



MANUFACTS

—○ A bi-monthly publication from the
California Manufactured Housing Institute ○—

HIGH VALUE HOUSING

May - June Issue
2018

CMHI Convention

Over 170 industry members attended CMHI's Annual Jack E. Wells Memorial Awards Banquet on March 22nd in Rancho Mirage.

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Hala T. Jawad, AIA.A., Promoted to President of RADCO & Newport Pacific Family of Companies Promotes Maria Horton to Director of Marketing.

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CMHI 2018 CONVENTION HIGHLIGHTS

Ray Gritton Honored with CMHI's 2017 Jack E. Wells Memorial Award

Over 170 industry members attended CMHI's Annual Jack E. Wells Memorial Awards Banquet on March 22nd at the Omni Rancho Las Palmas Resort and Spa in Rancho Mirage.



Ray began his career in the manufactured housing industry in March of 1974, when he opened Instant Housing of California with four locations in Northern California. In May of 1996, he sold his business to Oakwood Homes, Inc. in Greensboro, N.C. and became Vice President of the Western United States.

In 1998, Ray became Executive Vice President, Retail Sales in the U.S. for Oakwood Homes, Inc. In June of 2001, Ray opened R.W.G. Enterprises, Inc. in Salida, California. Also known as Homes Direct, there are thirteen sales locations in five western states; four in California, two in Oregon, three in New Mexico, three in Arizona and one location in Washington.

In 2017, Homes Direct closed sales on 659 homes with over \$50,000,000 in wholesale sales transactions and \$75,000,000 in retail sales. R.W.G. Enterprises – Homes Direct, has been the largest independent manufactured home retailer in the Western United States for the past five years. Ray's dealership is also the second largest independent retailer in the entire United States.

The Jack E. Wells Memorial Award is CMHI's most prestigious award and signifies our respect and gratitude for Ray's leadership and service as a role model to be emulated.

Lifetime Achievement Award Recipients

Jim Joffe



Jim, along with partner, Bill Hanks formed J & H Asset Property Mgt., Inc. in 1986. As President, Jim directs the mobile home and RV park division of J & H, which manages over 120 communities throughout California, Arizona

and Nevada. Jim is a licensed manufactured home dealer and heads up Home Quest.

Jim has served on the Board of Directors for WMA and served as its President in 2009. In 2010, Jim was named the Busch, Carr & McAdoo Award recipient, WMA's most prestigious award.

Jim's son, Shane Joffe's presentation of CMHI's Lifetime Achievement Award was a moving testament to his father's contributions and success as a mentor.

Barry Cole

Barry began his career in manufactured housing in 1972 selling mobile homes at Foremost Motors in Compton, California. He then entered manufactured housing factory sales in 1976, elevating to General Sales Manager at Lancer Homes and Westway Homes. In 1986, he started his own manufactured housing retail operation, Red Label Housing in Orange, California and eventually transferred his manufactured housing sales license to Mobile Community Management Company in 1992. In 1999, he opened what is now Manufactured Housing Insurance Services.

The RV/MH Heritage Foundation inducted Barry into their Hall of Fame Class of 2014. Barry has also received the President's Award, Chairman's Award and the Jack E. Wells Memorial Award, plus the Lifetime Achievement Award from California Mobilehome Parkowners Alliance, CMPA.



Barry is currently serving on CMHI's Board of Directors and has continuously served as an Officer. In addition, he serves as CMHPAC Chairman; as a Board member for Affordable Community Living Corporation; served on the Board of Directors and Board of Governors for Manufactured Housing Institute; is Director of Public Relations for California Mobilehome Parkowners Alliance and has served as Chairman of the Board of the RV/MH Hall of Fame which proclaimed Barry as Chairman Emeritus.

Chairman's Award



In recognition of their dedication to the homeowners, employees and the industry, CMHI Chairman of the Board, Joe Stegmayer, presented this years Chairman's Award to Todd and Cindy Su of Advantage Homes.

Under Todd and Cindy's leadership, Advantage Homes is well known for its marketing expertise, excellent customer relations and beneficent service to their community.

President's Award

Bob Angel of American Dream Homes was recognized for his many contributions to CMHI with this year's President's Award by Jess Maxcy.

Bob has served on CMHI's Board of Directors since 1984 and has served as Chairman of the Board for two terms.

Bob was specifically recognized and thanked for his excellent gathering of information and analysis of California's retail distribution in 2017.



2018 Retailer of the Year



Selected by a committee, Ma Williams Homes was awarded CMHI's 2018 Retailer of the Year Award. Chosen from many of CMHI member retailers nominated, Ma Williams was honored for "demonstrating the highest standards of professionalism, competency and integrity in their business practices".

Ma Williams, centrally located in Hemet, California, serves communities from Riverside to San Diego and is a Founding Member of CMHI (1986). They provide families with affordable, quality factory-built homes that enable their customers to better enjoy their lifestyle. They provide a professional "no excuses" commitment to total and complete homeowner satisfaction.

Congratulations to all honorees from CMHI's 2018 Annual Convention!



[Click HERE to view all of the pictures from this year's CMHI Convention.](#)



CMHI

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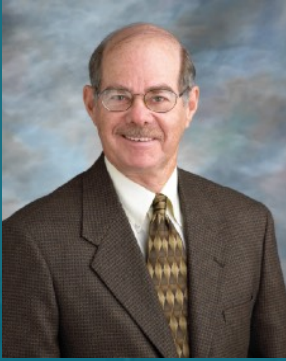
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FEATURE ARTICLE



Jess Maxcy
President, CMHI

With the close of 2017, I found myself in a wonderful position...I was wrong? My forecast for a 5.9% increase in new manufactured home shipments for last year was too conservative. Our actual shipment of 3,681 homes exceeded my forecast by 11.4%.

