

# North Carolina

MANUFACTURED AND MODULAR HOUSING NEWS

The official magazine of the NCMHA

VOL. 38 NO. 2



## Features

- 4 2017 NCMHA Annual Meeting
- 5 Vito Montaperto Honored with the Prestigious LaVasque Award
- 5 Eric Wayne, NC Department of Revenue, Receives Steve Zamara Excellence in Government Award
- 12 2017 SMET Scholarship Recipients
- 14 2017 NCMHA Legislative Reception
- 15 MaHPAC News

## Departments

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

**NCMHA Chapters (Counties Served)** For more information on the chapter in your area please contact the Association office at 919.872.2740.

**Capital Area** (Durham, Chatham, Harnett, Johnston, Lee, Nash, Person, Orange, Wake, Wilson)

**Cape Fear** (Brunswick, Columbus, New Hanover, Pender)

**Crystal Coast** (Carteret, Craven, Duplin, Jones, Onslow, Pamlico)

**Eastern Carolina** (Bertie, Beaufort, Camden, Chowan, Currituck, Dare, Gates, Greene, Hertford, Hyde, Lenoir, Martin, Northhampton, Pasquotank, Perquimons, Pitt, Tyrell, Wayne)

**Foothills** (Alexander, Burke, Caldwell, Catawba, Iredell, Lincoln)

**Kerr Tar** (Granville, Franklin, Halifax, Vance, Warren)

**Piedmont** (Alamance, Alleghany, Caswell, Davidson, Davie, Guilford, Forsythe, Randolph, Rockingham, Stokes, Surry, Wilkes, Yadkin)

**Sandhills** (Moore, Hoke, Cumberland, Sampson, Scotland, Robeson, Bladen)

**Southern Piedmont** (Anson, Cabarrus, Gaston, Mecklenburg, Montgomery, Richmond, Rowan, Stanly, Union)

**Western** (Ashe, Avery, Buncombe, Henderson, Jackson, Macon, Madison, McDowell, Mitchell, Rutherford, Swain, Transylvania, Watauga, Yancey)



Tonnie Prevatte

It's hard to believe my term as President has come to an end. I'm sure you are familiar with the saying, "time flies when you are having fun", well it has been fun and very rewarding both professionally and personally. Thank you for allowing me to serve as your President this past year, it has truly been an honor and privilege. I also want to thank the NCMHA Board of Directors for all the hard work, advice, commitment and service they have given me and the association. We have a great group of directors who help and support the association and industry in our endeavors. They routinely give of their time and resources with no hesitation, all in an effort to grow and promote our association and industry. I am personally grateful for all their hard work and dedication and again, I want to thank them for their service.

Our industry continues to see positive trends in shipments and sales. Based on all the reports and forecasts we receive, I expect the trend to continue moving in a positive direction. The same goes for our association, NCMHA has remained strong and viable under the direction of its staff and Board of Directors and has continued to provide services to best suit our members' needs. I am happy to report that our membership has seen a tremendous increase overall. In particular, our Community membership increased by 14%, Finance/Insurance increased by 20%, Service Supplier increased by 17%, and Installation Contractor increased 38%. We are pleased to have such a large growth in membership and welcome these companies to our association.

This annual report illustrates and highlights just a handful of ways NCMHA makes a difference in our industry. I hope you take a moment to look over the following pages and take pride in all the great things that we, as an association were able to accomplish. As you read our accomplishments, you will see that our association continues to provide us with many valuable services. We work hard to protect our industry from unfair regulations and promote our industry through events such as the State Fair.

Finally, I want to encourage all members to participate and engage in the association, we need everyone's input to better serve our members and their needs. I also want to remind everyone that NCMHA is one of the best associations in the country, we have a great reputation nationally and are routinely looked to as leaders in the industry. We should all be proud of our leadership role and embrace our ability to influence others. With the leadership team we have, I have no doubt that will continue.

Thank you again for allowing me to serve as your President.

Tonnie Prevatte, NCMHA President 2016/2017

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

**Bobbi Peterman  
ph: 919.872.2740  
email: bobbi@nc-mha.org**





2017/2018  
NCMHA

**Executive Committee**

**President**

Bill McLucas, William R. McLucas,  
CPA, PLLC

**1<sup>st</sup> Vice President**

Mike Smith, Clayton Homes

**2<sup>nd</sup> Vice President**

Dascheil Propes, Johnson &  
Johnson, Inc.

**Treasurer**

Kent Suits, Suits Homes, Inc.

