

North Carolina

MANUFACTURED HOUSING NEWS

The official magazine of the NCMHA

VOL. 31 NO. 2



Snapshots of NCMHA Annual Meeting 2010

NCMHA Members Meet with US House and Senate Representatives in DC

NCMHA Awards Recognize Outstanding Members

The official magazine of NCMHA

The North Carolina Manufactured Housing News is published 4 times a year as a benefit of membership in NCMHA, 4911 Departure Drive, Raleigh, NC 27616

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Western: Counties Served: Ashe, Avery, Buncombe, Henderson, Jackson, Macon, Madison, McDowell, Mitchell, Rutherford, Swain, Transylvania, Watauga, Yancey

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

As this long, hot summer draws to a close, we, as an association start our year with a new Board of Directors and Executive Committee. I wanted to begin by thanking you for electing me to serve as your president. I am very excited about working alongside a great group of people dealing with issues that are important to all of us in this association.



Holmes

ness.

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.

We already have assurances from many of you to serve on one or more of our committees. 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 help 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. Our industry can do a lot for the people of North Carolina, but we need to be given the chance to prove it. No one will just give us the chance; we will have to create our own opportunities. We can't create opportunities without the help of our members.

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.

With that said, we have a lot of work ahead of us! As you all know, we have some very exciting and tough challenges to face as we all continue to forge ahead in this floundering economy. 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 in 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.

Welcome New NCMHA Members

The following members have been approved by the Board of Directors since the last issue of The North Carolina Manufactured Housing News.

AGGREY & WENDY BIGOLA
Concord, NC

AMERICAN CREDIT FINANCIAL
Wilmington, NC

CONNEXION TECHNOLOGIES
Cary, NC

JIMMY O. MAULDIN, CPA
Whiteville, NC

MILES & ASSOCIATES
Salisbury, NC

VANDERBILT MORTGAGE & FINANCE INC. A DIVISION OF CLAYTON HOMES, INC.
Maryville, TN

Jim Holmes Elected NCMHA President at 2010 Annual Meeting



Jim Holmes succeeds Bobby Sauls as the 2010-11 NCMHA President.

Jim Holmes, Holmes Building Systems, LLC, Robbins, NC has been elected to serve as the president of NCMHA for 2010-11. Holmes, elected at the 2010 NCMHA

Annual Meeting in Greenboro, NC, succeeds Bobby Sauls, Designer Homes, Charlotte, NC.

The rest of the executive committee members are as follows: Vito Montaperto, Dana Hill Community, First Vice President; Scott Harker, Lone Oak Rentals, LLC, Second Vice President; Cliff DeSpain, Batchelor Supply, Inc., Treasurer; Keith Miller, Keith Miller Investments Inc., Secretary. Immediate Past President Bobby Sauls continues to serve on the board.

Elections were also held to appoint representatives to the Board of Directors. Two new mem-

2010-2011 NCMHA Board of Directors:

Retail Representatives:

Joe Belcher, Clayton Homes
vacant
Tony Prevatte, Prevatte's Home Sales, Inc.

Finance & Insurance Representatives:

Dell Averette, Stan Taylor Insurance Agency
Al Randall, First Federal

Community Developer Representatives:

David Rand, DRA Living, Inc.
Tim Masters, Sunny Side, LLC

Manufacturer Representatives:

Bill McLucas, R-Anell Housing Group, LLC
Billy Owens, Cavalier Homes, Inc.
Joe Earnhardt, Schult Homes, Inc.

Service/Supplier Representatives:

Gary Andrews, Progress Energy Carolinas
Jerry Brewer, Senco Brands Inc.

Installation Contractor:

Butch Brummitt, John Foster Homes, Inc.

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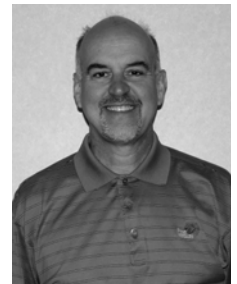
NCMHA Board Member Receives Inaugural James L. Clayton Award

Clayton Homes recently announced that Joe Belcher has been named the inaugural winner of the James L. Clayton Award. Belcher, who has been with the company for 25 years, is currently serving as a Zone Sales Manager.

