

North Carolina

MANUFACTURED AND MODULAR HOUSING NEWS

The official magazine of the NCMHA

VOL. 34 NO. 2



Snapshots of 2013 NCMHA Annual Meeting

New Board Members Elected at 2013 Annual Meeting

Congressman George Holding Takes Tour of Cavalier Homes in Nashville

The North Carolina Manufactured and Modular Housing News is published as a benefit of membership in NCMHA, 4911 Departure Drive, Raleigh, NC 27616

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For more information on the chapter in your area please contact the Association office at 919.872.2740.

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PRESIDENT'S COLUMN

I wanted to begin my column by thanking you all for electing me to serve as association president. I am very excited about working alongside a great group of people taking on the exciting challenges and opportunities that are important to all of us in this association.

As you know, we have a lot of issues that we, as an association, need to tackle on an annual basis. One of those issues we will be facing

this year is the increase in the state tax rate and cap on the maximum tax, which Brad Lovin will talk about in depth in his column on page 9. This increase is something that we, as an industry, have not had to face in over 30 years and it will greatly impact our industry and its members. However, I know that we will all get through it by working as a united front.

As we face these challenges, I am asking everyone to give of your time to our industry. Time spent helping our industry's causes is the equivalent of helping



DeSpain

your own business.

It takes all of us to make a successful association and the hard work and dedication of our members over the years has made us what we are today - one of the most respected state associations in the industry. The more our members participate at the state and local levels, the healthier our industry will be. Our efforts can build this industry and make it strong again, but it will require commitment and participation.

I am very proud of all the members that give their time to this association year after year. This year, I not only want to encourage the rest of the membership to get involved, but I also want to challenge those familiar faces that show up on a regular basis to encourage others to be involved as well. Sometimes we just need a little "peer pressure" to get us going!

I hope I can count on all of the association members to join me in our endeavors in the upcoming year. As I said earlier, I think this year will be full of exciting challenges and opportunities. With your help, it will be a year of building and growth. Please commit to your industry and your association. I promise you that together we can make our industry even stronger and more effective.

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Welcome New NCMHA Members

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Whiteville, NC

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PINE KNOLL MOBILE HOME PARK, LLC
Monroe, NC

Not All Business for Members at the 2013 NCMHA Annual Meeting in Raleigh



Scott Harker passes the gavel to Cliff DeSpain, NCMHA's President for 2013-2014.

NCMHA's 2013 Annual Meeting kicked off Tuesday evening June 11th at the Raleigh Marriott City Center with a Beer & BBQ Welcome Reception featuring photo opportunities with

featured guest Brittany York, Miss North Carolina USA 2011. Members socialized and networked while enjoying great food and engaging in good natured competition at Cornhole, Darts, Ping Pong and other games.

NEW BOARD ELECTED

The Business meeting Wednesday, June 12th began with members electing NCMHA's 2013/2014 Executive Committee and Board of Directors. Cliff DeSpain, Batchelor Supply, Inc. was elected to serve as President; Keith Miller, Future Homes as First Vice

NCMHA Board of Directors:

Retailer Representatives:

Mike Smith, Clayton Homes
Tom Vail, Castle Manufactured Homes, Inc.
Kent Suits, Suits Homes, Inc.

Finance & Insurance Representatives:

Dell Averette, Averette Insurance Agency, LLC
John Bowers, First Federal

Community Developer Representatives:

Luke Foster, Manufactured Housing Enterprises
Tim Masters, Sunny Side, LLC

Manufacturer Representatives:

Joe Earnhardt, Schult Homes, Inc.
Steve Collins, Fleetwood Homes
Jeff Mooring, Carolina Building Solutions

Service/Supplier Representatives:

Mark Tabert, Duke Energy Progress
Cindy Barringer, Patrick Industries, Inc.

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Modular Builders

- Builder's Risk
- General Liability
- Modular Set-up Bonds

Service/Set-Up Contractors

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- Toters
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- Bonds

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MHI Call for Entries for 2014 National Industry Awards

MHI is currently calling for entries for the 2014 National Industry Awards under the following categories: 2014 Land-Lease Community and Retail Sales Center of the Year; 2014 Manufactured & Modular Home Design.

The National Industry Awards are presented each year at the National Congress & Expo for Manufactured and Modular Housing, bringing recognition to the best manufactured home communities, and manufactured home retail sales centers in the country in addition to the industry leaders in best new home manufactured and modular home designs. This year, the Congress & Expo will be held April 29 - May 1, 2014 at Caesars Palace in Las Vegas.