**Secretary**

Joe Earnhardt, Schult Homes Rockwell

**Immediate Past President**

Tonnie Prevatte, Prevatte's Home  
Sales Inc.

**Board of Directors**

**Retailer Representatives**

Jeff Jones, Down East Homes of  
Beulaville  
Roger McCarter, Clayton Homes of  
Roxboro  
Ken McGee, Greenfield Housing Center

**Finance/Insurance Representatives**

John Bowers, South State Bank  
Brewer Knox, Johnson & Johnson, Inc.

**Community Developer Representatives**

Luke Foster, Manufactured Housing  
Enterprises  
Vito Montaperto, Dana Hill Community

**Manufacturer Representatives**

Jeff Mooring, Champion Homes of  
North Carolina  
Billy Owens, Clayton Manufacturing -  
Nashville  
Mark Winstead, Fleetwood Homes  
of Virginia

**Service/Supplier Representatives**

Cindy Barringer, Patrick Industries, Inc.  
Cliff DeSpain, Weyerhaeuser Company

NCMHA's 2017 Annual Meeting kicked off Tuesday afternoon, June 13<sup>th</sup>, at the Magnolia Greens Golf Course with the annual MaHPAC Golf Tournament (see page 15). Later that evening members gathered at the Holiday Inn Resort, Wrightsville Beach for a heavy hors d'oeuvres Welcome Reception featuring a well attended and successful Vendor Fair. Manufacturers, Finance, Insurance and Service Supplier members took advantage of the opportunity to showcase their products and conduct a little business while everyone socialized, networked and enjoyed delicious food and a few libations. Mark Winstead, Fleetwood Homes of Virginia, won the drawing for coveted YETI Roadie 20 cooler for visiting all the vendor tables. The evening wrapped up with four lucky ticket holders being drawn to enter the Blizzard of Dollars machine for thirty seconds to grab all the cash they could. Patrica Miller, Vito Montaperto, Rick Hill and Mike Miller netted a total of \$360 between them.

**NEW BOARD ELECTED**

The Business Meeting Wednesday morning, June 14<sup>th</sup> began with members electing NCMHA's 2017/2018 Executive Committee and Board of Directors. Bill McLucas, William R. McLucas, CPA, PLLC was elected to serve as President; Mike Smith, Clayton Homes as First Vice President; Dascheil Propes, Johnson & Johnson, Inc. as Second Vice President; Kent Suits, Suits Homes, Inc. as Treasurer, Joe Earnhardt, Schult Homes Rockwell as Secretary; and Immediate Past President Tonnie Prevatte, Prevatte's Home Sales, Inc. will continue to serve on the Executive Committee.

(Continued on page 6)



# Vito Montaperto Honored with the Prestigious LaVasque Award at NCMHA's 2017 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, Vito Montaperto joined the distinguished list of the LaVasque award recipients in tribute to his years in the industry. Vito has spent almost 40 years (practically his whole life) in the manufactured and modular home industry. He began his career in the industry back in 1977 when his parents moved to Asheville to develop a retirement community. He did take a break from the industry and family business to attend college at Southern Adventist University in Chattanooga, TN where he received two Bachelor of Science degrees one in Accounting and the other in Long Term Health Care Administration.



After college, he returned home to sell manufactured homes and to operate the family retirement community. Since then he has sold homes throughout Western NC and has also developed another land lease community in Rome, Georgia.

He currently is an officer of M. Land Co, a retailer of Manufactured Homes, and is owner and developer of a 55+ retirement community with 149 spaces located in Hendersonville.

In addition to his for-profit industry work he has also volunteered his time and resources to the industry by serving on North Carolina Manufactured and Modular Homebuilders Association Board of Directors for over 15 years and served as its President in 2012. He also serves on the Board of Trustees for the Scott Morton Educational Trust and was just recently selected to serve as its Chairman.

# Eric Wayne, NC Department of Revenue, Receives Steve Zamiara Excellence in Government Award



Eric Wayne, director of the Sales and Use Tax Division for the North Carolina Department of Revenue was honored with the Steve Zamiara Excellence in Government award for his determination, commitment and untiring efforts to protect and preserve affordable housing opportunities for the citizens of North Carolina.

This 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.