CALIFORNIA 2017 MANUFACTURED HOUSING SHIPMENTS FORECAST VS. ACTUAL

Month	Forecast Mo/YTD	Actual* Mo/YTD	% of YTD Forecast
January	273/273	242/242	96.3%
February	260/533	274/516	102.3%
March	299/832	351/867	106.0%
April	260/1,092	320/1,187	109.6%
May	297/1,389	312/1,499	107.4%
June	297/1,686	340/1,839	108.2%
July	240/1,926	273/2,112	109.7%
August	299/2,225	316/2,428	109.1%
September	280/2,505	350/2,778	110.9%
October	308/2,813	319/3,097	110.1%
November	280/3,073	288/3,385	110.0%
December	230/3,303	296/3,681	111.4%

* Source: CMHI Shipment Reports

- VIEWPOINT CONT'D -

California's continuing and seemingly ever-increasing need for affordable housing provides opportunity for continued growth in manufactured housing market share.

Constraints/Opportunities

California needs to produce at least 200,000 new dwelling units per year to begin to ease the shortfall of available housing units and stem the seemingly ever-increasing rise in home prices. Unfortunately, the production of new units hasn't reached even half that level for the past nine years.

At the close of 2016, the median California household income was \$67,739. At the close of 2017, California's median home price was \$550,990, requiring a minimum qualifying income of \$111,260 (Only 29% of households qualify).

During the same period, the largest decline in inventory, and consequently sales, were for homes priced at \$299,000 or less. The decline in sales did not occur because there isn't a market for those homes. It occurred because the inventory of for sale site-built homes in that bracket is extremely low.

As of December 2017, the inventory of for sale homes in the \$0 - \$199,000 bracket declined 32.9% and those in the \$200,000 - \$299,000 bracket declined 14.8%.**

Clearly, the demand for high value housing is strong. The degree to which manufactured housing becomes a growing source in fulfilling this need remains to be seen.

Site availability is a very important determinant in increasing manufactured home sales and the industry's market is virtually bifurcated: homes sold primarily as personal property in manufactured home communities and homes sited outside MHCs as real property, thus creating a two-pronged approach to expand the market for manufactured housing.

Though it is possible to increase the pullout/full rate in existing MHCs to match the industry's current production capacity, in my opinion, it is not probable in the near term. Nor is it likely new MHCs will be developed or a significant number of sites will be added to existing California MHCs.

While California's manufactured housing industry must do everything necessary to support its core business (sales in MHCs), it is doubtful that a significant increase in market share will come solely from replacement homes in established MHCs.

- VIEWPOINT CONT'D -

Therefore, it is important to recognize and take advantage of the opportunities for siting manufactured homes outside MHCs. To do so, manufacturers, retailers and lenders must work together to strengthen this segment of our retail distribution.

For 2018, CMHI's focus is on sponsoring legislation to:

- Provide funding for programs to replace aged homes in MHCs;
- Ease the process and reduce the costs to add lots to existing MHCs;
- Ease the process and reduce the costs to use manufactured housing as accessory dwelling units;
- Provide funding for the purchase of manufactured homes for farm labor housing.

Working together we can make 2018 a very good year!

***Source: California Association of Realtors ®*

California 2018 Manufactured Housing Shipments Forecast vs. Actual

Month	Forecast Mo/YTD	Actual Mo/YTD	% of YTD Forecast
January	330/330	345/345	104.6%
February	300/630	338/683	108.4%
March	341/971	354/1,037	106.8%

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2018 CALIFORNIA INDUSTRY LEGISLATION

BILL	DESCRIPTION	STATUS	CMHI POSITION
AB 1943 Waldron	Specifies that a M/Home installation with a for A33C satisfies the requirements of NSC 18551	Assembly HCD Committee	Oppose
AB 2056 Garcia	Authorizes HCD to make loans from the mobilehome park rehabilitation and purchase fund	Assembly HCD Committee	Amend
ACA 4 Aguiar-Curry	Authorizes local governments to impose, extend or increase a special tax for affordable housing	Assembly Local Government	Watch
SB 46 Leyva	Removes the repeal date for mobilehome park inspections	Assembly HCD Committee	Support
SB 829 Wiener	Extends provisions that housing for agricultural employees is deemed an agricultural land case	Senate Transportation & Housing	Support
SB 831 Wieckowski	Amends accessory dwelling unit legislation	Senate Housing & Transportation	Watch
SB 1130 Leyva	Includes manufactured housing in property tax postponement legislation	Senate Government Moderization Committee	Support
SB 1469 Skinner	Amends accessory dwelling unit legislation	Senate Housing & Transportation	Watch



CMHPAC 2018 CAMPAIGN

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- All CMHPAC contributions are strictly voluntary.
- Corporate checks *CAN* be used for PAC contributions in California according to law.
- Corporate contributions are permissible in California according to law.
- There is no federal or state deduction or tax credit for PAC contributions made by businesses or individuals.
- Contributions to a PAC by individuals or corporations are limited to \$7,300 per calendar year.
- Contributions of any amount are appreciated.

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You live in your mobilehome.

You take care of it.

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But, do you really own your mobilehome?