Please visit MHI's website for more information: www.manufacturedhousing.org.

New Mortgage Product Can Help Increase Your Business *Help more customers with the N.C. Housing Finance Agency*

If you're looking to expand mortgage lending options for potential manufactured home buyers, the N.C. Home Advantage Mortgage™ program offers competitive rates and generous down payment assistance that helps more credit-worthy first-time and move up buyers. Created by the N.C. Housing Finance Agency, the program is offered through a statewide network of banks and mortgage lenders.

"We're pleased to offer an exciting new product that will help make homes more affordable for North Carolinians and could increase business for manufactured housing," said Bob Kucab, N.C. Housing Finance Agency's Executive Director.

The N.C. Home Advantage Mortgage™ program owes its flexibility to its financing: the program utilizes mortgage-backed securities. No tax payer or tax-exempt financing is used.

Qualified buyers can get

down payment assistance up to 3 percent of the loan amount at zero percent interest, making the N.C. Home Advantage Mortgage™ the only product in the state with this benefit. Buyers don't need to repay the down payment unless they sell, refinance or transfer their home. Even better, the loan is completely forgiven at 15 years (forgiven at a rate of 20 percent per year beginning in year 11).

Other key mortgage components of the program include:

- works with FHA, VA and/or USDA/Rural Development loans
- no sales price limits from N.C. Housing Finance Agency
- statewide income limit of \$85,000 (for qualifying buyer, not household)
- quick process – many closings within 48 hours!
- home must be in North Carolina and occupied within 60 days of closing
- applicants must be legal resi-

dents of the United States

- applicants' credit score must be 660 or higher.

The N.C. Home Advantage Mortgage™ program can also be combined with a Mortgage Credit Certificate (MCC) to make homes more affordable for first-time buyers and veterans with slightly lower incomes. The MCC is a tax credit that can reduce the home buyer's federal income tax liability up to \$2,000 per year for each and every year they occupy the home as their primary residence. (MCC income limits, sales price and other limitations apply, and move-up buyers other than veterans are not eligible.)

To learn more about the NC Home Advantage Mortgage™, contact Bill Hobbs, lender liaison, at bhobbs@nchfa.com or (919) 850-2779. You and your customers can find additional information at www.nchfa.com.

2013 North Carolina Legislative Session Update

The following is a wrap-up of the 2013 North Carolina Legislative Session:

HB 625-Zoning/Temporary Health Care Structure-This bill would exempt "temporary health care structures" from cities and counties zoning authority, when those structures are within an area zoned for single-family residential. A temporary health care structure is meant to allow an elderly or impaired person to live on the same property as the individual who is

his or her caregiver. It would allow a consumer, by right, to place these homes without having to go through a re-zoning process.

Update: The bill passed House and Senate Local Government Committee. It is eligible for next session.

HB 150- Zoning/Design and Aesthetic Controls-This bill would prohibit cities and counties from zoning/regulating design and aesthetic standards for homes built to the state building code. Originally the bill excluded modular

homes. We were able to get the bill amended on the House floor to include modular homes.

Update: The bill passed the House and the Senate Commerce Committee. Currently it is in the Senate Rules Committee and is eligible for next session.

HB 769- Zoning/Limit Manufactured Home Restrictions-This bill would prohibit counties from restricting the placement of manufactured homes in their zoning districts. It would allow the placement

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Duke Energy Progress Offers New Energy Efficient Incentive for New Homes

In January 2012, the NC Building Code Council launched the High Efficiency Residential Option (HERO), which is detailed in Appendix 4 of the 2012 NC Energy Conservation Code. The increased energy-efficiency measures of HERO are optional and have been

evaluated as the most cost-effective measures for achieving an additional 15 - 20% in energy efficiency beyond the code minimums. This voluntary "stretch" code is met by following either a specific Prescrip-

What is the HERS Index?

tive Path or a more flexible Performance Path. The Performance Path requires an energy cost analysis provided by a HERS Rater showing that the proposed home design has an annual energy cost less than or equal to the annual energy cost of the standard reference design.