# AWARDS

James E. LaVasque Award

Vito Montaperto

Multi-lot Retailer of the Year

Oakwood Homes of Fletcher

Independent Retailer of the Year

Greenfield Housing Center

Rollan Jones Member of the Year

Cindy Barringer

President's Award

Marilyn Prevatte

Chris Lowry

Mike Burrage

Certificate of Appreciation

Tonnie Prevatte

Joe Earnhardt

Steve Zamiara Excellence in

Government Award

Eric Wayne

NC Department of Revenue

## MaHPAC Golf

1st Place

Jeff Daly, Doug Marchbanks,  
Michael McLean, Todd Thomas

2nd Place

Billy Owens, Cameron Colvin,  
Jeff Jones, Robert Derrick

Last Place

Brenda Green, Denny Green,  
David Bumpers, Derek Brown

Longest Drive

Angie DeSpain

Closest to the Pin

Vance McMillan

## MaHPAC March Madness Bracket Challenge

Mike Miller

(Annual Meeting continued from page 4)

Independent Retailer Representative Ken McGee, Multi-lot Retailer Representative Roger McCarter, Service Supplier Representative Cindy Barringer, Finance Representative John Bowers, and Manufacturer Representative (MOD) Jeff Mooring were all elected for another term on the Board. One new member Mark Winstead, Fleetwood Homes of Virginia, was elected to this year's Board to fill the designated HUD Manufacturer seat.

### AWARDS



Marilyn Prevatte, President's Award



Chris Lowry, President's Award

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

Vito Montaperto was honored with the prestigious LaVasque Award, the highest honor

bestowed upon a member of NCMHA (see page 5). Eric Wayne, Director of the Sales and Use Tax Division for the North Carolina Department of Revenue, was presented with the Steve Zamiara Excellence in Government Award (see page 5). Cindy Barringer was named Rollan Jones Member of the Year for demonstrating outstanding service to NCMHA and the industry during the past year. Greenfield Housing Center was named Independent Retailer of the Year and Oakwood Homes of Fletcher was awarded Multi-lot Retailer of the Year. Marilyn Prevatte, Chris Lowry and Mike Burrage each received a President's award in appreciation of their many years of personal and professional support of President



Joe Earnhardt accepting President's Award on behalf of Mike Burrage

Tonnie Prevatte and the industry as a whole. Joe Earnhardt, Manufacturer Representative and

(continued on page 9)



Cindy Barringer,  
Rollan Jones Member of the Year



Greenfield Housing Center  
Independent Retailer of the Year



Oakwood Homes of Fletcher  
Multi-lot Retailer of the Year

# Many Thanks to Our Sponsors!

2017 ANNUAL MEETING

## SPECIAL EVENT



## PLATINUM



## SILVER



## BRONZE





Lovin

The 2017 legislative session adjourned in the early morning hours on June 30th. Well, “kind of sort of”, the adjournment resolution calls them back in early August to consider bills that have been vetoed by the Governor and other bills that are in conference committee. It also calls them back in September to redraw the legislative and judicial districts. So much for a part-time legislature. This “long session” has been primarily focused on the adoption of a two-year State Budget. The General Assembly passed a two-year budget that was first vetoed by the Governor then overridden by the Legislature. The 22.5 billion dollar budget included, pay raises for teachers and state employees, tax breaks, appropriations for new roads, hurricane aid money and community development. In addition to the budget, another focus this year was the issue of redistricting which the General Assembly will finalize during the September meeting.

Below is a summary of some of the bills worked and followed. If you have any questions or need additional information, please let us know.