If you purchased a mobilehome, but did not receive an official Certificate of Title from the California Department of Housing and Community Development (HCD), **you may not legally own your home.**

Have fees and back taxes prevented you from registering your mobilehome?

Effective January 1, 2017 through December 31, 2019, owners of manufactured homes and mobilehomes who are NOT currently the registered owners may be eligible to obtain waivers from certain fees and back taxes and apply to register their homes with HCD.



You may be eligible to waive certain fees and back taxes through the

Manufactured/ Mobilehome Fee and Tax Waiver Program*

Take this opportunity to legally own your mobilehome!

*Fee and Tax Waiver program created by Assembly Bill 587 (2015-16)



Am I eligible? You are eligible if all of the following apply:

- ✓ Your home was registered in California in the past.
- ✓ You have not registered your home with the California Department of Housing and Community Development (HCD).
- ✓ You are not already participating in (HCD's) Fee and Tax Waiver Program.

Contact us. We are here to help.

California's Housing and Community Development Department can guide you.

Call **800.952.8356** or send an email to **587questions@hcd.ca.gov** or visit **www.hcd.ca.gov/587.html**

HCD RT 805

VETERAN'S AND AFFORDABLE HOUSING BOND ACT

By Jess Maxcy

This November you will have an opportunity to support our nation's veterans, affordable housing and our industry by casting a vote on the Bond Act. Here is why you should vote yes.....

California is in desperate need of effective programs to resolve our housing crisis. The California Legislature recognizes manufactured housing as a viable and cost-effective resource that can contribute to the resolution of the housing crisis.

If passed in November, the Bond Act will authorize the issuance of \$4 billion in bonds to finance various housing programs. Among them are:

- \$300 million for farm worker housing which includes “the acquisition of manufactured housing”.
- \$300 million in the “self-help housing fund” for among other purposes, direct forgivable loans for the acquisition of housing including manufactured homes.
- \$30 million of the “self-help housing fund” will be specifically dedicated to “provide grants and forgivable loans to assist in the rehabilitation, or replacement, or both, of existing mobile homes located in a mobile home or manufactured home community”.

This November, help our veterans and future homeowners by...

Voting YES on the Veteran's and Affordable Housing Bond Act!

CMHI ANNOUNCES HOME EXHIBIT PROGRAM

Rather than “build it and they will come”, how about “show them and they will buy”?

For manufactured housing, a key to growing sales is a well displayed home that attracts home shoppers who have not previously considered manufactured homes as a desirable solution to homeownership.

Qualified CMHI member retailers wishing to exhibit a home in local fairs, home and garden shows or other appropriate venues, CMHI has a program to support your efforts.

CMHI will issue up to 6 grants to qualified participants, to partially reimburse expenses incurred, for the display of a home in a **pre-approved** local venue.

Guidelines for CMHI's 2018 Home Exhibit Program are available at CMHI.org.

SKYLINE AND CHAMPION HOME BUILDERS TO MERGE

Skyline Corp. (SKY) and Champion Enterprises Holdings, LLC, the parent company of Champion Home Builders, Inc., said that they reached a definitive agreement for the two companies to combine their operations.

As per the terms of the agreement, Champion will contribute 100% of the shares of its operating subsidiaries, Champion Home Builders, Inc. and CHB International B.V., to Skyline. In exchange, Skyline is currently expected to issue about 47.8 million shares to Champion, representing 84.5% of the common stock of the combined company on a fully-diluted basis. Prior to closing, Skyline expects to declare a dividend to its existing shareholders of its excess net cash available for distribution under the agreement after certain transactional expenses.

The combined company will be known as Skyline Champion Corporation and trade on the NYSE American under the ticker symbol "SKY". The Board of Directors will comprise eleven members, nine of which will be directors designated by Champion and two of which will be designated by Skyline.

Upon closing of the transaction, Champion Chief Executive Officer, Keith Anderson, will serve as Chief Executive Officer of Skyline Champion Corporation. Additionally, Laurie Hough, Champion Chief Financial Officer, will serve as Chief Financial Officer of the combined company.

Skyline anticipates nominating John Firth, current Chairman of the Board of Skyline, and Rich Florea, current Chief Executive Officer of Skyline, as Directors of the combined company and Art Decio, an original founder of Skyline and a member of the Board of Directors since 1959, as a senior advisor to the combined company's Board of Directors. Skyline Champion Corporation's principal offices will remain in Elkhart, Indiana with additional executive offices in Troy, Michigan.

Art Decio, Skyline's largest shareholder, has agreed to vote in favor of and fully support the transaction.

The transaction, which is expected to be completed in the first half of 2018, is subject to the receipt of regulatory approvals and other customary closing conditions as well as the approval of Skyline shareholders.

Source: (RTTNews)



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RADCO NEWS

RADCO was the first third party agency in California to plan review and inspect modular projects that utilize repurposed shipping containers. The project was the Waldorf School of Orange County located in Costa Mesa. Since then, the trend of using shipping containers has attracted many contractors and builders across the country. Currently, there are no regulating rules or guidance in the ICC model codes for this type of structure.

RADCO has been developing criteria and methods to review shipping container buildings. Each state modular program has a unique approach to addressing shipping container buildings. Some states have accepted RADCO's plan review methodology. Others have kept these containers out of their jurisdiction entirely. The Modular Building Institute (MBI) recently created a task force with the goal of establishing baseline criteria for evaluating shipping container building. This task force will also work with ICC on acknowledging this type of construction and adopting codes to legitimize it. This effort will in turn enable States to adopt such codes into their modular building programs.