The Home Energy Rating System (HERS) Index is incorporated into the Whole-House Incentive of our new program. The HERS Index is a scale for which expected home energy usage is measured and communicated. The lower the HERS Score, the lower the expected energy usage. By working with a certified RESNET Home Energy Rater, the home is given a score based on energy performance that deter-

mines the builder's incentive level. A HERS Index is also an effective tool for demonstrating the efficiency of the home to buyers and can be leveraged in communicating the true cost of ownership. For more information about the HERS Index, visit resnet.us/hers-index or contact a local HERS Rater.

How does the Heating and Cooling Energy Usage Limited Guarantee work?

Builders who meet or exceed 2012 HERO requirements can participate in a Limited Guarantee. (Homes in South Carolina must be built to HERO equivalent standards.) Each home in the program must receive a HERS Index Score verified by a certified HERS Rater and be mod-

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evaluated as the most cost-effective measures for achieving an additional 15 - 20% in energy efficiency beyond the code minimums. This voluntary "stretch" code is met by following either a specific Prescrip-

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Despite Warnings, Unlicensed Activity Continues in North Carolina

Over the past several years, staff members of the Department of Insurance's Manufactured Building Division and I have reminded people in the industry about the licensing responsibilities associated with being a manufactured home manufacturer, dealer, set-up contractor and salesperson. Unfortunately, we are finding that some individuals are not adhering to the licensing requirements outlined in Article 9A of Chapter 143 of the North Carolina General Statutes.



Goodwin

While a license may not seem important to some people, I assure you that it is more than a piece of paper to hang on the wall. It ensures a standard level of integrity, knowledge and professionalism across the board in North Carolina's manufactured building industry. As with other licensed professions, it is illegal to operate prior to officially receiving your license from the North Carolina Manufactured Housing Board. Would you want your surgeon to operate on you before receiving his or her medical license? I certainly wouldn't, and I doubt that you would either. Likewise, North Carolina citizens deserve only the highest standards when it comes to the purchase and set up of a manufactured home. These standards can be adhered to only by making sure the people with whom they do business are properly licensed.

By not following the proper licensing requirements for North Carolina, you are breaking the law. The consequences not only involve the North Carolina Manufactured Housing Board but could also extend to your local district attorney and court system involving criminal charges.

Salespeople operating without a valid license can create serious issues that extend beyond their own self interests. While these unlicensed salespeople are undoubtedly in the wrong, they are not the only ones who can face disciplinary actions; dealers also carry the responsibility of ensuring that their employees are properly licensed. If a dealer is found to have unlicensed salespeople on the payroll, his or her dealer license is in danger of being revoked. It is imperative that dealers require their salespeople to be licensed prior to employment. Furthermore, salespeople must remember that their license is only valid for a single dealer's lot. If they move to another lot location, they must apply for a new license or officially transfer their license.

During the past year, the Manufactured Building Division has experienced a surge in the number of people who are not licensed to act as set-up contractors and dealers, but who are selling three or more used homes and/or setting up those homes for unsuspecting owners. Anyone who is found to have been involved in unlicensed activity is subject to criminal charges that may result in their being fined or incarcerated. There have been two such cases in North Carolina during the past three years.

Although taking these measures is not pleasant for anyone, it is necessary to ensure fairness to the many honest and legally licensed people working in the manufactured housing industry. Unlicensed sales and set-

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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 course for a discounted membership price. For more information, contact Bobbi Peterman at 919.872.2740.

December 5, 2013

Doubletree Biltmore
Asheville, NC

December 7, 2013

Doubletree Hotel
Durham, NC

January 10, 2014

Hampton Inn
 Mooresville, NC

January 11, 2014

Doubletree Hotel
Durham, NC

February 6, 2014

Doubletree Biltmore
Asheville, NC

February 8, 2014

Doubletree Hotel
Durham, NC

Note: All dates on calendar are tentative.

NCMHA Shows Factory-Built Home at 2013 North Carolina State Fair in Raleigh

The manufactured home displayed by NCMHA at the 2013 North Carolina State Fair, in Raleigh, NC, once again, changed people's perceptions about factory-built housing.

Each year, the Regulatory Affairs Committee works on the project of placing a manufactured or modular house at the State Fair. Thousands of fairgoers have the chance to tour the home and find out more about the industry and its products. This project is the biggest public relations event that the association does during the year.

This year, the 1,568 sq. ft. manufactured home, produced by Clayton Homes, was placed in a prominent spot, near Gate 2, which made the home either a first or last stop for many fairgoers.

Over 40,000 people toured the house and were



given information about factory-built housing.