- ◇ **SB 671 and SB 628 - Sales Tax Clarification and Define Permanent Foundation**  
 These Bills clarify that sales tax should not be charged on installation labor on manufactured homes regardless if it's real property improvement or personal property. It also clarifies that a permanent foundation is defined by the interpretation of the NC Department of Insurance.  
*Status - Pending in conference committee and is eligible for further consideration.*
- ◇ **SB 419 - Land Use/ Planning and Zoning**  
 This Bill makes a number of changes to NC planning laws. NCMHA Staff met with the Bill sponsor to request that two amendments be made to the Bill: 1.) Definition of a modular home should read; Modular homes shall bear a seal or label issued by the NC Department of Insurance certifying that the home meets the standards of the North Carolina State Residential Building Code and 2.) Codifies the Court Ruling that age limits on MH are unlawful; A local government may not adopt or enforce zoning regulations or other provisions which exclude manufactured homes based on the age of the home.  
*Status - Passed the Senate and re-referred to Rules and Operations of the House. The Bill is eligible for further consideration.*
- ◇ **SB 522 and HB 685 - MH Purchase Agreement Changes**  
 Clarifies that the 3 day right of cancellation only applies to the initial deposit. The consumer may still cancel the transaction later, but some or all of the deposit may be at risk. This was the original intent of the law. It also deletes the financing terms from the required elements of the purchase agreement. Under the NC Safe Act and related federal laws, this information can only be provided by a licensed lender. The dealer is prohibited from quoting financing terms.  
*Status - Bill did not pass the crossover deadline and therefore ineligible this session.*
- ◇ **HB 707 - Lien Agent Clarification**  
 It creates a duty for a subcontractor or supplier who files a Notice to Lien Agent for labor or materials supplied in connection with the construction of a one or two family dwelling to cancel the earlier filed notice within 15 days of being paid. This should help eliminate the need for lien waivers to be signed. It also raises the fee from \$25 to \$30.  
*Status - Passed and signed into law by the Governor on July 21, 2017.*
- ◇ **HB 406 - Repeal Orange County Impact Fee**  
 This Bill repeals Orange County's ability to charge impact fees on permits.  
*Status - Passed into law on June 19, 2017. Since it's a local bill it does not need the Governor's signature.*
- ◇ **HB 436 - Local Government/Regulatory Fees**  
 Originally the legislation would have repealed all impact fees previously authorized by local acts in North Carolina. However, the bill was successfully amended in the House Finance Committee to freeze current impact fees for one year and direct the Legislative Research Commission to study the issue.  
*Status - Passed and signed into law by the Governor on July 20, 2017.*



(Annual Meeting continued from page 8)

Tonnie Prevatte, Retailer Representative and were each presented with a Certificate of Appreciation for serving on the North Carolina Manufactured Housing Board.

### SPEAKERS

After the awards presentation newly elected North Carolina Department of Insurance Commissioner Mike Causey spoke briefly and introduced several of his key staff members who also addressed the members. Commissioner Causey was followed by Annie Franceschi, owner of Greatest Story Creative, brand expert and former Disney storyteller. Annie's presentation, "Small Business: Best Foot Forward" shared Annie's exclusive 7 action steps to: power up your marketing, attract more customers, and become a more profitable and relatable business.

The meeting wrapped up with President Tonnie Prevatte handing over the reins to the newly elected president Bill McLucas who spoke briefly about his upcoming year at the helm of the association. Everyone enjoyed a buffet lunch, a bit more socializing and then headed home or out to enjoy the beach.



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## Welcome New NCMHA Members

**Cabrillo Coastal General Insurance Agency, LLC**  
Sunset Beach, NC 28468

**CIS Financial Services**  
Hamilton, AL 35570

**Guardian Building Products**  
Greer, SC 29651

**H & H Homes**  
Clyde, NC 28721

**Imortgage, LLC, A Division Of Loan Depot**  
Raleigh, NC 27615

**Jordan Lake Properties, LLC**  
New Hill, NC 27562

**Land Home Financial Services**  
Charlotte, NC 28277

**Mobile Home Rentals, LLC**  
Charlotte, NC 28226

**MVB Mortgage**  
Wilmington, NC 28405

**Stone Gate Home Sales, LLC**  
Rocky Mount, NC 27804

**Tenant Success, LLC**  
Durham, NC 27713

**The Archimedes Group**  
Rock Hill, SC 29732

**The Hans Penderson Organization, LLC**  
Denver, NC C28037

**Titan Factory Direct**  
Candler, NC 28715

**Winfield Supply, Inc.**  
Charlotte, NC 28213



# 2017 ANNUAL MEETING



1st place MahPAC Golf  
Michael McLean, Todd Thomas, Jeff Daly



2nd place MahPAC Golf  
Cameron Colvin, Billy Owens, Robert Derrick, Jeff Jones



Last Place MahPAC Golf  
David Bumpers, Derek Brown, Brenda Green, Denny Green



Longest Drive MahPAC Golf  
Angie DeSpain



Closest to the Pin MahPAC Golf  
Vance McMillan







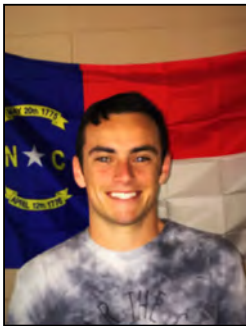
2017 ANNUAL MEETING



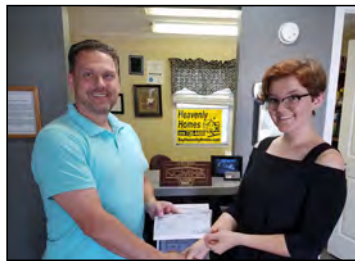
# 2017 Scott Morton Educational Trust Scholarships

Following the SMET financial report given at the Annual Meeting general session by newly elected chair Vito Montaperto, H. Patterson Carroll, grandson of NCMHA past president Jim Miller and two time recipient of The Scott Morton Educational Trust scholarship, addressed the attendees to express his gratitude and explain the importance of these gifts to each and every student.