RADCO's Vice President of Plan Review Services, Hala Jawad, AIA and Plan Review Engineer Mohsen Anis, P.E. are currently serving on the MBI/ICC task force. They have been working together to develop RADCO's criteria for reviewing the shipping container buildings. You can find the white paper, the product of that task force [here](#).

RADCO has also been invited to participate in the committee that ICC has formed to develop the code for use of repurposed shipping containers in modular projects.

Source: RADCO News



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# MEMBERS IN THE NEWS

## HALA T. JAWAD, AIA.A., PROMOTED TO PRESIDENT OF RADCO

*“March on. Do not tarry. To go forward is to move toward perfection. March on, and fear not the thorns, or the sharp stones on life’s path.” (Khalil Gibran)*



Not only is this Khalil Gibran quote one of Hala Jawad’s favorites, it also embodies her journey from Middle East-educated and trained architect, to now President of RADCO, a nationally recognized testing, listing, and third-party plan review and inspection agency that has served the building industry for 50 years.

After immigrating to the United States in 1997, and struggling to find work in the architectural field, Hala switched gears and marched on. Taking on a job in 2000 as an entry level plan checker for manufactured housing—for which she was highly overqualified—Hala quickly turned the perceived setback into an opportunity. In her mind, she wasn’t starting over at all; rather, she was paving the way toward a new path in engineering management, leveraging her architectural

experience, attention to detail, and passion for helping clients as stepping stones to perfection in the modular and manufactured housing industry. In a few short years, she quickly moved up the ladder at RADCO, serving as manager of the firm’s plan review department, then as director of plan review services, vice president, and now as President of the firm. In her new position, Hala will be responsible for overseeing the complete operations of RADCO, which includes a team of 28 engineers, plan reviewers, compliance experts, and inspectors located across North America.

Throughout her career, Hala has generously contributed her time to helping craft regulations for the California Department of Housing and Community Development (HCD) residential and commercial programs; participating in the Manufactured Housing Institute (MHI) technical committee; and most recently, working with fellow colleagues on developing acceptance criteria for repurposed shipping containers. In addition, she is currently working with an ICC focus group on writing the codes for the use of repurposed shipping containers in the International Building Code and International Residential Code as viable buildings for commercial, educational, and residential use, including housing for the homeless.



Today we celebrate Hala's achievements, bravery, and expertise in the rapidly growing field of manufactured homes, modular structures, and re-purposed shipping containers for alternative uses. We congratulate her success, and embrace the positive role she is showing to all women with aspirations in the architectural and engineering fields.



RADCO, a Twining Company, is headquartered in Long Beach, California, with branch offices in Arizona, Florida, Indiana, and North Carolina.

Contact:

Hala Jawad, AIA.A, President

562.272.7231 x127

[hjawad@radcoinc.com](mailto:hjawad@radcoinc.com)

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

## **NEWPORT PACIFIC FAMILY OF COMPANIES PROMOTES MARIA HORTON TO DIRECTOR OF MARKETING**



Newport Pacific Capital Company, Inc. provider of property management, has announced the promotion of Maria Horton to Director of Marketing. She will have the responsibility of promoting Newport Pacific Family of Companies to the manufactured housing industry.

Maria has spent the past several years representing Newport Pacific attending conferences, providing radio interviews, contributing as a panelist, speaker and promoter. She began her career thirteen years ago with Newport Pacific as a Regional Manager earning her MCM, MHM, CAM, AMS and CMCA in housing management. Maria has also spent the past nine years as a member of the City of

Maria was recently featured in the MHI Newsletter and will be a guest speaker at George Allen's upcoming Networking Roundtable being held on September 6-8 in Indianapolis.

# NEWPORT PACIFIC

## FAMILY OF COMPANIES

Newport Pacific is a national company that provides housing management services. They specialize in Apartments, RV communities and resorts, Manufactured Housing communities, Marinas, Housing construction and Property Operation Management. Newport Pacific's management team has been designated with the AMO national accreditation, a designation that few companies are awarded. Their vision of utilizing and placing new energy efficient houses to solve existing community utility infrastructure issues has provided many benefits to owners and residents. This strategy has earned Newport Pacific several awards for its outstanding leadership.



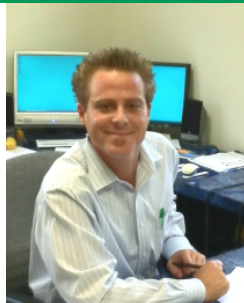
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## ECN TO ACQUIRE TRIAD

Canadian company ECN Capital Corp. has entered into a definitive agreement to acquire Triad Financial Services, Inc. for \$100 million.

“ECN Capital is exactly the right partner for Triad and we are excited about the opportunities ahead for everyone that is a part of the Triad team,” said Don Glisson, Jr., Chairman and CEO of Triad Financial Services, Inc.

“Triad is a pioneer in the manufactured housing industry and a market leader with an incredible history, superior credit, proven growth, scalability and a robust partnership with U.S. banks and credit unions,” said Jim Nikopoulos, ECN Capital’s President. “We are excited to welcome this impressive business into the growing ECN Capital family of businesses and look forward to a long-term partnership with Don and his team.”

Founded in 1959, Triad is the oldest manufactured housing finance company in the U.S. It originates and services primarily prime and super-prime loans to consumers for manufactured homes throughout the U.S. Originations are sourced through a national network of dealers and manufacturers and are sold to established network of over 40 banks and credit unions. In addition to originating prime loans, Triad manages manufactured housing portfolios for third party owners.