The James L. Clayton Award represents the absolute pinnacle of personal recognition for career contributions to the well being of Clayton Homes. The award bears the treasured name of Clayton Homes founder, James L. Clayton, whose entrepreneurial drive and insatiable demand for excellence have become legendary.

Belcher joined the company in 1985 and has served in numerous roles such as Zone Vice President and Regional Manager. He also serves as a member of the Board for the NCMHA.

"I am humbled because of the respect I have for the leadership in this company. It is a great accomplishment to be chosen from among thousands of hard



Belcher

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NCMHA Members Meet with US House and Senate Representatives in DC



House Passes Home Energy Star Retrofit Act of 2010

In May, the House passed the Home Star Energy Retrofit Act of 2010 (HR 5019) which includes \$600 million to replace pre-national code mobile homes with ENERGY STAR manufactured and modular homes. The bill is similar to a proposal by Senator Jon Tester's (D-MT) legislation, The Energy Efficient Manufactured Housing Act of 2009 (S. 1320). The Senate is expected to move the legislation forward when they return from their August recess.

Both bills attempt to close the gap between the cost of the new home and the homeowner's income limitations. In 2007, the median income for households living in pre-code homes was \$24,000, compared with \$58,000 for the median income of households living in single-fam-

ily detached structures.



The legislation:

- Provides \$7,500 for down payment assistance to low-income homeowners to replace their outdated mobile homes with ENERGY STAR homes.
- Provides \$2,500 to cover the cost of decommissioning, removing and recycling the old home.

- Permits replacement of sub-standard mobile homes with ENERGY STAR homes as an eligible use of up to \$6,500 of the American Recovery and Renewal Act Weatherization Assistance Program funds (Senate bill only). Current law forbids weatherization funds from being used for replacement.

The Senate language has stronger buyer protections, requiring that buyers own the land or have at least a ten-year land lease. This proposal creates jobs, conserves energy and provides affordable quality housing with opportunities for asset appreciation for the buyer.

NCMHA Awards Recognize Outstanding Members

In 2003, four membership awards were developed to recognize the outstanding achievements of NCMHA members. Members from across the state sent in their applications to be considered as Member of the Year, Chapter of the Year, Independent and Multi-Lot Retailer of the Year. The winners were chosen from a non-partisan group of judges. The following are the winners of this year's awards.

NCMHA Chapter of the Year-Western Manufactured Housing Association, Asheville, NC

The Chapter of the Year award was created to recognize one chapter of NCMHA that demonstrated excellence in promoting the manufactured and modular housing industry in its respective region for 2009/2010. They have demonstrated a commitment in increasing membership, been involved in regional grassroots initiatives, actively supported NCMHA and made efforts to promote and educate consumers and elected officials about the manufactured and modular housing industry.

NCMHA Rollan Jones Member of the Year-Tom Christ

The Member of the Year award was created in memory of Rollan Jones, founder of R-Anell Housing Group, who died in a plane crash on May 29, 2002. He was widely known as one of the pioneers in the manufactured housing industry, a founding member and past president of NCMHA, a James E. LaVasque Award recipient and served on the MHI Board of Directors for 10 years. His accomplishments as an industry innovator and leader in the manufactured housing industry were nationally recognized with his induction into the Hall of Fame in 1994. His vision and determination were



From top left: Tom Christ accepts the Chapter of the Year Award; Bobby Alberts accepts the Multi-lot Retailer of the Year Award; Tony Prevatte accepts the Independent Retailer of the Year Award; and Tom Christ accepts the Member of the Year award.

contributing factors to the growth of manufactured housing, always pushing forward in what could be accomplished and knowing that we as an industry could play a growing role in America's housing marketplace. It is in that spirit that this award was presented to Tom Christ who demonstrated outstanding service to NCMHA and the industry during the past year.

