state laws might need to be changed for that to happen, McCarthy said.

But ROCs are just a tiny portion, 5%, of the 37,624 manufactured home communities nationwide, said Lesli Gooch, senior vice president of government and chief lobbyist for the Manufactured Housing Institute. So the organization is focused on making financing available to all individuals seeking to purchase a manufactured home, no matter how they are titled or where they are situated.

“We have been encouraging Fannie Mae and Freddie Mac to focus on creating a secondary market for chattel loans through their duty to serve obligation.”

Fannie Mae already makes loans secured by manufactured housing parks and “the natural next step for them is to move into the chattel space,” she said.

The New Hampshire program does not qualify for duty to serve credit because it started before 2018 but it does help Fannie Mae meet its affordable housing obligations, said McCarthy.

The GSEs are “dipping their toe a little bit in the water of looking at trying to understand chattel and we think that

*(continued on page 17)*



## Industry Pioneer Passes



Williams

It is with heavy hearts that we say goodbye to Industry pioneer Jesse Thomas "J.T." Williams who passed on Tuesday, December 12, 2017, at the age of 90. A native of Pitt County, J.T. graduated from Greenville High School and enlisted in the US Navy. After returning to Greenville he opened Reliable Plumbing and in 1961 established Azalea Mobile Homes, Inc. beginning a long and distinguished career in the manufactured housing industry. He was a founding member of the NC Manufactured Housing Institute now the NC Manufactured and Modular Homeowners Association, and served as the first secretary on the Board of Directors. He remained on the board for 25 years and was elected to serve as President of NCMHA from 1976 to 1978. In 1984, J.T. received the James E. Lavasque Award, the highest honor bestowed upon a NCMHA member and in 1993, he was inducted into the RV/MH Hall of Fame, located in Elkhart, Indiana. He served on the Scott Morton Educational Trust Fund Scholarship Board of Trustees from 1989 to 2000 and on July 12, 1991 the Association's membership dedicated and named its headquarters in J.T.'s honor. J.T. was a well known and revered advocate for the industry and the association for almost 50 years.

## SMET Fund Accepting 2018 Scholarships Applications

The NCMHA Scott Morton Educational Trust is accepting scholarship applications for 2018. Scholarships are awarded to the top applicants based on a combination of need and merit to graduating high school seniors; adults attending college, junior college or technical school; or to students with special educational gifts or needs. Awards are for one year, but scholarship recipients will be eligible for consideration for renewal if they make satisfactory progress in their studies. Scholarships will be limited to Undergraduate Studies Only. For an application packet with nomination form, download at [www.nc-mha.org](http://www.nc-mha.org), e-mail Bobbi Peterman at [bobbi@nc-mha.org](mailto:bobbi@nc-mha.org) or contact NCMHA at (919) 872-2740.

**Deadline for Applications: Friday, April 6<sup>th</sup>, 2018**

To be eligible for consideration an applicant MUST:

- be nominated by an employee of a NCMHA member firm and have a family member in the manufactured or modular housing industry
- have a 3.0 GPA or higher
- have graduated from high school within two years

## 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!

### **February 14, 2018**

Registered Housing Specialist Seminar and State Test  
Raleigh, NC

### **March 7, 2018**

NCMHA Board of Directors  
Raleigh, NC

### **March 14, 2018**

Registered Housing Specialist Seminar and State Test  
Raleigh, NC

### **April 11, 2018**

Registered Housing Specialist Seminar and State Test  
Raleigh, NC

### **May 2018 (Date TBD)**

NCMHA Legislative Day & Board of Directors  
Raleigh, NC

### **May 16, 2018**

Registered Housing Specialist Seminar and State Test  
Raleigh, NC

### **June 6 - 8, 2018**

Annual Meeting & 50<sup>th</sup> Anniversary Celebration  
Holiday Inn Resort,  
Wrightsville Beach, NC

### **June 20, 2018**

Registered Housing Specialist Seminar and State Test  
Raleigh, NC

# Q & A WITH FRANK GRAY, NCMHA LEGAL COUNSEL

## Back Taxes Due on Repossession?



Gray

**Q:** When a manufactured home is repossessed, are taxes due to the local government?

**A:** Yes. Property taxes must be paid on the home. A lender or lien holder seeking repossession must first apply for and receive a permit from the local county tax office. In order to get the permit, the lender must pay all property taxes due on the home. Often, local tax collectors will attempt to collect back taxes on the real estate and other property of the homeowner (boats, trailers, sheds, etc.). But state law is clear – the only taxes due are unpaid taxes on the home. G.S. 105-316.4

If you run into a problem on this issue, please contact the NCMHA office and we can assist you in explaining the law to the local tax office.