The transaction is expected to close in the first quarter of 2018 and is subject to customary closing conditions, including regulatory approvals.

## MHI’S ANN PARMAN RETIRES



After a 35-year career at MHI, Ann Parman retired at the end of January. Ann was Vice President of Education. During her tenure, she has managed the Federated States Division, National Retailers Council, the Manufactured Housing Education Institute and the Congress & Expo for Manufactured and Modular Housing. She is proudest of her role with MHEI. She worked with that group since its inception in 1989 and served as its primary MHI staff liaison. Ann said she is looking forward to retirement and having more leisure time for hobbies and traveling. MHI staff will miss her and are grateful for her hard work and long-term dedication to the industry.



“On behalf of MHI, I thank Ann for her dedication and commitment to advancing the manufactured housing industry,” said Dick Jennison, MHI President and CEO. “She has contributed immensely over her 35 years with only one goal in mind – doing what’s best for MHI members and the industry.”

*Source: MHI News*

## MHI ANNOUNCES THREE NEW STAFF

Ann’s retirement has led to the hiring of a new Director of Education as part of a revamped Industry Relations team. Please welcome the following new MHI staff members:

**Lee Krinzman** is the new Director of Education. He comes to MHI from the American Chemistry Council where he designed and managed education programs for the Polyurethane Industry. His undergraduate degree is from George Mason University and he is completing a Master’s degree in Public Administration. Lee has worked for non-profits throughout his career. Lee will be assuming many of Ann Parman’s responsibilities and can be reached at 703-558-0654 and [lkrinzman@mfghome.org](mailto:lkrinzman@mfghome.org).

**Naida Struyk** is the new Meetings Specialist at MHI. She earned her BA in Tourism and Events Management and has achieved the Certified Meeting Planner (CMP) designation. She has worked for several associations, focusing on their meetings management and logistics. In 2016, Naida was selected as one of the Professional Convention Management Association’s Top 20 in Their Twenties for up-and-coming event professionals. Naida replaces Suzanne Clegg, an outside contractor MHI used for several years. Contact Naida at 703-229-6207 and [nstruyk@mfghome.org](mailto:nstruyk@mfghome.org).

**Kaitlyn Palatucci** was introduced last fall as MHI’s Senior Director of Business Development. She has spent years in the association industry working to increase revenue and expand brand awareness through sponsorships, events, exhibits, communications and membership. She has worked with associations throughout the Washington, D.C. area including the National Apartment Association. Kaitlyn holds dual degrees from the University of Central Florida. She can be reached at 703-558-0668 and [kpalatucci@mfghome.org](mailto:kpalatucci@mfghome.org).

*Source: MHI News*

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# RV MH HALL OF FAME NEWS

## RV/MH Heritage Foundation Announces Class of 2018 Hall of Fame Inductees

The RV/MH Heritage Foundation (Foundation) board of directors has announced the names of those who will be honored and inducted into the RV/MH Hall of Fame (Hall) as members of the Class of 2018.

### Manufactured Housing Inductees

|                                 |                                                  |
|---------------------------------|--------------------------------------------------|
| <b>Michael A. Cirillo</b>       | <b>John Evans</b>                                |
| President, Star Management      | California Manufactured Housing Institute (CMHI) |
| California MH Communities Owner | California MH Supplier                           |

Darryl Searer, President of the RV/MH Hall of Fame, commended the work of the nominating committees that had to narrow a list of over 60 candidates down to the final eleven selected. MH committee only evaluates the MH nominees and the same for RV. Searer said, "We continue to be proud of the diversity of this year's class, not only in the inductee's gender, but also the diversity of regions within the U.S. as well as the diversion of nominee's industry segments such as suppliers, manufacturers, dealers, community managers and developers, as well as association executives."

The Class of 2018 will be officially inducted into the RV/MH Hall of Fame at the Annual Induction Dinner on Monday, August 6, 2018, in Elkhart, Indiana.



ManuFacts is a bi-monthly newsletter published by the California Manufactured Housing Institute (CMHI) exclusively for member companies.

CMHI is a nonprofit trade association representing companies that build, sell and finance factory constructed homes and manage factory constructed home communities; and supply goods and services to the industry.

The Institute was founded to advance the availability and ownership of quality, high-value homes, marketed by licensed retailers, by promoting the purchase of factory constructed homes and the development of desirable sites and communities in California. The Institute's public, government and consumer relations programs are directed toward these goals.