NCMHA Independent Retailer of the Year-Prevatte's Home Sales, Inc.

The Independent Retailer award was created to recognize one independent retail lot from the state for demonstrating a commitment to professionalism and to educating consumers and elected officials about the manufactured and modular housing industry. Prevatte Home Sale's team consistently shows involvement in serving NCMHA, the triangle community, and the industry as a whole. To qualify as an independent retailer nominee, the retailer must operate

2 or less sales centers within North Carolina.

NCMHA Multi-Lot Retailer of the Year-Clayton Homes of Shallotte

The Multi-Lot Retailer award was created to recognize one sales center affiliated with a multi-lot operation for demonstrating a commitment to professionalism and to educate consumers and elected officials about the manufactured housing industry.

The Clayton Homes in Shallotte shows consistent involvement in serving NCMHA, the community of Shallotte and the industry as a whole. To qualify as a multi-lot retailer nominee, the retail company must operate 3 or more sales centers in North Carolina.

President's Award

Bobby Sauls presented the 2009-2010 President's Award to Dennis Jones in appreciation of his continued dedication to NCMHA and personal commitment to its high professional and ethical standards.

Licensure is Important for the Protection of the Consumer and the Integrity of the Manufactured Housing Industry

With the license renewal period now behind us, the Manufactured Building Division and I would like to thank all of you who renewed your license on time. Now is a good time to, again, remind everyone of the importance of licensure and the penalty that can result from failure to procure a license before commencing work in the manufactured building industry.



Goodwin

As such, it is unlawful for any manufactured home manufacturer, dealer, salesperson or set-up contractor to engage in the manufactured home business without first obtaining a license from the North Carolina Manufactured Housing Board. This is true for new applicants as well as the renewals for current year licensees.

While a license may not seem important to some people in the industry, I assure you that it is more than a piece of paper to hang on the wall. It ensures a standard level of knowledge and practice across the board in North Carolina's manufactured building industry. As with other licensed professions, it is illegal to operate prior to actually receiving your license; would you want a pilot to operate the airplane you are on before receiving his or her pilot's license? I certainly wouldn't, and I doubt that you would either.

When someone doesn't follow the proper licensing requirements for this state, they are breaking the law, and the consequences not only involve the North Carolina Manufactured Housing Board, but could also extend to the local district attorney and court system.

During the past year, we have seen an increase in the number of persons engaging in unlicensed activity. Thanks to the help of local inspectors and members of the manufactured housing industry, we have found some dealers, salespersons and set-up contractors working without a valid license. Whether the reason is because of the slow economy, a renewal oversight, ignorance, or the outright disregard of the law, all can be charged with a Class I misdemeanor, if they are working without a current valid license.

Dealers who buy, sell, offer or display for sale more than three manufactured homes in a 12 month period must be licensed. Persons who are not licensed as a set-up contractor or dealer cannot set-up or advertise services for the set-up of a manufactured home without a license. The same requirement for licensure is true for salespersons. Dealers also carry the

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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.

October 2, 2010

Hilton/RTP
Durham, NC

October 5, 2010

Hampton Inn/Mooresville
Mooresville, NC

October 9, 2010

DoubleTree Biltmore
Asheville, NC

November 6, 2010

Hilton/RTP
Durham, NC

November 9, 2010

Hampton Inn/Mooresville
Mooresville, NC

Note: All dates on calendar are tentative.

