

North Carolina

MANUFACTURED AND MODULAR HOUSING NEWS

The official magazine of the NCMHA

VOL. 32 NO. 2



Snapshots of NCMHA Annual Meeting 2011

**Vito Montaperto Elected NCMHA
President at 2011 Annual Meeting**

NCMHA Awards Recognize Outstanding Members

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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We have just completed our latest annual meeting at the Grandover in Greensboro. If you were not there, you missed out on an exceptional meeting. Besides the election of the President, which I'm sure everyone waited for with baited breath, we heard from two interesting speakers, Mr. John B. Jung, Senior Managing Director BB&T Capital Markets, who furthered our understanding of the current economy and its outlook and Mr. Mel Black, who spoke on the education



Montaperto

and techniques of the Appraiser. Trying to express here on these pages the importance of meetings such as these, seem a bit awkward, the importance of coming together to share ideas, to learn about legislation that may affect you, or to just know who your business associates are, seems redundant to me. Even with my 35 years in the industry, ignoring those fuzzy college years for a second, I was still able to make some new contacts and reacquaint myself with old friends, all while learning to further my business interests.

As I have observed the industry over the last 9 years serving on the board and now executive committee, the economic downturn has been very evident. Sadly, in some respects I feel like Nero, who fiddled while Rome was burning, housing is hurting. The knowledge of those who are still here in business needs to be channeled to the assistance of everyone working on bringing affordable housing to the residents of North Carolina. NCMHA is still here. Still fulfilling its mission, "To be the trusted voice of the factory built housing industry by providing services for the growth and advancement of its members." for each and every one of us. Your participation in this mission statement is needed now more than ever.

Going forward, NCMHA will continue to operate in a lean manner. The foresight of the past boards of NCMHI and now NCMHA have given the association a footing by which to survive such a down turn as we have witnessed. To many times organizations do not plan for the future as well as these men and women did on our behalf.

NCMHA with your assistance will continue to lead out in Legislative matters facing our industry and allow for the continued education, development and advancement of its members. The passage of the 16' wide movement legislation that allowed the moving of 16' wide homes throughout all of North Carolina was a great achievement. Sometimes change can be a good thing.

Be a part of this effort, all you have to do is get involved. A packet should have arrived this month with requests for filling seats on various committees. Please take a moment to pull this form back out from the bottom of the "to do" pile and find something of interest to you and sign up. Even if this time commitment can't exactly be met for each and every meeting your input is essential for our continued work as your Association.

I look forward to the year ahead, working closely with Brad, Dana

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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.

**BANK OF NORTH CAROLINA
MORTGAGE
Charlotte, NC**

**BAYSHORE HOME SALES, INC.
New Bern, NC**

**CAROLINA CUSTOM HOMES
OF BURLINGTON
Burlington, NC**

**FRENCH BROAD MHP, LLC
Asheville, NC**

**MARKETPLACE BUILDERS, LLC
Hope Mills, NC**

**MCMILLAN PROPERTIES, LLC,
Shannon, NC**

**MOUNTAINSIDE FINANCIAL
A DIVISION OF SAN ANTONIO
CREDIT UNION
Fairfax, VT**

**NC INNOVATIONS, LLC
Horse Shoe, NC**

**PINE KNOLL MHC, LLC,
A DIVISION OF OCTOBER
INVESTMENT PROPERTIES
Northbrook, IL**

**WNC MANUFACTURED HOMES
Hendersonville, NC**

Vito Montaperto Elected NCMHA President at 2011 Annual Meeting



Vito Montaperto (right) succeeds Jim Holmes (left) as the 2011-12 NCMHA President.

Vito Montaperto, Dana Hill Community, Hendersonville, NC has been elected to serve as the president of NCMHA for 2011-12. Montaperto, elected

at the 2011 NCMHA Annual Meeting in Greenboro, NC, succeeds Jim Holmes, Holmes Building Systems, Robbins, NC.

The rest of the executive committee members are as follows: Scott Harker, Lone Oak Rentals, LLC, First Vice President; Cliff DeSpain, Batchelor Supply, Inc., Second Vice President; Keith Miller, Keith Miller Investments Inc., Treasurer; Paige Janey, Clayton Homes, Secretary. Immediate Past President Jim Holmes continues to serve on the board.

Elections were also held to appoint representatives to the

2011-2012 NCMHA Board of Directors:

Retailer Representatives:

Mike Smith, Clayton Homes
Tom Vail, Castle Manufactured Homes
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.