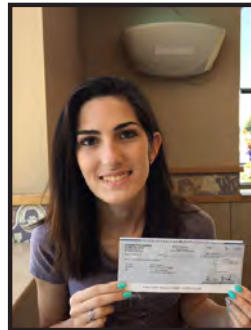
The scholarship was established in 1988 in the memory of former NCMHA Executive Director Patsy Morton Rumbley's son, Scott who was killed in a tragic dirt bike accident. The Trust supports the pursuit of higher education by awarding annual cash stipends to graduating high school seniors, adults attending college, junior college or technical school, or students with special educational gifts or needs. Eight students were chosen as this year's recipients:



H. Patterson Carroll



Jordan Cartrette



Lauren Layton



Matthew Jones



Katie Paige



William Slagle



Keely Scott



Grace Poole

## Calendar of Events

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

### July 19, 2017

Registered Housing Specialist Seminar and State Test  
Raleigh, NC

### August 16, 2017

Registered Housing Specialist Seminar and State Test  
Raleigh, NC

### September 13, 2017

Registered Housing Specialist Seminar and State Test  
Raleigh, NC

### September (Date TBD)

NCMHA Board of Directors  
Raleigh, NC

### October 11, 2017

Registered Housing Specialist Seminar and State Test  
Raleigh, NC

### October 12 - 22, 2017

NC State Fair Display Home  
Raleigh, NC

### November 8, 2017

Registered Housing Specialist Seminar and State Test  
Raleigh, NC

### December 6, 2017

Registered Housing Specialist Seminar and State Test  
Raleigh, NC

### December (Date TBD)

NCMHA Board of Directors  
Raleigh, NC

# Customer Service is Always Important to the Success of your Business



Causey

**B**usiness and industry have been on a decline in recent years, but the economy has shown the signs of rebounding, especially for the housing markets. Whether the predictions for the future of the economy hold true in the coming months and years for continued growth, customer service

will remain important for the health of the industry. In the last few years, the manufactured housing industry had reflected a slow-down in sales that had affected all aspects of the housing industry. What was, in the late 1990's and early 2000's, a booming business had experienced a slump, but now shows all the signs of recovery. During the slump, there was some definite realigning and suffering experienced by many owners and employees in manufactured housing business.

Consumers have suffered from this predicament as well. Consumers find themselves struggling to get much-needed warranty service performed on their homes, service that, if not done quickly enough, can often lead to deterioration beyond repair.

Fortunately, there has been some very positive news in the midst of these uncertain times. On several occasions, consumers left stranded by a bankrupted company, have been rescued by the Good Samaritans of the manufactured housing world. Other manufacturers or dealerships had jumped in and assisted these homeowners in their time of need. These businesses did not receive a financial reward for assisting these consumers; they usually took a loss for their helpful deeds. The only reward for their assistance is the knowledge that these consumers are happy and content in secure, well-built, affordable homes.

Customer service was very important to the reputation of the industry during this period. Good customer service tends to bring new referrals and repeat business when the consumer knows that someone will respond to the problems that they may encounter in the purchase of a manufactured home.

I was able to meet many of the dedicated members of industry in North Carolina at the NCMHA Annual Meeting, it was apparent to me these are folks who take pride in their work and the reputation of the industry. I would like to thank each and every one of the representatives of the manufactured housing industry who have so willingly helped stranded consumers in the past and present. I encourage everyone, including my staff, to stress customer service at all times. It bodes well for an industry that takes care of its customers.

My staff and I are always willing to assist you with any problems that you may experience, so please contact us with any issues. Thanks to everyone who helps to make manufactured housing a better industry for North Carolina, and know that your extra efforts do not go unnoticed by me or your customers.