Clearing Up Confusion Over FEMA Foundation Designs

By Joe Sadler, P.E., NC Department of Insurance, Manufactured Building Division

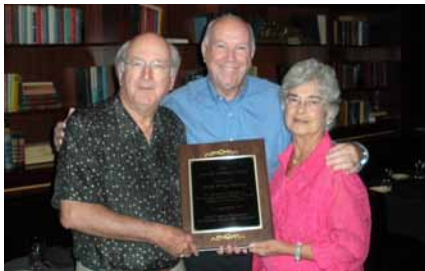
There has been some confusion over the years regarding the two FEMA foundation designs for manufactured home installations in flood hazard areas designed by Avolis Engineering, PA. The original FEMA foundation plan, dated July 13, 1993, was prepared for the North Carolina Manufactured Housing Institute. This design was based upon the old wind loading requirements of the Federal Manufactured Housing Construction and Safety Standards in which there were only two wind zones, Wind Zone 1, non-hurricane resistive and Wind Zone 2, hurricane resistive. In 1994, the wind loading requirements in the Federal Manufactured Housing Construction and

Safety Standards were revised to a three wind zone system, Wind Zones 1, 2 and 3. In 1995, the North Carolina Manufactured Housing Institute had Avolis Engineering revise the old FEMA design resulting in a new FEMA design, dated December 5, 1995, to meet the specific requirements for new Wind Zone 2 and Wind Zone 3 flood hazard installations. Kevin Avolis, PE, the Engineer of Record of both of these FEMA designs, has indicated to this office that the old July 13, 1993 FEMA design was superseded by the new December 5, 1995 design and should no longer be used for setting up manufactured homes in flood prone areas. Based upon this information and due to the confu-

sion between the two designs, all manufactured homes to be installed in a flood hazard area which are issued a building permit on or after September 1, 2010 shall be installed using either the December 5, 1995 FEMA foundation design by Avolis Engineering, P.A. (located in *Appendix B, State of North Carolina Regulations for Manufactured Homes - 2004 Edition*) or any other site specific FEMA foundation design prepared by a North Carolina registered design professional. If you have any questions please contact the Manufactured Building Division at 919.661.5880.

Industry Veterans Win Prestigious LaVasque Award

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



Faye and Jim Starling accept the LaVasque Award from the 2009 recipient, Jim Miller.

This year Jim and Faye Starling joined the distinguished list of the LaVasque award recipients in tribute to their 50 years in the industry. During their careers, Jim has served as NCMHA Board of Director, and both have been actively involved and honored numerous times at the state and local levels for their hard work and dedication to the manufactured and modular housing industry.

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<p>Community Owners</p> <ul style="list-style-type: none"> • General Liability • Rentals • Worker's Compensation 	<p>Service/Set-Up Contractors</p> <ul style="list-style-type: none"> • Liability • Toters • Property • Bonds

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The 2010 Session of the North Carolina General Assembly adjourned in the early morning hours of Saturday, July 10. This concluded a two-month Session that began on May 12 and saw the introduction of over 300 bills in the Senate and 400+ bills in the House.



Lovin

Homeowner and Home Buyer Protection Act (SB1015)- This bill, introduced by Senator Josh Stein (D-Wake), establishes consumer protections in 3 types of real estate transactions: "foreclosure rescue" transactions (where a homeowner under threat of foreclosure deeds his property to another who agrees to make the monthly mortgage payments), lease with option to purchase transactions, and contract for deed transactions. The bill was supported by the N.C. Justice Center, the Consumer Protection Section of the Attorney General's Office, and the N.C. Real Estate Commission.

NCMHA worked with interest groups such as NC Bankers Association, NC Justice Center, NC Realtors, NC Homebuilders, NC Housing Coalition and the bill sponsor to get fairness for manufactured homes and licensed retailers. We were able to eliminate (remove) manufactured homes as personal property from the lease/ purchase and contract for title sections of the bill so these provisions will only apply to manufactured or modular homes that are affixed to real property and treated as real estate. Additionally, we were able to amend the bill to say that manufactured home retailers will be treated the same as General Contractors.

The bill does not prohibit lease with option to purchase transactions, or contract for deed transactions, but the bill does establish new consumer protection requirements, such as: the contracts must be in writing, must include certain specific terms (buyer, seller, property description, amount of lease payment, amount paid for option, etc.), must be recorded with the Register of Deeds, must give the purchaser notice of and the right to cure any default, must give the purchaser a 3 day right to cancel, and must specify the consequences of a seller's default on a loan secured by a lien on the property.