CMHI Chairman - Joe Stegmayer  
Cavco Industries

CMHI President - Jess Maxcy  
CMHI Foundation President - Jess Maxcy

Published at - 1945 Chicago Ave, Suite B North,  
Riverside, CA 92507

Telephone (951) 683-4053  
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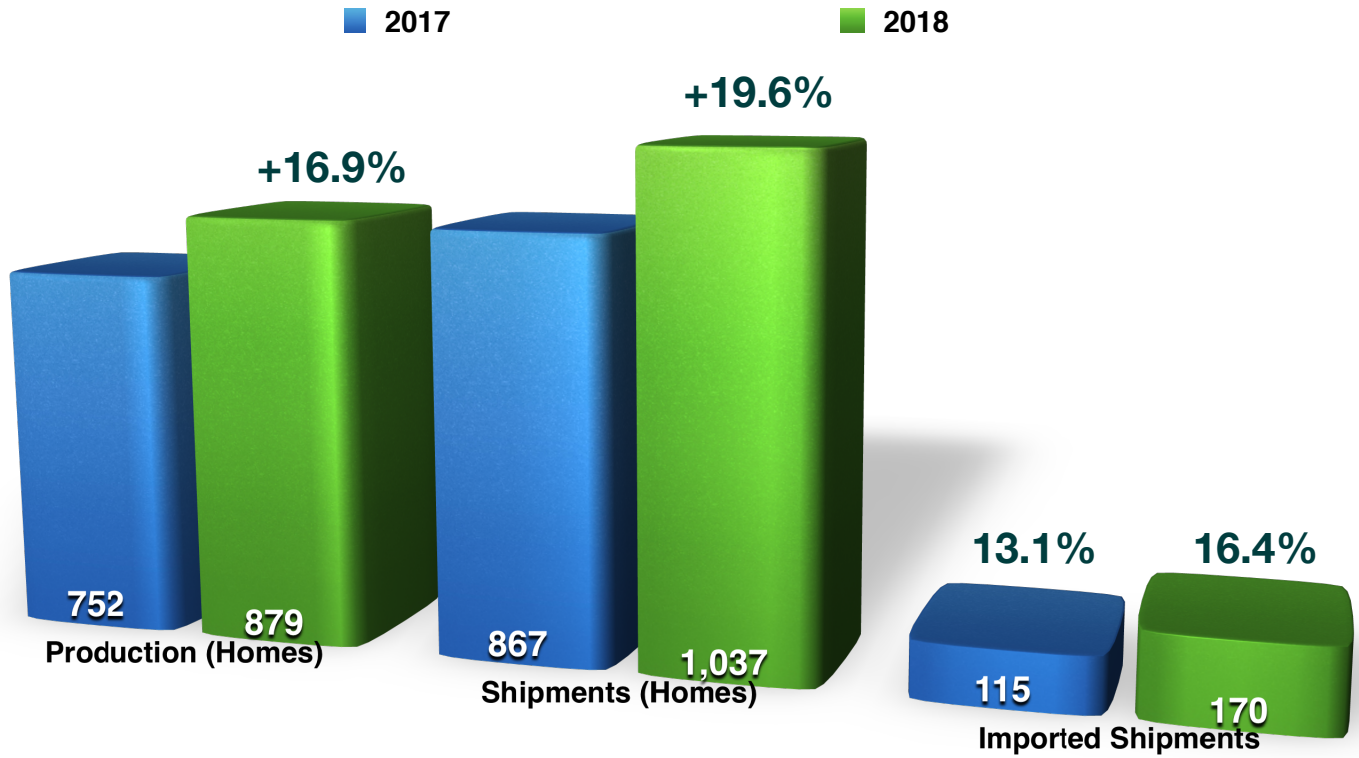
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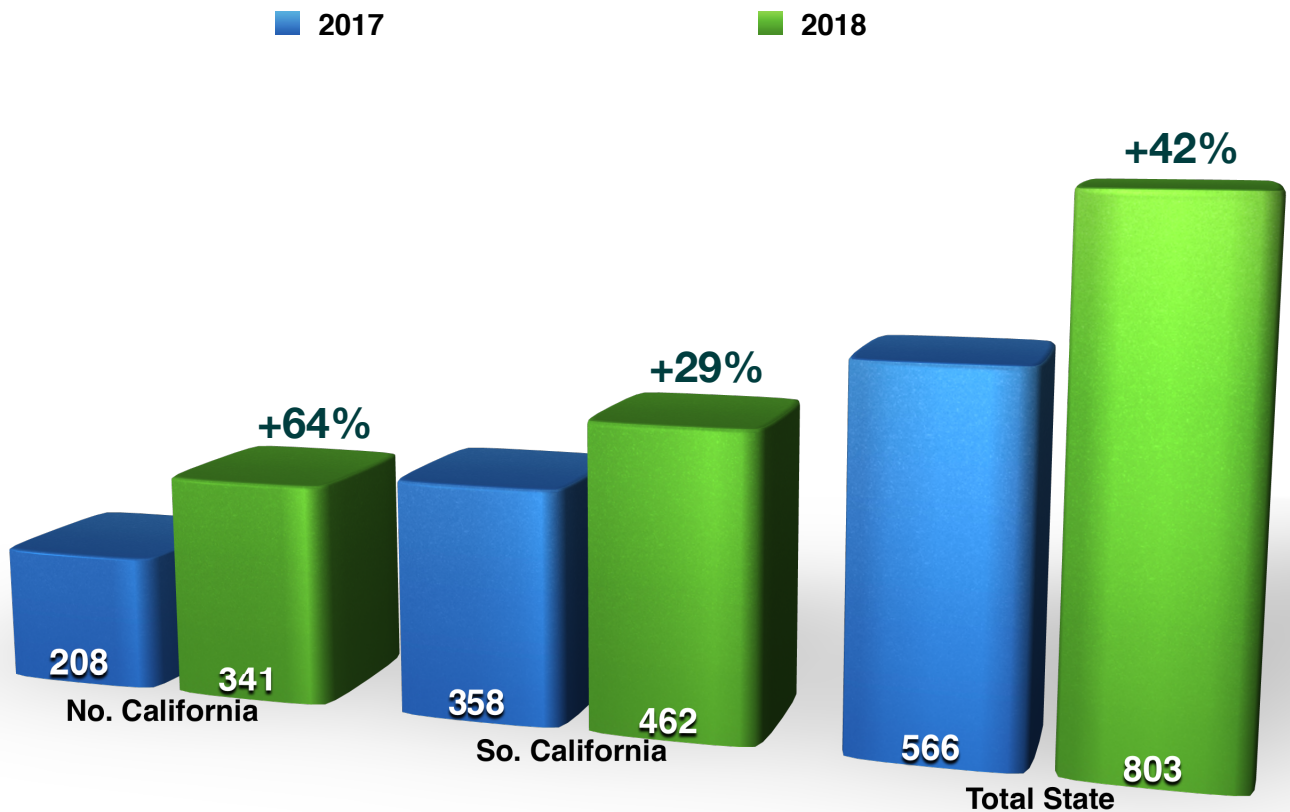




