

MISSISSIPPI MANUFACTURED HOUSING ASSOCIATION

April, 2019 Newsletter



2019 TUNICA SHOW: HUGE SUCCESS

The 2019 Tunica Show was a huge success with three new manufacturers showing homes as well as an increase of 294 attendees from the 2018 Show. There was an increase of builder developers, community managers, installers, and retailers for this year's show. We welcomed three new manufacturers; Winston Homes, Jessup Housing, and New Vision Homes to the Tunica Show which created even more enthusiasm. The SCMHI Board was also glad to have Clayton Homes, Inc. Return to the Tunica Show this year.

All of the manufacturers who exhibited reported positive responses to this year's show because they saw the increase in attendees and yes they were buying homes! The service and supplier booths were completely sold out early in the show planning stage. We also had an increase in the outside supplier exhibits at this year's show.

The education seminars were very well attended and many of the community managers attended the programs. There

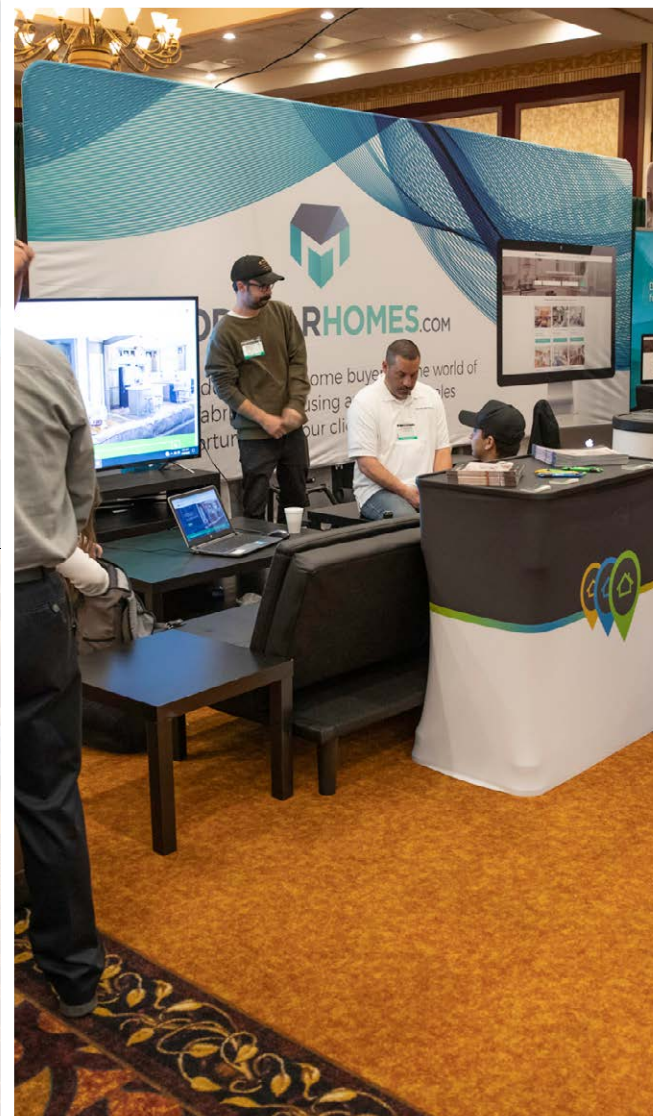
were a wide range of receptions to attend in the evenings. In fact many nights there were multiple events to attend which allowed for attendees to network with each other. Board members received positive feedback from attendees on the two hot delicious lunches each day of the show. Overall, we had an outstanding Tunica Show and we appreciate all of the sponsors for the show as well as the participants. Thanks to all of the attendees who came to the Show and help us spread the word: The Tunica Show was a Huge Success!!!



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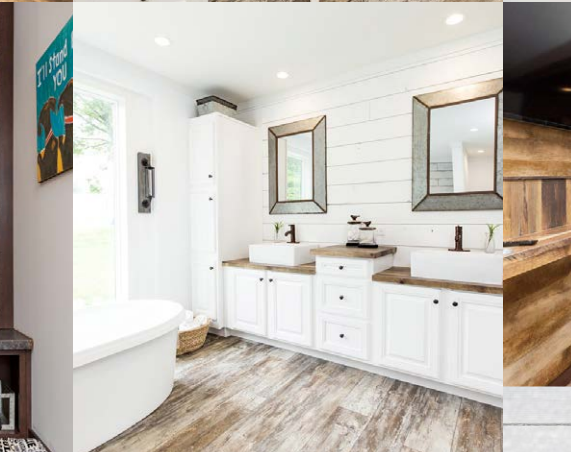