This new law will go into effect on October 1, 2010 and will apply to transactions entered into on or after that date. If you engage in foreclosure rescue, lease/option, or contract for deed (a/k/a contract for title) transactions, you will need to make sure your documents comply with the new requirements. Failure to do so constitutes an unfair and deceptive trade practice and could subject you to civil liability. Also, it would constitute a violation of the Manufactured Home Licensing Act and could subject you to disciplinary action by the Board.

Energy Tax Credit(HB 504)- This bill would have provided a tax credit of \$1,000 for builders of federally qualified energy efficient homes and \$2,000 for state qualified energy efficient homes. NCMHA worked with several interest groups such as the NC Homebuilders and State Agencies such as NC State Energy Office in support of this bill. The bill did not pass this session due to the current budget shortfall. However, we were able to generate broad bi-partisan support for the credit and hope

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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!

September 23, 2010

NCMHA Board of Directors meeting
Raleigh, NC

October 14-24, 2010

NCMHA Display at North Carolina State Fair
Raleigh, NC

November 17, 2010

Registered Housing Specialist Seminar and State Test
Raleigh, NC

December 8, 2010

Registered Housing Specialist Seminar and State Test
Raleigh, NC

December 9, 2010

NCMHA Board of Directors meeting
Raleigh, NC

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

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Holmes Building Systems
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Manis Custom Builders/Crestline Custom
Builders
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R-Anell Homes

GOLD LEVEL

Cavalier Homes
Champion Home Builders
iLevel by Weyerhaeuser
Stan Taylor Insurance Agency

SILVER LEVEL

Blevins, Inc.
Fleetwood Homes Inc.
Live Oak Homes
Johnson & Johnson/American Modern
Insurance Group
Nationwide Custom Homes
Parrish Manor
Prevatte's Homes Sales
Senco Brands, Inc.
US Bank Manufactured Housing Finance

BRONZE LEVEL

RBC Bank (USA)





2010 MaHPAC 50/50 Raffle Winners

- 1st David Kinney \$1840
- 2nd Mark Cole \$920
- 3rd Dan Tucker \$920

Thanks to all that participated in our golf tournament, silent auction and raffle! A special thanks to David Kinney for donating \$500 of his winnings back to MaHPAC!

EXECUTIVE DIRECTOR'S COLUMN

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to be able to get it passed next session.

Permit Extensions (HB 683)

- In 2009, the General Assembly passed the Permit Extension Act of 2009 that stopped the expiration of all kinds of governmental permits issued to builders and developers, including anyone erecting a manufactured or modular home. Building permits, site plans, subdivision plans, and development approvals of any kind were extended to December 31, 2010. House Bill 683 extends that approval period another year – to December 31, 2011. This is an attempt to provide some relief to the real estate market, given the uncertainties of the current economy. If you have a current building permit approval, site plan or subdivision approval from a local government, that approval does not expire and cannot be withdrawn or repealed by the locality until December 31, 2011.

Sales and Use tax- Prior to the session, a joint House-Senate committee was formed to look at the current tax structure for NC and

make recommendations to the General Assembly during the short session. NCMHA participated and attended these meetings. The current tax structure for manufactured and modular homes was discussed and at times it seemed that we would be facing some change or increase in our current schedule. When the General Assembly convened the state was facing a several billion-dollar shortfall and all fees and taxes were open for discussion.

In the end, we were able to keep the current rate for sales and use tax for both manufactured and modular homes unchanged.

Appointments to Manufactured Housing Licensing Board- This year there were two vacancies on the Department of Insurance

Manufactured Housing Licensing Board. The seats were the service supplier representative and set-up/installation contractor representative. NCMHA recommended to the President Pro-tem Sen. Marc Basnight Cliff DeSpain of Batchelor Supply and Dave Cranfield of Mid-State Modular Construction for the vacant seats. These recommendations were included in the appointments bill, which passed into law. These appointees will serve a 3-year term.