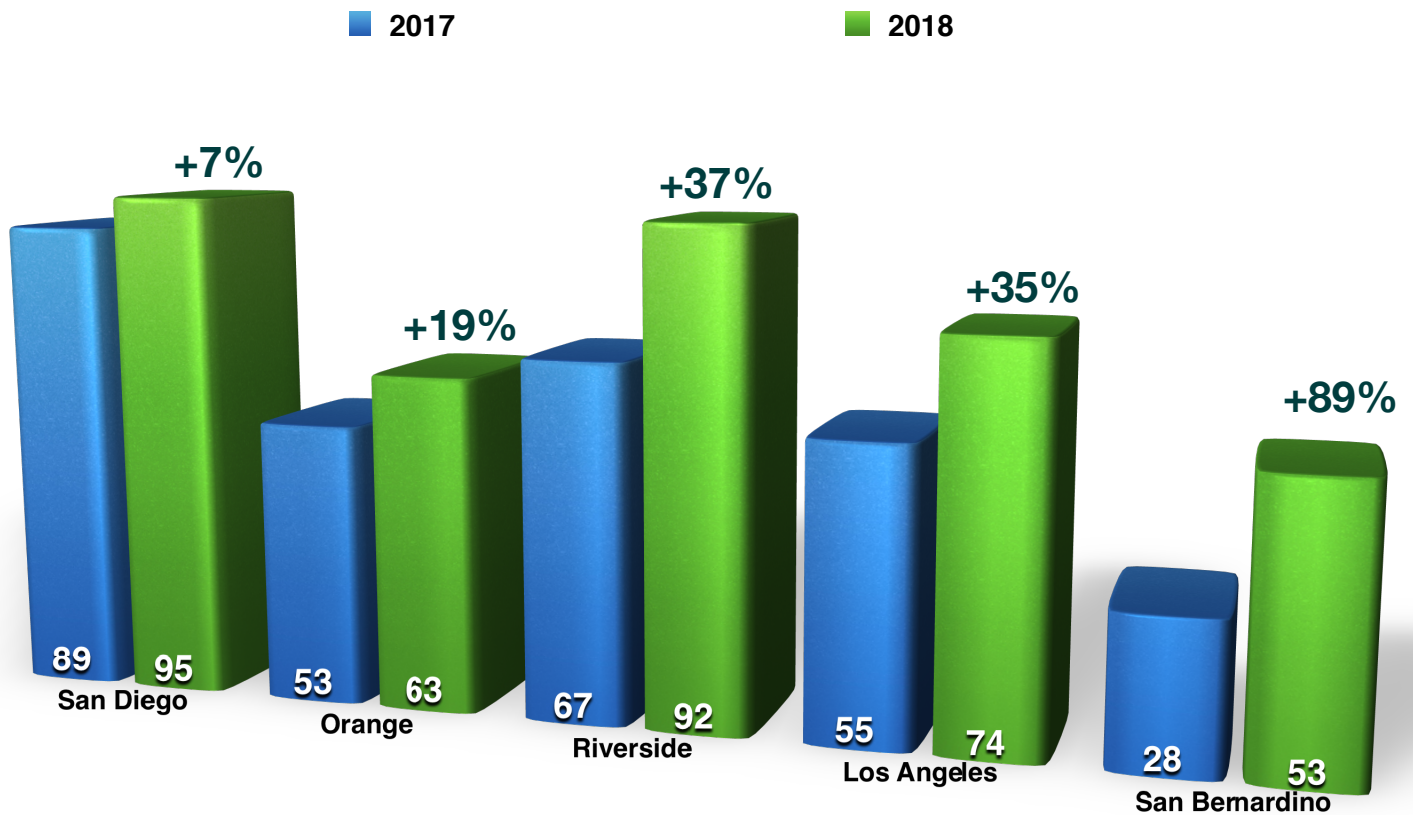
## 2018 MANUFACTURED HOME PRODUCTION/SHIPMENTS YTD (MARCH)