A special thanks to all of the companies that sponsored this project including: Clayton Homes-Oxford who provided the home; Clayton Homes (retail), Batchelor Supply, Inc., Exteria Building Products, Blevins Inc. and Duke Energy Progress.



The committee would also like to thank all of the individuals who gave up time to "man" the house during the 11 day event. The project would not have been a success without their help!



A list of consumers requesting information on factory built housing is available to members. Contact Dana Fox at 919.872.2740.

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EXECUTIVE DIRECTOR'S COLUMN

The manufactured housing industry has enjoyed the benefit of a favorable tax rate and a cap on the maximum tax for more than 30 years. NCMHA has successfully lobbied to protect this tax advantage through many legislative sessions.



Lovin

When the 2% tax with a \$300 cap was put into place, the combined state & local sales tax rate was 5.5%. So a homebuilder buying materials to construct a stick-built home would pay 5.5% on the cost of materials. Assuming materials are 50% of the cost of a home, this would be equivalent to a 2.75% rate on the full cost of the structure – without a cap.

Over the years, the General Assembly gradually increased the sales tax rate in increments to a high of 7.75%. The current rate is 6.75%. During all that time, NCMHA was able to keep the manufactured home rate the same, preserving and increasing our advantage.

In the early 1980s, Governor Hunt proposed the Highway Use Tax, 3% on all titled motor vehicles, which would have included manufactured homes. We went to the main bill sponsor, Sam Hunt, and made the case that manufactured homes do not run up and down the road every day like a car or truck and that we should be exempted from the 3% tax. He agreed and we were able to continue at the 2% rate plus \$300 cap.

What happened this year? It was not a specific attack on manufactured homes, but rather a broad based “tax reform” effort by legislative leaders. They did not single out our industry, but tried to make the entire system fairer. They reduced personal and corporate income tax rates, eliminated the estate tax, and streamlined the sales tax system.

When legislators and legislative staff looked at the sales tax system, what quickly sticks out is that there are different rates for different products. Some have caps and some do not. Ours is one of the lowest rates and we have the lowest cap. So we were included in the package of changes.

We were not singled out. The sales tax on movie tickets and the charge to attend other entertainment venues was increased from 3% to 6.75%. Tax on the power companies’ sale of electricity was increased from 3% to 6.75%. The retail merchants lost their “back to school” sales tax holiday making August 2013 the last one. There is no doubt that legislators are not through with this effort, and the sales tax on other items will be visited next year.

The General Assembly did not take us up to the combined state and local rate of 6.75%. The increase is “only” to the state rate of 4.75%. Our challenge now will be to show the effect of this change and get it adjusted to a more reasonable rate.

Meanwhile, many of you have contacted NCMHA regarding how the Department of Revenue will interpret this new change, what is included in the sales tax and specifics on the transition to the new rate. Several weeks ago NCMHA staff, legal counsel, and members met with the Director of the Sales and Use Tax division of the Department of Revenue. We addressed these questions and others asking for clarification and interpretation. We are currently awaiting a response from the Department of Revenue and will keep you updated as we receive information.

Calendar of Events

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

November 20, 2013

Registered Housing
Specialist Seminar and State Test
Raleigh, NC

December 11, 2013

Registered Housing
Specialist Seminar and State Test
Raleigh, NC

December 12, 2013

NCMHA Board of Directors Meeting
Raleigh, NC

March 20, 2014

NCMHA Board of Directors Meeting
Raleigh, NC

May 2014

NCMHA Legislative Day
Raleigh, NC

June 4-5, 2014

NCMHA Annual Meeting
Grandover Resort and
Conference Center
Greensboro, NC

June 4, 2014

MaHPAC Golf Tournament
Grandover Resort and
Conference Center
Greensboro, NC

October 16-26, 2014

NC State Fair
Raleigh, NC

ANNUAL MEETING 2013

Many thanks to all the companies that made our meeting such a success!