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NC Energy Star Program Extended Through End of Year

The NC State Energy Office recently announced that people who purchase energy-efficient manufactured homes through the end of 2011, could be eligible for a \$1500 rebate. Previously, the rebate in North Carolina was \$500 for those who bought Energy Star-qualified manufactured homes.



The Office is making it even more attractive to buy energy-efficient manufactured homes. In addition to cash back, homeowners in North Carolina will save an average of \$74 a month or about \$1000 a year on utility bills compared to homes of the same size that are not Energy-Star qualified. The rebate incentive is offered to anyone who purchases an Energy Star-manufactured home between July 1 and December 31. The \$2 million NC Plus program for Energy Star homes is rooted in the 2009 Federal Recovery Act. An Energy Star-qualified home can save a homeowner 15 to 30 percent on monthly utility bills.

MHI Continues to Push for SAFE Act Reform on Several Fronts

The SAFE Act was enacted into law almost two years ago. Since that time, MHI has fought for the proper implementation of the SAFE Act so that the provisions and the intent of the law properly apply to the sales and lending activities that occur in our industry.

The SAFE Act was designed to enhance consumer protection and reduce fraud by establishing minimum standards for the licensing of mortgage loan originators (MLOs). Each state was required by Congress to use these minimum standards to enact their own law. Each state has adopted their own version of the SAFE Act. Under the federal SAFE Act, Congress did not intend to classify individuals performing administrative or clerical tasks as loan originators. The federal law specifically excludes those performing purely clerical tasks from being defined as a loan originator.

Unless compensated by a lender, mortgage broker or loan originator, the law also does not consider those performing real estate brokerage activities and who are registered/licensed under existing state law as loan originators.

While not directed by Congress, the national association representing the state bank regulators drafted a model law to assist states in enacting SAFE Act compliant laws. The model law disregards legislative intent and removes the exclusion Congress intended for those performing administrative or clerical tasks.

This overreach by the state banking regulators, which is in conflict with federal intent of the law, has understandably created substantial confusion among state regulators in applying the SAFE Act to manufactured home salespersons and retailers, a majority of whom

only perform purely administrative or clerical tasks during the home sales process.

Additionally, lenders already holding state-mandated licenses may be forced to obtain additional lending licenses for business activity in which they are not involved. This results in redundant disclosures requirements, conflicts between rates and charges and, in many instances, duplicative examinations from multiple state agencies in order to conduct identical transactions.

MHI Call for Entries for 2012 National Industry Awards

MHI is currently calling for entries for the 2012 National Industry Awards under the following categories: 2012 Community and Retail Sales Center of the Year; 2012 Manufactured & Modular New Home Design; 2012 Manufactured Home Design; 2012 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 10-12, 2012 at Caesars Palace in Las Vegas.

Please visit MHI's website for more information: www.manufactured-housing.org.

Exploring Manufactured Housing to Supply Affordable Units: HUD's Report on Barriers to Manufactured Housing

The U.S. Department of Housing and Urban Development released a report exploring the use of manufactured housing units as an innovative source of affordable housing, as well as on the barriers to sales, shipment, and on-site placement of these units in urban areas.

The report concludes that these units typically have cost, design, and technological benefits that make them viable as a source of af-

fordable housing. However, regulatory barriers, such as by-right zoning, subdivision ordinances, construction codes, and design standards often thwart installation.

To read the full report go to: www.huduser.org/Publications/pdf/mfghsg_HUD_2011.pdf



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, Independent Retailer of the Year and Multi-Lot Retailer of the Year. The winners were chosen by a non-partisan group of judges. The following are the winners of this year's awards.

NCMHA Rollan Jones Member of the Year-Sonny Bannister



Sonny Bannister accepts the NCMHA Member of the Year award from Jim Holmes and Rollan Jones son, Dennis.

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 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 Sonny Bannister who demonstrated outstanding service to NCMHA and the industry during the past year.

President's Award



Steve accepts the President's award from Jim Holmes on behalf of Tom Satterwhite.

Jim Holmes presented the 2010-2011 President's Award to Tom Satterwhite in appreciation of his continued dedication to NCMHA and personal commitment to its high professional and ethical standards.

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



Maynard Wilkins and Robert Bulla accept the NCMHA Multi-Lot Retailer of the Year award from Jim Holmes.

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 Raleigh shows consistent involvement in serving NCMHA, the com-

munity of Raleigh 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.

NCMHA Independent Retailer of the Year-Forbes Homes



H.V. Cole accepts the NCMHA Independent Retailer of the Year award from Jim Holmes.