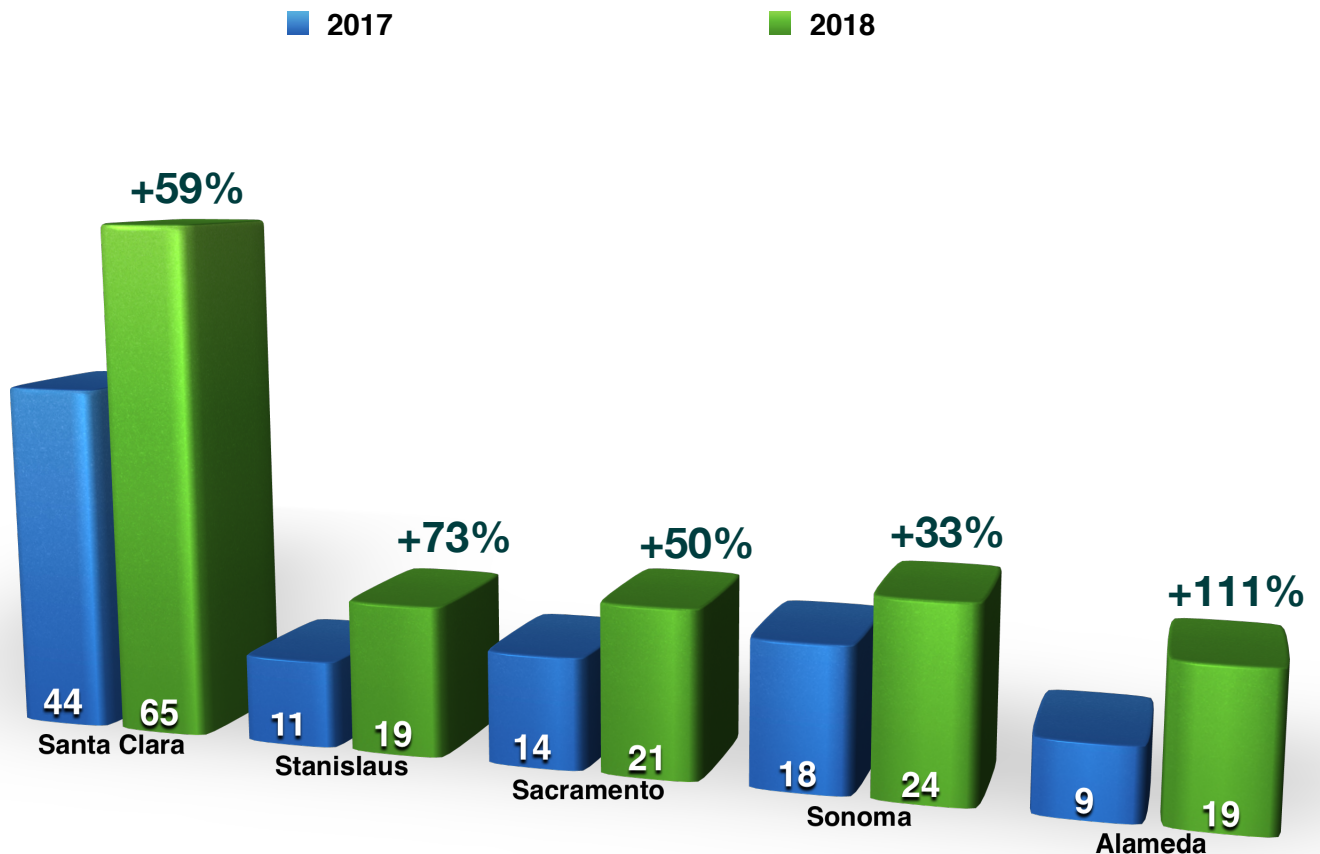
## 2018 REGISTRATIONS (NEW SALES) BY COUNTY OF HOMEOWNER YTD (MARCH)



## SOUTHERN CALIFORNIA REGISTRATIONS TOP FIVE COUNTIES BY COUNTY OF HOME OWNER YTD (MARCH)



## NORTHERN CALIFORNIA REGISTRATIONS TOP FIVE COUNTIES BY COUNTY OF HOME OWNER YTD (MARCH)







## JUNE 14TH, 2018 NORTHERN CALIFORNIA CHAPTER MEETING

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Phone \_\_\_\_\_ Email \_\_\_\_\_

**Attendees:**

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\_\_\_\_\_

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Dinner Service: 6:30pm

\$55 – CMHI Members

\$110 – Non-Members

Bring a non-member to the Chapter Meeting  
and receive a \$10 credit.

## **PROGRAM**

- ❖ **Legislative & Regulatory Review**
- ❖ **CMHPAC Update**
- ❖ **Market Statistics**



## UPCOMING EVENTS - 2018

|                     |                                                                                                                                                                                                                               |
|---------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| June 14th           | <b>CMHI Board of Directors Meeting</b><br><b>CMHI Northern California Chapter Meeting</b><br>Embassy Suites Sacramento<br>Sacramento, CA<br>Contact: Jamie 951-683-4053<br><a href="mailto:jamie@cmhi.org">jamie@cmhi.org</a> |
| September 23rd-25th | <b>2018 Annual Meeting</b><br>Paséa Hotel & Spa<br>Huntington Beach, CA<br>Contact: Cheryl Berard 703-558-0668<br><a href="mailto:Cheryl@mfgghome.org">Cheryl@mfgghome.org</a>                                                |

### Disclaimer:

Advertising Note: The content of any advertising insertion is prepared solely by the advertising member. By insertion, CMHI does not endorse the product or service being offered nor is it, in any way, responsible nor liable for the content of any such advertisement.

### Would you like to contribute to future editions of ManuFacts?

We're always looking for article submissions from our members, *Back to the Future* ideas, *Members In The News* updates, etc.

If you have anything you'd like to contribute, we'd be happy to publish your news in the next issue of ManuFacts.

Submit all press release, photos, article, etc to [jamie@cmhi.org](mailto:jamie@cmhi.org) for consideration.

## Manufactured Housing Insurance Services

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**Barry Cole** has over 40 years of experience in

California's manufactured housing marketplace. He is also a RV/MH Hall of Fame inductee and recipient of the California Manufactured Housing Institute Jack E. Wells Award  
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