## STAN TAYLOR

A Towne Insurance Agency

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**MANUFACTURED HOUSING SPECIALIST**

<b>RETAILERS</b>	<b>MODULAR BUILDERS</b>
<ul style="list-style-type: none"> <li>◆ Inventory Insurance</li> <li>◆ General Liability</li> <li>◆ Auto</li> <li>◆ Builders' Risk</li> <li>◆ Umbrella Liability</li> <li>◆ Workers' Compensation</li> </ul>	<ul style="list-style-type: none"> <li>◆ Builders' Risk</li> <li>◆ General Liability</li> <li>◆ Modular Set-up Bonds</li> </ul>
<b>COMMUNITY OWNERS</b>	<b>SERVICE/SET-UP CONTRACTORS</b>
<ul style="list-style-type: none"> <li>◆ General Liability</li> <li>◆ Rentals</li> <li>◆ Workers' Compensation</li> </ul>	<ul style="list-style-type: none"> <li>◆ Liability</li> <li>◆ Tow Trucks</li> <li>◆ Property</li> <li>◆ Bonds</li> </ul>

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OUR 43<sup>RD</sup> YEAR SERVING THE  
MANUFACTURED HOUSING INDUSTRY

Stan Taylor Insurance · A Towne Insurance Agency  
 Contact: Sara May · Paul Simson  
 P.O. Box 18106 · Raleigh, NC 27619  
 4515 Falls of Neuse Road · Suite 300 · Raleigh, NC 27609  
 Phone: (919) 882-5165 · Fax: (919) 872-2033  
[towneinsurance.com](http://towneinsurance.com)

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

INSURANCE COMMISSIONER



# 2017 Legislative Reception



On March 15th NCMHA held its annual Legislative Day. Members spent the afternoon at the Legislative Building visiting with their local legislators and educating them about our industry. That evening NCMHA hosted a legislative reception for legislators, state officials and NCMHA members at the North Carolina Museum of Natural Sciences. Attendees were treated to delicious food, music and a slide show designed to educate on who NCMHA represents and the industry in general. The reception was well attended and members took advantage of the congenial atmosphere to further discuss with legislators and state officials the issues and challenges facing the industry and the need for affordable housing to make the dream of homeownership available to all in the state of NC.

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# *In Support of MaHPAC*

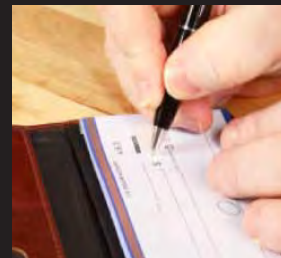
The Manufactured Housing Political Action Committee held its Annual Golf Tournament, which kicked off NCMHA's Annual Meeting on the morning of June 13<sup>th</sup> at the Magnolia Greens Golf Course located in Leland NC. This outstanding, 27-hole, public golf facility opened for play in 1998. Designed by Tom Jackson it garnered a 4-star rating from Golf Digest and has been the venue for several PGA Tour and USGA qualifying events. Though it was a "little" warm, everyone had a great time and MaHPAC netted an additional \$2,445 to add to its coffers. Cliff DeSpain awarded the cash prizes to the 1<sup>st</sup> place team of Jeff Daly, Doug Marchbanks, Michael McLean and Todd Thomas and 2<sup>nd</sup> place team Billy Owens, Cameron Colvin, Jeff Jones and Robert Derricks. Of course let's not forget the lovely trophies awarded to last place winners Brenda Green, Denny Green, David Bumpers and Derek Brown. Vance McMillan collected the prize for being closest to the pin and Cliff had the honor of awarding the prize for the longest drive to his lovely bride Angie. Thank you to all the golfers who supported the tournament and a special thank you to Roger and Brenda McCarter for volunteering to brave the heat and observe the hole designated for the \$10,000 Hole in One Challenge. No winner this year, but we hope to see everyone again next year to give it another try!

The 2<sup>nd</sup> annual NCAA March Madness Bracket Challenge also added to MaHPAC's coffers. Last years winner almost pulled it off again, but was edged out by Mike Miller of Frank's Homes who netted a \$300 gift card for his basketball acumen.



## 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!

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*Frank Gray  
NCMHA Legal Counsel*



## **Lien Agent Changes - Effective July 1, 2017**

**A**s you know, in order to receive a building permit, you must assign a lien agent if the cost of the improvement is more than \$30,000. NCMHA worked with legislative leaders and helped get a bill passed that clarifies this law. In particular, the General Assembly passed legislation that clarifies the cost of the manufactured home shall not be included in the calculation of the improvement. This will essentially allow most all manufactured homes being placed on leased land from having to obtain a lien agent. This law becomes effective July 1, 2017.