*Santa visits  
with the Board  
in Raleigh*



### USEFUL ADDRESSES & PHONE NUMBERS

#### **NCDOI OSFM - Manufactured Building**

Mailing Address: 1202 Mail Service Center, Raleigh, NC 27699  
Street Address: Albemarle Building, 325 N. Salisbury Street  
Phone: (919) 647-0000 or (800) 634-7854  
Website: [www.ncdoi.com/OSFM](http://www.ncdoi.com/OSFM)

#### **NC Department of Revenue**

Mailing Address: PO Box 871, Raleigh, NC 27602  
Phone: (919) 814-1006  
Website: [www.dornc.com](http://www.dornc.com)

#### **NCDOT - Division of Motor Vehicles**

Address: 1100 New Bern Ave., Raleigh, NC 27697  
Phone: (919) 861-3015  
Fax: (919) 733-0126  
Website: [www.ncdot.gov/dmv](http://www.ncdot.gov/dmv)

#### **NCDOT - Oversize/Overweight Permit Unit**

Mailing Address: 1561 Mail Service Center, Raleigh, NC 27699  
Phone: (919) 814-3701  
Fax: (919) 662-4320  
Website: [www.ncdot.gov](http://www.ncdot.gov)

To order permits:

Phone: (888) 222-8166 or (919) 814-3700

Single Trip Line: (888) 574-6683 Option 1

Single Trip Fax: (888) 222-8347 or (919) 662-4320

Annual Fax: (919) 662-4318

## Next Step and MHI Launch ForeverHome Story Campaign

LOUISVILLE, KY (November 15, 2017)

**N**ext Step Network launched a multimedia storytelling campaign focused on families living in high value, energy-efficient manufactured homes. “Too often, factory-built housing is unfairly stereotyped and stigmatized, unfairly casting the individuals and families that live in these homes,” said Stacey Epperson, president and founder of Next Step. “We are humbled by the stories of these homeowners that Next Step or our partners have had the privilege to work with, helping them purchase new, energy-efficient and affordable homes for themselves and their families.”

The multimedia campaign highlights 10 homeowners and families that have worked with Next Step, our nonprofit member organizations or our manufacturing partners to purchase their homes. Next Step Network members work with potential homebuyers to ensure that they have the education, tools and

resources they need to successfully finance, purchase and maintain their own home.

“This campaign is one way to show the quality, beauty and affordability of manufactured homes and the positive profile of residents living in a land-lease community,” said Dick Jennison, President and CEO of the Manufactured Housing Institute. Twenty-two million Americans live in manufactured homes across the country. The average sales price of a new manufactured home is \$70,600 – half the cost per square foot as a site-built home – and manufactured homes represent nine percent of new, single-family home starts. Eighty-one thousand homes were produced in 2016, with 34 percent of those placed in manufactured housing communities nationwide.

MHI provided Next Step with grant funding for the campaign, and Clayton Homes provided in-kind filming and production services. Cavco Industries and Champion Homes also provided

additional funding and support for the campaign.

All multimedia stories are available on Youtube. Next Step Network mobilizes a national network of nonprofits to provide affordable housing tailored to the needs of communities that they serve. Their system – Manufactured Housing Done Right® – connects responsible financing, comprehensive homebuyer education and delivery of high-quality, ENERGY STAR® manufactured homes at scale, creating a model that brings more value to the customer. Learn more at [www.nextstepus.org](http://www.nextstepus.org).

The Manufactured Housing Institute is the only national trade organization representing the factory-built housing industry. Its members come from all sectors of the manufactured and modular housing industries and include builders, lenders, home retailers, community owners and managers, suppliers, 50 affiliated state organizations and others associated with the industry.

### **Fannie Taps New Hampshire Law** *(continued from page 14)*

they need to move in that direction. Our hope would be is that this experience in New Hampshire would just move that process along,” said Gooch.

There are three MIs participating in the program: Genworth, National MI and MGIC. Genworth already insures loans securing manufactured homes titled as real property up to 95% LTV prior to this program with the New Hampshire HFA, said Sharon Netter, its risk customer relations manager. “From that perspective we have been comfortable insuring manufactured homes,” she said. And the company has long-standing partnerships with many HFAs, including New Hampshire, added Erika Martin, the director of customer experience and segment marketing.

The investor sets the insurance coverage level. Because these loans are being done through an HFA, there is 16% coverage of the losses if the mortgage is foreclosed upon, which means a lower premium for the borrower, Martin said. Standard coverage on a manufactured home is 30%, although it is 25% for loans originated through Freddie Mac Home Possible or Fannie Mae’s HomeReady programs.