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. Forbes Homes Sale's team consistently shows involvement in serving NCMHA, the Elizabeth City 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.

NEW BOARD

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Board of Directors. Two new members join this year's Board: Mike Smith, Clayton Homes, vacated by Joe Belcher as Multi-Lot Retail Representative and Tom Vail filling the vacant Independent Retail Seat.

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

Understanding the Dealer's Requirements for Escrow Accounts and Buyer Deposits

The proper handling of a buyer's deposit can sometimes be a confusing process. The Department of Insurance's Manufactured Building Division receives many questions regarding how escrow accounts and buyer's deposits should be handled, as well as how much of the deposit may be refunded if the sale of a home has not been completed. Before a deposit is received, it is important that the retailer and buyer understand what is required by law.



Goodwin

A retail purchase agreement must be completed and a copy presented to the buyer at the time the retailer accepts a deposit from the buyer. Along with the purchase agreement, the retailer must also attach a completed form, in duplicate, titled "Notice of Cancellation." Failure to complete the purchase agreement and Notice of Cancellation, and provide a copy of each to the buyer, is a violation of North Carolina law (NCGS §143-143.21A).

The buyer has three business days after the date of the purchase agreement to cancel the purchase. (A business day is defined as any day except for Sundays or legal holidays.) If the buyer cancels the purchase agreement within the legal time frame, the retailer must refund the entire deposit amount to the buyer. The retailer is not entitled to retain any money from the buyer's deposit.

If the buyer cancels the purchase agreement after this three-day cancellation period, but before the home is actually delivered to the buyer, the retailer may retain a portion of the deposit for the reimbursement of actual expenses. However, the amount of money retained by the retailer must be documented in writing.

If the home is in the retailer's inventory, the retailer may retain actual expenses up to a maximum of 10 percent of the purchase price of the home. If the home is specially ordered by the retailer for the buyer, the retailer may retain actual expenses up to the full amount of the buyer's deposit. If, for any reason, the dealer gives the buyer a new set of financing terms, unless they are more favorable to the buyer, the buyer shall be given another three-day cancellation period. A buyer's deposit must be placed in an escrow account within three business days, and these funds shall not be commingled with other dealer funds. The proper handling and accounting of escrow accounts is very important. The requirements and procedures for escrow accounts are prescribed under North Carolina law (NCGS Sections §143-143.50 through §143-143.54).

The buyer's funds must be held in the escrow account only for the benefit of the buyer and may only be used for purposes authorized by the contract between the dealer and buyer. The dealer must provide receipts to the buyer for any buyer deposits received by the dealer, as well as any disbursements made by the dealer for the benefit of the buyer. All escrow

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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 6, 2011

Hilton/RTP
Durham, NC

October 7, 2011

Hampton Inn/Mooresville
Mooresville, NC

October 10, 2011

DoubleTree Biltmore
Asheville, NC

November 4, 2011

Hilton/RTP
Durham, NC

November 5, 2011

Hampton Inn/Mooresville
Mooresville, NC

November 7, 2011

DoubleTree Biltmore
Asheville, NC

Note: All dates on calendar are tentative.

16' Wide Movement Permitted Throughout NC

In response to Senate Bill 771, which was passed and signed into law on June 27th, 2011, the NCDOT has developed the following guidelines for permitting 16-foot wide manufactured and modular homes for areas that currently prohibit movement of these loads.

The NCDOT, NC State Highway Patrol, and the industry have worked closely and in good faith to develop these guidelines. All parties have developed these guidelines with the main purpose of ensuring public safety, all while promoting commerce.

The NCDOT currently has identified some roads in this State to have special restrictions transporting products and goods. The roads that are identified are very limited and in most cases are for only short portions/lengths of the highway or road. A link to the identified roads can be found at www.ncdot.org/travel/statemapping/default.html.

Restrictions on additional routes may occur in the future, so it will be important to check the site

from time to time. If an application is received on a newly restricted route, the Permit Unit will inform the requestor of the additional requirements before the permit can be issued.

The following is the application process and guideline for 16' wide permits.

- In order for an application to be complete, all permit applications for transport on primary highways that have restrictions and all secondary roads shall include a notarized statement from the transporter and escort driver that the route of travel over which a 16-foot wide manufactured/modular home including all the dimensions, highway alignments, and other obstacles along the roadway will allow for safe passage.