*SECTION 9. G.S.160A-417(d) reads as rewritten:*

*“(d) No permit shall be issued pursuant to subdivision (1) of subsection (a) of this section where the cost of the work is thirty thousand dollars (\$30,000) or more, other than for improvements to an existing single-family residential dwelling unit as defined in G.S. 87-15.5(7) that the owner occupies as a residence, or for the addition of an accessory building or accessory structure as defined in the North Carolina Uniform Residential Building Code, the use of which is incidental to that residential dwelling unit, unless the name, physical and mailing address, telephone number, facsimile number, and electronic mail address of the lien agent designated by the owner pursuant to G.S. 44A-11.1(a) is conspicuously set forth in the permit or in an attachment thereto. The building permit may contain the lien agent’s electronic mail address. The lien agent information for each permit issued pursuant to this subsection shall be maintained by the inspection department in the same manner and in the same location in which it maintains its record of building permits issued. Where the improvements to a real property leasehold are limited to the purchase, transportation, and setup of a manufactured home, as defined in G.S. 143-143.9(6), for which there is a current certificate of title, the purchase price of the manufactured home shall be excluded in determining whether the cost of the work is thirty thousand dollars (\$30,000) or more.”*

### **USEFUL ADDRESSES & PHONE NUMBERS**

**NCDOT - Division of Motor Vehicles**

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

**NC Department of Revenue**

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

**NCDOT - Oversize/Overweight Permit Unit**

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

**NCDOT - Oversize/Overweight Permit Unit**

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

To order permits:

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

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

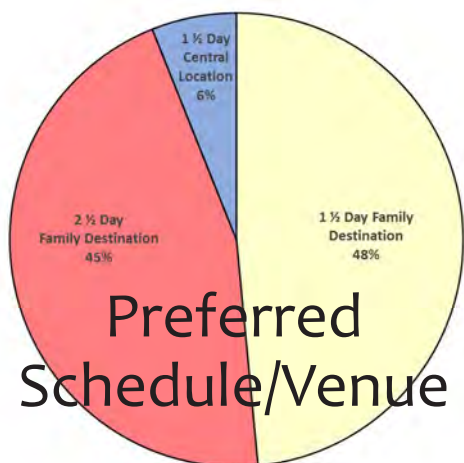
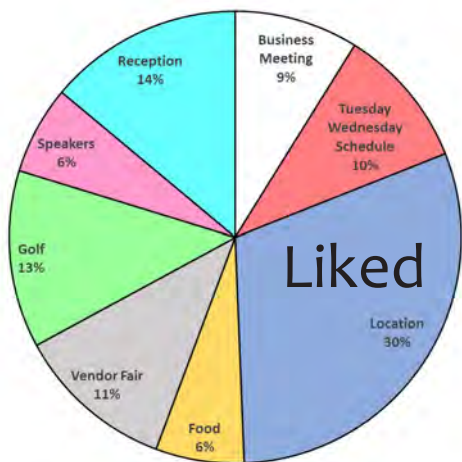
Single Trip Fax: (888) 222-8347 or (919) 662-4320

Annual Fax: (919) 662-4318



# The Results Are In 2017 Annual Meeting Survey

In an effort to make the Annual Meeting an even greater success, each year NCMHA sends out a survey to meeting attendees to find out what they liked or did not like and get recommendations for the upcoming year. This year 37% of the attendees responded and told us what they thought (see charts). The general consensus seems to be that Wrightsville Beach was a great location and 76% would like to return to that area, but some would like to create a more family friendly schedule by moving it closer to the week-end. Respondee were split on whether they preferred a 1 ½ or 2 ½ day meeting. Some of the suggestions included a motivational speaker and beach type activities for those that don't golf. We value your opinions, if you have some input to share please contact Dana Fox or Brad Lovin at the NCMHA office.



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**Save the Date!!  
North Carolina State Fair**

**Thursday, October 12<sup>th</sup>  
thru  
Sunday, October 22<sup>nd</sup>**

Every year NCMHA sponsors a house in which thousands of people get a chance to look at our product and see the quality, craftsmanship and beauty that we all know as a factory-built home. This is the largest education and marketing event of the year! Don't miss your chance to be a part of the most memorable exhibit of the State Fair! For more information: Call NCMHA 919.872.2740 or email: [dana@nc-mha.org](mailto:dana@nc-mha.org) or [bobbi@nc-mha.org](mailto:bobbi@nc-mha.org)

**Volunteer to Man the House!!  
We need 2 volunteers per shift each day**

**DATES:  
Friday, October 13<sup>th</sup> – Sunday, October 22<sup>th</sup>**

**SHIFTS:  
12:00 noon – 4:00 pm  
4:00 pm – 8:00 pm**

**TARGET INDUSTRY MEMBERS**

Advertise in the North Carolina Manufactured and Modular Housing News

To reserve your ad space today contact:  
Bobbi Peterman  
ph: 919.872.2740 e-mail: [bobbi@nc-mha.org](mailto:bobbi@nc-mha.org)

**General Contractor's Seminars**

The Professional Development Committee has coordinated with Contractor's Seminars to offer a one day General Contractor's Course to the membership. A member can attend any of Contractor's Seminars regularly scheduled courses for a discounted membership price. For more information, contact Bobbi Peterman at 919.872.2740.