Thanks to the Board of Directors and to the Legislative/Retailer/Community Committee members for their assistance and advice during the Session. The next session of the General Assembly will convene on January 26, 2011.

NEW BOARD

continued from page 4

bers join this year's Board: Dell Averette fills the seat vacated by Dascheil Propes as Insurance Representative; and Joe Earnhart, Schult Homes, fills the seat vacated by Steve Collins as Manufacturer Representative.

Congratulations to all of the new board members and thanks to all those that have previously filled those seats.

The Scott Morton Educational Trust Fund Needs You to Give!

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

Established in 1988 in memory of former NCMHA Executive Director, Patsy Rumbly's son, Scott, who died tragically in a motorcycle accident, the Scott Morton Educational Trust Fund provides much needed scholarships to deserving children of those involved in the industry. The fund provides scholarships based on a combination of need and merit to graduating high school seniors or adults attending college, junior college or technical school or to students with special educational gifts or needs.

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.

Hazel Stephenson Receives Excellence in Government Award

The Steve Zamiara Excellence in Government 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. This 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



Hazel Stephenson, NC Department of Insurance, accepts the Steve Zamiara Excellence in Government Award.

NCMHA members.

Hazel Stephenson, recently retired from the Department of Insurance as the Director of Manufactured Buildings, was presented the award for her determination, commitment and untiring efforts and support of the manufactured and modular housing industry in North Carolina.

Volunteers Needed to Help at NCMHA State Fair Display House

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.

Besides looking for companies to help provide vital components to make the house look on run its best, the committee also seeks members to help “man” the house during the 10-day event. Volunteering is a great way for you



to not only talk to consumers about the industry, but it also gives you the chance to network with others that work in the industry.

Please consider giving your time to help with this project. To learn more, call the association at 919.872.2740.

COMMISSIONER'S COLUMN

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responsibility of ensuring that their salespeople 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 your license is only valid for a single dealer's lot, and if you move to another lot location, you must apply for a new license or transfer of license. Remember, also, that licenses for manufactured housing manufacturers, dealers, set-up contractors and salespeople must be renewed annually by June 30th.

I have instructed my inspectors to pay close attention to all licenses in the future. Strong action will be taken against those who do not comply with the law. There is no excuse for North Carolina's manufactured building industry not to lead the nation in following proper licensing regulations. I urge you to check over your own and your employees' paperwork and make sure everything is in order.

I am proud of the relationship our Department has with the Industry in the state to assure that North Carolina citizens can expect a home that is enjoyable, lasting and safe from the most qualified professionals in their field. I hope that you will help our Department make licensing a priority, and recognize that ignoring licensing requirements will not be tolerated. 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 or visit www.ncdoi.osfm/manufacturedbuilding.

Seven students have been awarded 2010 scholarships from the NCMHA Scott Morton Educational Trust. The fund was established in 1989 to provide scholarships to students who are children of those involved in the industry. Nominations for the scholarships are made by members

of NCMHA. The trust was established in memory of Scott Morton, son of former NCMHA executive director, Patsy Rumbley.

The Scott Morton Educational Trust has supported 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 needs.

To learn more about this important fund and how you can contribute, please contact Bobbi Penterman at NCMHA, 919.872.2740.



Allyson Christopher
Henderson, NC
Barton College
\$1000



Matthew Russell
Wilmington, NC
UNC Wilmington
\$500



Sydney Carter
Nashville, NC
East Carolina University
\$500



Brandi Whitman
LaGrange, NC
UNC Wilmington
\$1000



Martha Turpin
Sylva, NC
Montreat College
\$500



Stephen Bloesma
Candler, NC
Embry-Riddle Aeronautical University
\$1000



Kaycie Meyers
Candler, NC
Western Carolina
\$500

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(919) 848-9376

El Dorado Mobile Home Park,

Lumberton, NC. 57 spaces, 40 rentals (avg. age '92), \$13,400 mo. income \$1,275,000. Possible second. Call Ray Strickland (910) 371-2999.