- An applicant may choose to have a "commonly used" route certified by a licensed professional engineer indicating that the route will allow for safe movement. This process will allow the applicant the ability to receive a permit without

having to submit a notarized statement for each permit.

- Primary highways that do not have restrictions will not be required to submit a licensed engineer stamp or notarized statement.

Escorts

- The NCDOT may require 3 escort vehicles on restricted roads.

- The NCDOT reserves the right to deny a route deemed unsafe for movement.

- The NCDOT has the authority to suspend the permittee's privilege to obtain permits and the escort vehicle operators' certification if the company or person is found performing the duties at the time of movement in a manner to cause an accident, personal injury, or damage to property, or if the manufactured or modular home becomes a major impediment to traffic due to conditions that should have been known by the transporter and/or escort drivers. These decisions will be made on a case by case basis and will rely heavily on law enforcement's reports, and/or NCDOT staff.

Zoning Issues Across the State

- Town of Sawmills-** The Town Council was considering age limits for manufactured homes. Staff provided the Town with the recent Court ruling that says age limits are not legal as well as the opinion from the Institute of Government that age limits are arbitrary. Our understanding is that the Town has backed off for now and is exploring adopting minimum housing codes and appearance criteria.



- Town of Maxton-** The Town of Maxton has adopted an ordinance that treats on-frame modular homes the same as manufactured homes and has prohibited them on individual lots. NCMHA member Tony Prevatte has met with the Town Manager and provided him with information from the Department of Insurance. Staff has been working with the Town Attorney to get the ordinance stricken.

PRESIDENT'S COLUMN

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and Bobbi, the Board and the Executive Committee. The challenges that the new legislation in Raleigh will bring, the ongoing efforts by various state agencies looking at our industry never go away. They have to be dealt with in the same professional manner we have all come to expect. The future may seem murky, but if we hold together, work together we can survive and provide housing needs going forward.

The 2011 North Carolina General Assembly "long" session came to an end on Saturday, June 18 after several weeks of extremely long days, many into the wee hours of the morning. I am happy to report that



Lovin

it yet was another successful session with favorable outcomes to many issues that would have directly affected our industry. The short list of some of the larger issues include: supporting a bill that provides for a tax credit of 25% of the amount paid into the state unemployment compensation fund by any small business (less than \$1 million in annual gross receipts); able to avoid any increase in sales and use tax on manufactured and modular homes after being reviewed by a Joint House and Senate Finance Committee; worked with legislators to introduce a bill that would allow those caring for elderly

or impaired adult family members to place another structure on the family members property; worked with a Select Joint Committee on Tornado Response formed to review issues surrounding the recent tornados in central and eastern North Carolina; and brought to the attention of legislators and the Joint Committee on Regulatory Reform burdensome state rules and regulations such as the S.A.F.E. Act and prohibition against 16' wide movement.

One bill from this session that I wanted to highlight was Senate Bill 771, entitled, "Single Trip Permits/Modular Homes." This bill allows for the expansion of 16" wide movement throughout all of North Carolina. As many of you know, we have logged in countless hours on this issue for several years. Many of our members volunteered their time, attending meetings over the years, cultivating relationships with key people and helping to pave the way for this important legislation. We were finally able to get the bill through the general assembly and signed into law on June 27th (for more information on the application process and guidelines, please refer to the story on the opposite page).

Thank you, again, to all of our members that participated and helped when called upon this year. Our annual Legislative Day and reception was a great time had by all and as always, it helped greatly for you to spend the time with your representatives and talk about issues that were directly affecting you and your business. We could not have done all the work this session without all of you.

- The NCDOT reserves the right to review and adjust

 1. Every dollar you contribute goes directly to help candidates for the NC House and Senate.
 2. MaHPAC can provide more support to candidates than individuals directly.
 3. MaHPAC focuses its support on key lawmakers who are most likely to shape the issues that affect our state's industry.

For more information on how you can give, call NCMHA at 919.872.2740.