## HUD Announces Wholesale Review of Manufactured Housing Rules

HUD No. 18-008

Brian Sullivan (202) 708-0685

FOR RELEASE Thursday, January 25, 2018

Public comment sought in effort to identify regulations that stifle affordable housing and job creation

WASHINGTON - The U.S. Department of Housing and Urban Development (HUD) today announced a top-to-bottom review of its manufactured housing rules as part of a broader effort to identify regulations that may be ineffective, overly burdensome, or excessively costly given the critical need for affordable housing. For the next 30 days, HUD is accepting public comments to identify existing or planned manufactured housing regulatory actions to assess their actual and potential compliance costs and whether those costs are justified against the backdrop of the nation's shortage of affordable housing. (Read HUD's notice <https://www.federalregister.gov/documents/2018/01/26/2018-01276>)

Shortly after taking office, the President issued Executive Order 13771 ("Reducing Regulation and Controlling Regulatory Costs"), directing federal agencies to identify or streamline regulations that are wasteful, inefficient or unnecessary. HUD Secretary Ben Carson quickly followed the President's Executive Order by charging the Department's Regulatory Review Task Force to identify HUD's existing rules that may inhibit job creation or

impose costs that exceed the public benefit.

Manufactured housing plays a vital role in meeting the nation's affordable housing needs, providing nearly 10 percent of the total single-family housing stock. It's estimated that more than 22 million American households reside in manufactured housing, particularly in rural areas where this form of housing represents an even greater share of occupied homes. The manufactured housing industry is also an important economic engine, accounting for approximately 35,000 jobs nationwide.

HUD's regulation of manufactured housing fulfills a critical role to ensure a fair and efficient market that supplies affordable housing for households of modest incomes and protecting consumers. HUD may adopt, revise, and interpret its manufactured housing rules based upon the public's comments it receives and the recommendations of the Manufactured Housing Consensus Committee, a statutory federal advisory committee comprised of producers or retailers of manufactured housing as well as consumers, residents and public officials.



**Clayton Managers meet  
for the holidays**



**Aaron Plumley, Clayton Asheboro,  
proudly snags 1<sup>st</sup> prize in the ugly  
Christmas sweater contest**

# STATISTICS

## HUD CODE Through November 2017

	Through NOVEMBER 2017		Through NOVEMBER 2016		% 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%

## 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!

## Through NOVEMBER 2017 Through NOVEMBER 2016

	Through NOVEMBER 2017		Through NOVEMBER 2016			% Change
	Shipments	Market Share	Shipments	Market Share	Rank	
1. Texas	15,735	18.4%	11,875	16.0%	1	32.5%
2. Florida	5,468	6.4%	5,025	6.8%	3	8.8%
3. Alabama	5,435	6.3%	3,359	4.5%	5	61.8%
4. Louisiana	5,366	6.3%	5,869	7.9%	2	-8.6%
5. Michigan	4,412	5.2%	3,508	4.7%	4	25.8%
6. North Carolina	3,555	4.2%	3,060	4.1%	6	16.2%
7. South Carolina	3,525	4.1%	2,821	3.8%	9	25.0%
8. Mississippi	3,395	4.0%	2,944	4.0%	7	15.3%
9. California	3,385	4.0%	2,904	3.9%	8	16.6%
10. Georgia	2,716	3.2%	2,330	3.1%	11	16.6%
TOTAL	52,992	61.9%	39,306	58.9%		21.3%



**2018  
NCMHA  
Directories  
are  
Here!**

Have you received yours?

If not please contact:

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

For the digital edition go to  
<http://www.nc-mha.org/>

## North Carolina Product Mix NOVEMBER 2017

Shipments			Production		
Single Section	Multi Section	Total Shipments	Single Section	Multi Section	Total Shipments
110	161	271	152	188	340

North Carolina	2016	2017	% Change
Home Production	320	340	6.3%
Home Shipments	239	271	13.4%

## NCMHA

PO Box 58648  
Raleigh, NC 27658-8648  
919.872.2740  
919.872.4826 fax  
www.nc-mha.org

PRESORTED  
STANDARD  
US POSTAGE  
**PAID**  
RALEIGH, NC  
PERMIT #2483

# A REVOLUTION IN MOBILE HOME HVAC.

- A/C and Split Heat Pumps featuring **AccuCharge®** are designed to meet 13 SEER -15 SEER applications
- Package Heat Pump and AC Systems that meet all HUD and modular applications
- Industry leading warranty with 1 Year Labor/10 Year Parts on condensers utilizing **AccuCharge®**
- Improved installation efficiency with **AccuCharge®** resulting in reduced time and labor costs for new system and change out installations
- Shipping available to the factory, dealer or installer
- **Revolv®** HVAC systems utilize **AccuCharge®** technology specifically engineered to meet the challenges of the manufactured housing industry



INDOOR COMFORT PRODUCTS  
**Revolv®**  
STYLECREST®

stylecrestinc.com • 800.945.4440