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SPECIAL EVENT

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Holmes Building Systems, LLC
Johnson & Johnson, Inc.
Manis Custom Builders/Crestline Custom Builders
Nationwide Custom Homes
Parrish Manor
Senco Brands, Inc.
Towne Insurance
Triad Financial Services, Inc.
US Bank Manufactured Housing Finance

BRONZE LEVEL

DRA Living
Haylor, Freyer & Coon, Inc.
RBC Wealth Management





For more photos, visit our website at www.nc-mha.org

2013 NCMHA ANNUAL MEETING WRAP UP *continued from page 4*

President; Paige Janey, Clayton Homes as Second Vice President; Tony Prevatte, Prevatte's Home Sales Inc. as Treasurer, Bill McClucas, R-Anell Housing Group, LLC as Secretary; and Immediate Past President Scott Harker, Lone Oak Rentals, LLC will continue to serve

on the Executive Committee. Retailer Representatives, Mike Smith and Tom Vail, Finance Representative John Bowers and Community Developer Representative Tim Masters were elected for a second term on the Board. Three new members were elected to this year's

Board to fill seats vacated by members who completed a second term, Steve Collins, Fleetwood Homes as Manufacturer Representative (HUD), Jeff Mooring, Carolina Building Solutions as Manufacturer Representative (MOD) and Cindy Barringer, Patrick Industries, Inc. as Service Supplier Representative.



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- Ashley

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- Brent

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- Tom

"I like the flexibility of my hours and the good pay to support my family"
- Justin



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AWARDS

The Election of the new Board was followed by NCMHA recognizing outstanding members with a variety of annual awards.

Former Deputy Insurance Commissioner Dascheil Propes



Mike Smith accepts the NCMHA Rollan Jones Member of the Year Award from Scott Harker.

was honored with the prestigious LaVasque Award, the highest honor bestowed upon a member of NCMHA (see page 14). Tim Bradley, Senior Deputy Commissioner of Insurance/Assistant State Fire Marshall was presented with the Steve Zamiara Excellence in Government Award (see page 15). Mike Smith was named Rollan Jones Member of the Year for demonstrating outstanding service to NCMHA and the industry during the past year. DRA Living Inc. and Oakwood Homes were named Independent and Multi-lot Retailer of the Year respectively, for demonstrating a

commitment to professionalism and to educating consumers and elected officials about the manufactured and modular housing industry, as well as consistently supporting NCMHA and the industry as a whole.

SPEAKERS

Following the awards presentation attendees received an update from our primary industry regulator, North Carolina Department of Insurance Commissioner Wayne Goodwin and then enjoyed an entertaining and informative presentation by Elliot Eisenberg, PH.D., a nationally acclaimed economist and public speaker.

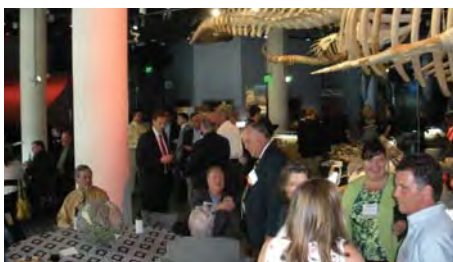


Elliot Eisenberg, PH.D. presents his information to attendees.

Members then enjoyed a buffet lunch and headed out to the Legislative Building to visit their local legislators and educate them

LEGISLATIVE VISITS/RECEPTION

Members then enjoyed a buffet lunch and headed out to the Legislative Building to visit their local legislators and educate them



Members have a chance to speak with their legislators at the Legislative Reception.

about our industry. Wednesday evening NCMHA hosted a legislative reception for legislators and



President Cliff DeSpain is joined by Secretary of State Elaine Marshall and NCDOI Commissioner Wayne Goodwin at NCMHA's 2013 Legislative Reception at the NC Museum of Natural Sciences.

members at the Nature Research Center wing of the North Carolina Museum of Natural Sciences. Attendees were treated to delicious food and a 40 foot powerpoint presentation displayed on the Daily



NCMHA Past Presidents Chris Parrish, Russell Duncan & Dell Averette pose with Senator Andrew Brock and Stumpy the Whale at the Museum's Nature Research Center.

Planet and designed to educate legislators on who NCMHA represents and the industry in general.

Thank you from NCMHA to all the members and sponsors who supported the Annual Meeting and Legislative Reception and once again made it a success. Congratulations to the award winners and the new 2013/2014 Board of Directors.

COMMISSIONER'S COLUMN

continued from page 7

up of manufactured homes, in many cases, brings animosity among homeowners, especially when their homes are not up to a standard that would be expected from a licensed dealer or set-up contractor. Unlicensed activity causes an erosion of the fair market value for manufactured homes and their installation.

In addition, it's important to remember that licenses for manufactured housing manufacturers, dealers, set-up contractors and salespeople must be renewed annually by June 30.