INAUGURAL CLAYTON AWARD

continued from page 4

working and dedicated team members in such a fine organization. To receive any award is special, but to receive the inaugural award in honor of James L. Clayton is meaningful because of the high regard I have for our great founder," Belcher said of his achievement.

Clayton Homes was founded on cornerstone principles combining creativity, entrepreneurship, moral and ethical behavior and an inexhaustible customer focus to drive increasingly higher values to

every stakeholder. The recipient of this distinguished award is a steward of these principles and mentors others with energy and enthusiasm toward a common goal. Through their efforts, the philosophy of delivering an improved lifestyle to customers and team members vibrantly continues.

STATISTICS

HUD CODE June 2010

	Through June 2011		Through June 2009		Percentage Change
	Shipments	Market Share	Shipments	Market Share	
New England	394	1.5%	395	1.7%	-0.3%
Middle Atlantic	1,332	5.1%	1,077	4.5%	23.7%
East North Central	1,308	5.0%	1,321	5.5%	-1.0%
West North Central	1,387	5.3%	1,070	4.5%	29.6%
South Atlantic	5,697	21.8%	5,226	21.8%	9.0%
East South Central	4,523	17.3%	4,195	17.5%	7.8%
West South Central	8,236	31.5%	7,475	31.2%	10.2%
Mountain	1,866	7.1%	1,666	7.0%	12.0%
Pacific	1,427	5.5%	1,508	6.3%	-5.4%

	Through June 2010		Through June 2009			Percentage Change
	Shipments	Market Share	Shipments	Market Share	Rank	
1. Texas	4,228	16.0%	3,628	14.9%	1	16.5%
2. Louisiana	2,299	8.7%	2,470	10.1%	2	-6.9%
3. Florida	1,348	5.1%	1,112	4.6%	6	21.2%
4. Mississippi	1,289	4.9%	1,118	4.6%	5	15.3%
5. North Carolina	1,267	4.8%	1,260	5.2%	4	0.6%
6. Kentucky	1,111	4.2%	978	4.0%	7	13.6%
7. Tennessee	1,111	4.2%	798	3.3%	8	39.2%
8. Alabama	1,012	3.8%	1,301	5.3%	3	-22.2%
9. South Carolina	974	3.7%	731	3.0%	11	33.2%
10. Oklahoma	942	3.6%	717	2.9%	12	31.4%
	15,581	59.0%	29,534	57.9%		-10.4%

North Carolina Product Mix June 2010

Shipments			Production		
Single-Section	Multi-Section	Total Shipments	Single-Section	Multi-Section	Total Shipments
94	164	258	73	195	268

North Carolina	2009	2010	% Change
Home Production	256	268	4.7%
Home Shipments	251	258	2.8%

MODULAR 1st Quarter 2010

Shipments of Modular Homes by State Ranked from Highest to Lowest 1st Quarter 2010

	Modular Shipments	% of Total
North Carolina	358	14.0%
Virginia	226	8.8%
New York	196	7.7%
Pennsylvania	182	7.1%
New Jersey	119	4.7%
Michigan	89	3.5%
Maryland	82	3.2%
Massachusetts	81	3.2%
South Carolina	75	2.9%
Texas	73	2.9%
Indiana	71	2.8%
Illinois	63	2.5%
Maine	56	2.2%
Florida	52	2.0%
Colorado	48	1.9%
Delaware	46	1.8%
Iowa	46	1.8%
Ohio	39	1.5%
West Virginia	38	1.5%
Minnesota	36	1.4%
Connecticut	33	1.3%
Missouri	28	1.1%
New Hampshire	28	1.1%
Nebraska	27	1.1%
Wisconsin	25	1.0%
Tennessee	23	0.9%
Vermont	15	0.6%
Georgia	11	0.4%
Rhode Island	9	0.4%

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