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 29, 2011

NCMHA Board of Directors meeting
Raleigh, NC

October 13-23, 2011

NCMHA Display at North Carolina State Fair
Raleigh, NC

November 16, 2011

Registered Housing Specialist Seminar and State Test
Raleigh, NC

December 7, 2011

Registered Housing Specialist Seminar and State Test
Raleigh, NC

December 8, 2011

NCMHA Board of Directors meeting
Raleigh, NC

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

OUR SPONSORS

SPECIAL EVENT

Cavalier Homes/Clayton Homes/Giles/Norris/Schult
Champion Home Builders-Lillington/Carolina
Building Solutions-Salisbury
Clayton Homes

PLATINUM LEVEL

First Federal
Holmes Building Systems, LLC
Jordan Price Wall Gray Jones & Carlton
Prevatte's Home Sales, Inc.
Progress Energy
R-Anell Homes

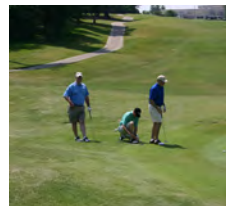
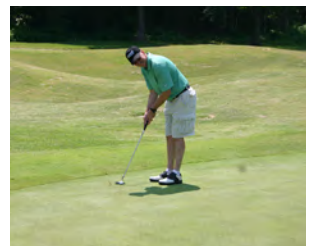
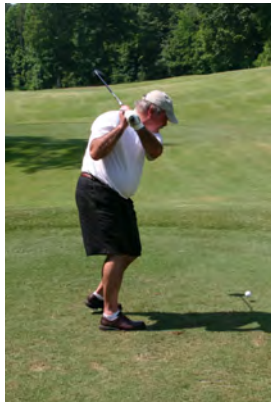
SILVER LEVEL

Blevins, Inc.
Parrish Manor
Senco Brands, Inc.
StyleCrest, Inc.
US Bank Manufactured Housing Finance

BRONZE LEVEL

Clayton-Oxford
CU Factory Built Lending
RBC Wealth Management





UNC-Charlotte School of Architecture Class Visits R-Anell Homes for Information Session and Plant Tour

Earlier this year, R-Anell Homes hosted a group of students from the prestigious University of North Carolina - Charlotte School of Architecture.

The Fourth Year Undergraduate/Graduate student visitors were members of the topical studio class; Prefabricated Climate Responsive Housing, taught by Associate Professor John Nelson.

This course provides an opportunity for students to research current practices in the design & construction of prefabricated modular affordable housing, develop a set of design strategies based on the research and finally propose a series of architectural design solutions for selected sites within the different climatic regions of North

Carolina.

Dennis Jones, President of R-Anell, hosted the visit. He began with a slide presentation detailing R-Anell's history and the modular building process. This presentation was followed by a question and



answer session. Afterward, the students were led on a tour of the R-Anell plant. Dennis said later, "I felt it was a very productive afternoon, especially from the standpoint that this group and others like them will

have an influence on housing trends in the future. I think it would serve us well if we take advantage of any opportunity like this to help positively shape the view of systems built manufacturing".

Associate Professor John Nelson commented about the visit by saying, "The students in the studio remarked that the tour of the plant was very educational in understanding the process of prefabrication and modular construction. Dennis was very helpful in answering all of their questions and they appreciated his openness in discussing the design opportunities of modular home construction."

NCMHA Past President is Honored with 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.



Dell Averette accepts the LaVasque Award from the 2010 recipients, Faye and Jim Starling.

This year, Dell Averette joined the distinguished list of the LaVasque award recipients in tribute to his many years in the industry. During his career, Dell has served as NCMHA Board of Director as well as member of the Executive Committee, and has been actively involved and honored numerous times at the state and local levels for his 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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Rick Hester 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



Rick Hester accepts the Steve Zamiara Excellence in Government Award.

NCMHA members.

Rick Hester, Johnston County Manager was presented the award for his 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 and 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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account records are to be maintained for five years and are subject to periodic inspection by the North Carolina Manufactured Housing Board without prior notice.

I hope this information is helpful. I strongly encourage retailers to maintain all documentation during the buying process. If a refund to the buyer is necessary, you will need the proper information readily available. This not only saves the retailer and the buyer needless headaches, but also ensures a speedy process that will benefit all parties involved. If you have any questions regarding the refund of buyers' deposits and escrow accounts, please call DOI's Manufactured Building Division at 919.661.5880.

WANT ADS

Use "Want Ads" in the NORTH CAROLINA MANUFACTURED 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 NCMHA at 919.872.2740 to place yours today!

Mobile Home Parks/Communities

Several available in major areas
Call Robert Palmer Co. @
(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.

Two Communities For Sale by Owner

Beautiful Retirement Communities in the mountains of Hendersonville, NC. 138 filled Sites, 10 more approved for expansion. Visit greatliving.info & springhaven.info for pictures. 41+/- acres, great locations 828-699-0031.