I have instructed my inspectors to pay close attention to any report of unlicensed activity, particularly sales and set-up contractors' activity in North Carolina. Strong action will be taken against those who do not comply with the law. There is no excuse for anyone not to follow proper licensing regulations. I urge you to report any unlicensed activity to the Manufactured Building Division. As always, I appreciate those of you who respect the licensing laws of our state. I hope that you will help our Department of Insurance make licensing a priority. As always, if you have questions about specific licensing requirements or need assistance with other related issues, contact the Manufactured Building Division at 919-661-5880.

Former Chief Deputy Insurance Commissioner Honored with Prestigious LaVasque Award at 2013 Annual Meeting

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, Dascheil Propes joined the distinguished list of the LaVasque award recipients in tribute to his many years in the industry. Propes began his career with the North Carolina Department of Insurance in 1971 as a policy and rate analyst trainee in its Property & Casualty Division shortly after graduating from the University of North Carolina - Chapel Hill with a

bachelor of science degree in business administration. He moved through the ranks at the department, serving as a policy and rate analyst in the Consumer Services Division, then becoming Senior Deputy of the Safety Service Group in 1987. In 1994, he was named the Chief Deputy Insurance Commissioner under Insurance Commissioner Jim Long, a position he held until 2004. While in this position, Propes always treated the industry fairly. He was open to hear the industry's side of the story and supported our industry because he understood the important role factory built housing plays in providing quality housing options for many North Carolinians. Whenever manufactures, retailers, and set-up contractors went before the regulating Board, they always knew that they would be treated fairly, honestly, and would get a common sense approach to any issue before the Board. Most importantly, he supported the industry and wanted



Dascheil Propes (right) accepts the LaVasque Award from the 2012 recipient, Chris Parrish (left).

to see it succeed.

Since leaving the Department of Insurance he has continued his service to the industry in the private sector by serving as the Vice President of Sales at Johnson & Johnson Insurance Company. A company that provides many insurance products to the factory built housing industry and routinely supports the NCMHA through sponsorships and participating in our advocacy efforts.

GIVE TO THE SCOTT MORTON EDUCATIONAL TRUST TODAY!

We all know how tough the economy is, but in these times that it is even more important to give!

When debating about where to invest your hard earned money, think about giving 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 at 1.800.849.6311 or e-mail bobbi@nc-mha.org.

LEGISLATIVE UPDATE *continued from page 5*

of manufactured homes in any area within the county that is zoned single-family residential use. *UpUpU Update: The bill passed House on 4-30-13. It has now been sent to the Senate for consideration.*

HB 410-Cancel Title to Manufactured Home-This bill is being pushed by the title insurance companies and would allow the Division of Motor Vehicles to cancel a title when the person requesting the cancellation does not have the

certificate of title. We discussed this bill in the last Regulatory Affairs Committee.

Update: This bill has been signed into law.

HB 998- Tax Reform and Reduction Act-This bill is an act to simplify the North Carolina tax structure and reduce individual and business tax rates.

Update: New tax structure for HUD and Mod homes is 4.75% effective January 1, 2014

Senior Deputy Commissioner of Insurance Receives Steve Zamiara Excellence in Government Award

Tim Bradley, Senior Deputy Commissioner of Insurance /Assistant State Fire Marshall was presented the Steve Zamiara Excellence in Government award for his determination, commitment and untiring efforts and support of the manufactured and modular housing industry in North Carolina.

The award was created in honor of former NCMHA Executive Director, Steve Zamiara, because of the work that he did for the industry in the public as well as the private sector. The award honors public servants that have demonstrated leadership, commitment

and dedication to the manufactured and modular housing industry. Qualifications for the award include being: an elected/appointed official; a strong supporter of the manufactured/modular industry; a person of strong moral ethics; a leader in their respected field; selfless on behalf of the people they represent; committed to forging a positive relationship with industry members; understanding of the role of having a public and private relationship and; a person that works on behalf of the industry on an important issue affecting NCMHA members.



Tim Bradley accepts the Steve Zamiara Excellence in Government Award from Scott Harker.

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MaHPAC Conducts Three Successful Fundraisers

This year, the Manufactured Housing Political Action Committee held three successful events to help raise much needed money.