**August 3, 2017**  
Doubletree Hotel  
Durham, NC

**August 5, 2017**  
Doubletree Biltmore  
Asheville, NC

**September 7, 2017**  
Doubletree Hotel  
Durham, NC

**September 8, 2017**  
Hampton Inn  
Charlotte, NC

**October 5, 2017**  
Doubletree Hotel  
Durham, NC

**October 7, 2017**  
Doubletree Biltmore  
Asheville, NC

## HUD CODE Through April 2017

	Through APRIL 2017		Through APRIL 2016		% Change
	Shipments	Market Share	Shipments	Market Share	
New England	413	1.4%	376	1.5%	9.8%
Middle Atlantic	1,155	3.8%	1,035	4.0%	11.6%
East North Central	3,311	10.8%	2,609	10.2%	26.9%
West North Central	1,014	3.3%	936	3.6%	8.3%
South Atlantic	6,874	22.5%	5,809	22.6%	18.3%
East South Central	5,498	18.0%	3,989	15.5%	37.8%
West South Central	8,486	27.8%	7,134	27.8%	19.0%
Mountain	1,702	5.6%	1,611	6.3%	5.6%
Pacific	2,020	6.6%	1,759	6.8%	14.8%

## MODULAR 4<sup>th</sup> Quarter 2016

Shipments of Modular Homes by State  
Ranked from Highest to Lowest  
4<sup>th</sup> Quarter 2016

	Modular Shipments	% of Total
New York	381	11.6%
North Carolina	361	11.0%
Pennsylvania	251	7.6%
Michigan	171	5.2%
Maine	130	4.0%
Minnesota	113	3.4%
Colorado	108	3.3%
Indiana	107	3.3%
Massachusetts	105	3.2%
Wisconsin	100	3.0%
Ohio	99	3.0%
Texas	89	2.7%
Florida	85	2.6%
New Jersey	85	2.6%
Illinois	76	2.3%
Montana	74	2.3%
Missouri	62	1.9%
South Carolina	57	1.7%
Iowa	51	1.6%
Virginia	50	1.5%
South Dakota	49	1.5%
Maryland	42	1.3%
Louisiana	42	1.3%
Tennessee	41	1.2%
Nebraska	38	1.2%
Delaware	35	1.1%
Connecticut	24	.7%
West Virginia	24	.7%
North Dakota	13	.4%

### Through APRIL 2017

### Through APRIL 2016

	Through APRIL 2017		Through APRIL 2016		Rank	% Change
	Shipments	Market Share	Shipments	Market Share		
1. Texas	5,045	16.5%	4,571	17.8%	1	10.4%
2. Alabama	2,552	8.3%	1,270	4.9%	4	100.9%
3. Louisiana	2,227	7.3%	1,457	5.7%	3	52.8%
4. Florida	1,999	6.5%	1,808	7.0%	2	10.6%
5. Michigan	1,651	5.4%	1,033	4.0%	7	59.8%
6. North Carolina	1,306	4.3%	1,204	4.7%	5	8.5%
7. South Carolina	1,267	4.1%	1,083	4.2%	6	17.0%
8. Mississippi	1,193	3.9%	969	3.8%	10	23.1%
9. California	1,187	3.9%	1,005	3.9%	8	18.1%
10. Georgia	1,022	3.3%	823	3.2%	11	24.2%
<b>TOTAL</b>	<b>19,449</b>	<b>63.6%</b>	<b>15,223</b>	<b>59.3%</b>		<b>27.8%</b>

## North Carolina Product Mix APRIL 2017

Shipments			Production		
Single Section	Multi Section	Total Shipments	Single Section	Multi Section	Total Shipments
159	152	311	112	184	296

North Carolina	2016	2017	% Change
Home Production	321	296	-7.8%
Home Shipments	301	311	3.3%

## WANT ADS

Use "Want Ads" in the NC Manufactured & Modular Housing News to buy, sell, trade, hire new employees or even find a job. \$15 for the first 3 lines and then \$3 for each line after that.

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