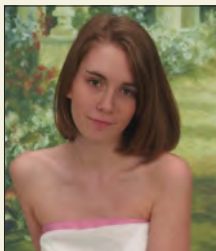
The Scott Morton Educational Trust was established in 1988 in the memory of former NC-MHA Executive Director, Patsy Morton Rumbley's son, Scott who was killed in a tragic dirt bike acci-

dent. 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 gradu-

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

The following thirteen students are this year's recipients:



Elizabeth Conner
UNC Greensboro



Jordan Gilliam
Appalachian State



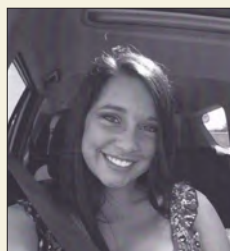
Timbre Wing
UNC Charlotte



Haley Leek
Appalachian State



Mackenzie McGee
Peace College



Kaycie Meyers
Western Carolina



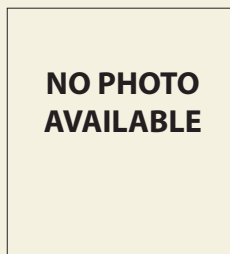
Chandler Nunn
NC State



Matthew Russell
UNC Wilmington



Jacob Smith
NC State



Jordan Thompson
Appalachian State



Martha Turpin
UNC Asheville



Brandi Whitman
UNC Wilmington



Emily Leary
East Carolina

GIVE TO THE SMET TODAY

We all know how tough the economy is, but it is 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 bobbie@nc-mha.org.

HUD CODE June 2011

	Through June 2011		Through June 2010		Percentage Change
	Shipments	Market Share	Shipments	Market Share	
New England	306	1.3%	394	1.5%	-22.3%
Middle Atlantic	1,166	5.1%	1,332	5.1%	-12.5%
East North Central	1,471	6.4%	1,308	5.0%	12.5%
West North Central	1,283	5.6%	1,387	5.3%	-7.5%
South Atlantic	4,787	20.8%	5,697	21.8%	-16.0%
East South Central	3,673	16.0%	4,523	17.3%	-18.8%
West South Central	7,378	32.1%	8,236	31.5%	-10.4%
Mountain	1,741	7.6%	1,866	7.1%	-6.7%
Pacific	1,205	5.2%	1,427	5.5%	-15.6%

	Through June 2011		Through June 2010			Percentage Change
	Shipments	Market Share	Shipments	Market Share	Rank	
1. Texas	4,002	17.3%	4,228	16.0%	1	-5.3%
2. Louisiana	2,074	9.0%	2,299	8.7%	2	-9.8%
3. Florida	1,189	5.1%	1,348	5.1%	3	-11.8%
4. North Carolina	1,127	4.9%	1,267	4.8%	5	-11.0%
5. Alabama	1,053	4.5%	1,012	3.8%	8	4.1%
6. Mississippi	1,040	4.5%	1,289	4.9%	4	-19.3%
7. Kentucky	911	3.9%	1,111	4.2%	6	-18.0%
8. South Carolina	746	3.2%	974	3.7%	9	-23.4%
9. California	725	3.1%	678	2.6%	13	6.9%
10. Oklahoma	723	3.1%	942	3.6%	10	-23.2%
	13,590	58.7%	15,148	57.4%		-10.3%

North Carolina Product Mix June 2011

Shipments			Production		
Single-Section	Multi-Section	Total Shipments	Single-Section	Multi-Section	Total Shipments
109	127	236	93	132	225

North Carolina	2010	2011	% Change
Home Production	268	2225	-16.0%
Home Shipments	258	236	-8.5%

MODULAR 1st Quarter 2010

Shipments of Modular Homes by State Ranked from Highest to Lowest 1st Quarter 2011

	Modular Shipments	% of Total
New York	354	14.3%
North Carolina	245	9.9%
Virginia	220	8.9%
Pennsylvania	200	8.1%
New Jersey	165	6.7%
Michigan	88	3.6%
Massachusetts	77	3.1%
Maryland	68	2.7%
Iowa	65	2.6%
Illinois	62	2.5%
Florida	61	2.5%
Texas	55	2.2%
South Carolina	51	2.1%
Indiana	42	1.7%
Maine	41	1.7%
Missouri	37	1.5%
West Virginia	35	1.4%
New Hampshire	35	1.4%
Colorado	34	1.4%
Wisconsin	34	1.4%
Tennessee	34	1.4%
Delaware	31	1.3%
Minnesota	29	1.2%
Ohio	26	1.1%
Nebraska	22	0.9%
Connecticut	21	0.8%
Georgia	11	0.4%
Rhode Island	11	0.4%
Vermont	8	0.3%

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