The first fundraiser was MaHPAC's Annual Golf Tournament, which was held the day after NCMHA's Annual Meeting at the Lonnie Poole Golf Course on the award winning NC State Centennial Campus in Raleigh. Though it was a "little" warm, a great time was had by all and MaHPAC netted an additional \$1,494 to add to its coffers. Cash prizes were awarded to the 1st place team of Jim Brafford,



MaHPAC Golf Tournament-1st place team



MaHPAC Golf Tournament-2nd place team



MaHPAC Golf Tournament-Last place team

Craig Sturdivant, Mike Johnson and Mark Celedonia as well the 2nd place team of Billy Owens, Cameron Colvin, Ray Merritt and Jody Morris. Mark Celedonia & Craig Sturdivant received Dick's gift cards for the Closest to the Hole and Longest Drive prizes. And let's not forget the lovely trophies awarded to last place winners John Bowers, Steve Galloway, Ken Drachman and Tim Cavanaugh. Thank you to all the golfers who supported the tournament and we hope to see you at the Grandover next year!

The committee also held a raffle for a 2004 GEM E825 (Global Electric MotorCar). Eight hundred and eighty-six tickets were sold between February and June and the winning ticket held by Marilyn Prevatte was drawn on June 12th at the NCMHA Annual Meeting. All of the hard work selling tickets paid off with a \$5,860 increase in the MaHPAC fund balance. Thanks to all who participated and supported MaHPAC both buying and selling tickets!!



NCIRG Members pose with their trophy.

The third MaHPAC fundraiser was spearheaded by the NC Independent Retailers Group (NCIRG) who, for the second year, challenged the multi-lot retailers across North Carolina in a friendly competition to see who could raise the most money for MaHPAC.

The Independent Retailers won the challenge with a grand total of \$3,350. Multi-lot retailers also made a sizeable contribution of \$1,475. Thanks to everyone who gave of their time and money and for finding a fun way to raise money for such an important cause!

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!

Congressman George Holding Takes Tour of Cavalier Homes in Nashville

On Tuesday, September 24, 2013, Congressman George Holding attended a plant tour at Cavalier Homes in Nashville, NC. The purpose of the tour was to educate him about the factory-built housing industry, learn more about how the homes are made and encourage his support.

After the tour, the Congressman signed on as a co-sponsor of the Preserving Access to Manufactured Housing Act (H.R. 1779). This legislation would protect the availability of financing for affordable manufactured housing, a critical resource for nearly nine million low- and moderate-income families across the country.



ENERGY EFFICIENT INCENTIVE

continued from page 6

eled using REM/Rate™ software to calculate the heating and cooling energy usage that the home should use during an average weather year. The home will then be assigned a maximum annual heating and cooling energy usage amount and an estimated annual heating and cooling cost. The Limited Guarantee provides builders with an effective means of marketing their homes' energy efficiency to prospective buyers.

The Limited Guarantee is only applicable to the initial homeowner and will apply for three years from registration. Should a customer's heating and cooling energy usage exceed the stated Limited Guarantee after 12 months following the completion of the first billing cycle, and if all conditions have been met, the customer will be eligible to receive a payment for the amount that exceeds the Limited Guarantee. (Duke Energy Progress party administrator to manage and financially back the Limited Guarantee.)

Get detailed steps of how to receive these valuable incentives at duke-energy.com/jnewhomes.

Happy Holidays

from the NCMHA
Board of Directors
and Staff!

The Scott Morton Educational Trust was established in 1988 in the memory of former NCMHA Executive Director, Patsy Morton Rumbley's son, Scott who was killed in a tragic dirt bike

accident. His love of life, family, friends and faith in the future is the spirit in which this trust is formed.

The Trust supports the pursuit of higher education by awarding annual cash stipends to grad-

uating high school seniors, adults attending college, junior college or technical school, or students with special educational gifts or needs.

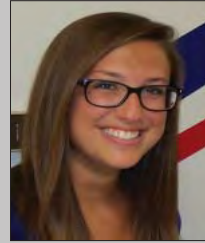
Nineteen students were chosen for this year's recipients:



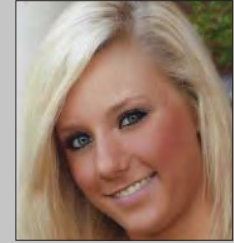
Sarah Conner
Campbell University



Katherine Jessup
NC State University



Emily Leary
East Carolina University



MacKenzie McGee
NC State University



Madison McGee
Johnston County Community College



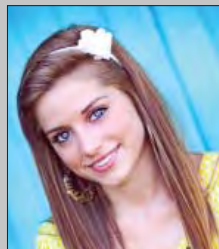
Paige Norwood
Johnson & Wales University



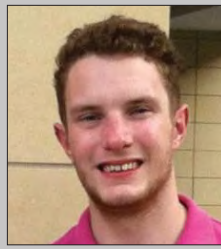
Elizabeth Rand
Presbyterian College



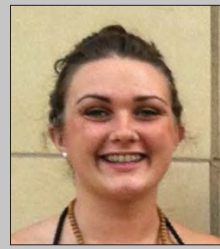
Matthew Russell
UNC Wilmington



Jordan Thompson
Appalachian State University



Matthew Turpin
UNC Asheville



Martha Turpin
UNC Asheville



Hunter Whitman
Clemson University

Not Pictured:

Samuel Barrett-*Millsaps College*
Chaney Dedmon-*NC State University*
Robert Godwin-*Johnston Community College*

Haley Leek-*Savannah College Art & Design*
Chandler Nunn-*NC State University*
Cameron Perry-*Elizabeth City State University*

Stephen Stewart-*Campbell University*

STATISTICS

HUD CODE August 2013

	Through August 2013		Through August 2012		Percentage Change
	Shipments	Market Share	Shipments	Market Share	
New England	585	1.5%	571	1.5%	2.5%
Middle Atlantic	1,941	4.9%	2,090	5.6%	-7.1%
East North Central	3,159	7.9%	2,824	7.5%	11.9%
West North Central	2,201	5.5%	2,703	7.2%	-18.6%
South Atlantic	7,632	19.2%	7,091	18.9%	7.6%
East South Central	5,912	14.9%	5,610	15.0%	5.4%
West South Central	12,944	32.6%	11,845	31.6%	9.3%
Mountain	2,728	6.9%	2,754	7.3%	-0.9%
Pacific	2,343	5.9%	1,739	4.6%	34.7%

	Through August 2013		Through August 2012			Percentage Change
	Shipments	Market Share	Shipments	Market Share	Rank	
1. Texas	7,836	19.7%	6,977	18.6%	1	12.3%
2. Louisiana	2,974	7.5%	2,782	7.4%	2	6.9%
3. Florida	1,926	4.8%	1,750	4.7%	3	10.1%
4. North Carolina	1,717	4.3%	1,584	4.2%	4	8.4%
5. Alabama	1,660	4.2%	1,568	4.2%	5	5.9%
6. Mississippi	1,608	4.0%	1,328	3.5%	7	21.1%
7. Kentucky	1,468	3.7%	1,532	4.1%	6	-4.2%
8. California	1,407	3.5%	1,049	2.8%	11	34.1%
9. South Carolina	1,329	3.3%	1,187	3.2%	8	12.0%
10. Tennessee	1,176	3.0%	1,182	3.2%	9	-0.5%
	23,101	58.1%	20,939	55.8%		10.3%

North Carolina Product Mix August 2013

Shipments			Production		
Single-Section	Multi-Section	Total Shipments	Single-Section	Multi-Section	Total Shipments
104	150	254	112	149	261

North Carolina	2012	2013	% Change
Home Production	257	261	1.6%
Home Shipments	220	254	15.5%

MODULAR 2nd Quarter 2013

Shipments of Modular Homes by State Ranked from Highest to Lowest 2nd Quarter 2013

	Modular Shipments	% of Total
Pennsylvania	420	10.9%
New York	389	10.1%
North Carolina	348	9.1%
North Dakota	263	6.9%
Virginia	251	6.5%
Iowa	149	3.9%
New Jersey	128	3.3%
Ohio	116	3.0%
Massachusetts	108	2.8%
Texas	98	2.6%
Montana	95	2.5%
Illinois	88	2.3%
Minnesota	82	2.1%
Maryland	81	2.1%
Maine	79	2.1%
Michigan	78	2.0%
South Dakota	73	1.9%
Indiana	71	1.8%
Florida	70	1.8%
West Virginia	70	1.8%
Nebraska	59	1.5%
Wisconsin	56	1.5%
Tennessee	55	1.4%
South Carolina	52	1.4%
Connecticut	48	1.3%
Delaware	47	1.2%
Louisiana	46	1.2%
Colorado	45	1.2%
Vermont	32	0.8%
Missouri	28	0.7%
Alabama	14	0.4%

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