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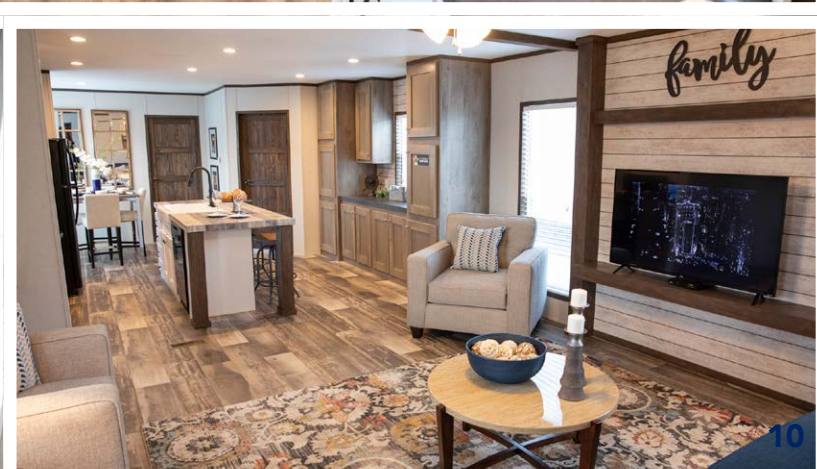
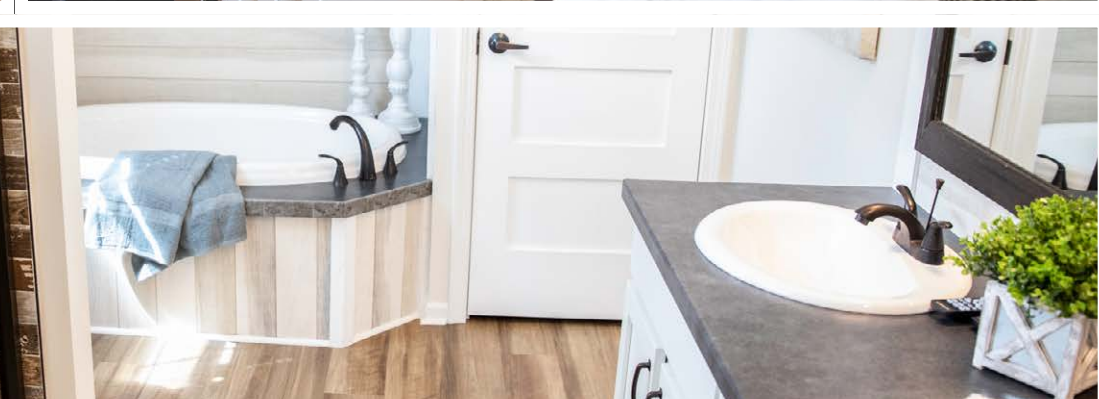
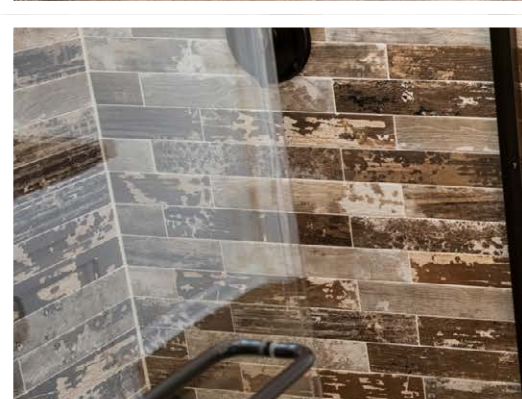
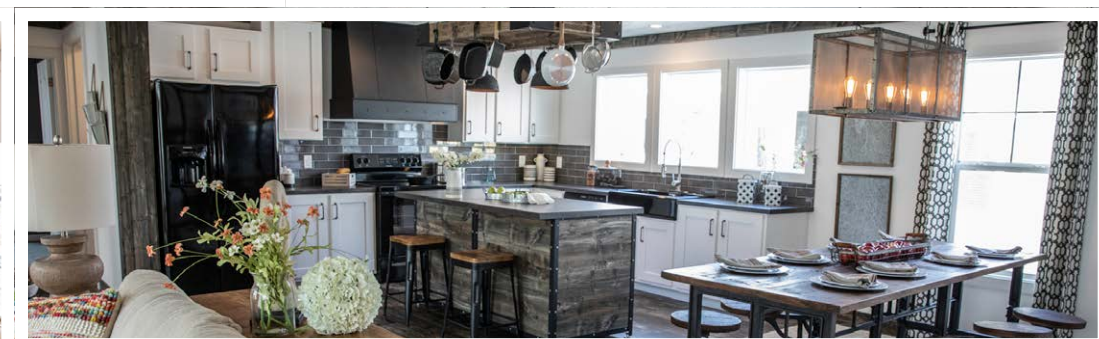


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WELCOME TO THE FAMILY!



Winston Homebuilders is a brand new manufactured home builder in Double Springs, Alabama. This is the first home built out of their new facility and they featured two amazing homes at the 2019 Tunica show.



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2019 INDUSTRY UPDATE FOR MISSISSIPPI

Recently Tim Fagerburg with the State Fire Marshal's office was a guest speaker for one of the conference call for MMHA and gave us an update on the industry. He reported some very interesting facts. In 2018, he reported that 5933 floors were shipped to Mississippi from Jan-Dec 2018 with another 347 floors reported in January 2019 which reflects floors shipped in December of 2018.

The licenses issued by the department since July 2018 are as follows: 95 retailers, 106 installers, 5 developers, 49 HUD manufacturers, 17 modular manufacturers, and 1 modular contractor. The number of consumer complaints received since July 1, 2018, are 24 and fifteen of those have been processed. There are still 10 complaints still pending from 2018 and 7 complaints still pending from 2017.

Mr. Fagerburg encouraged the retailers

on the conference call to be very careful what information that they include in the information that is sent to their office regarding responses to complaints made. Everything that is received by the department is kept in the consumer complaint file and is available upon request to be seen by the consumer or homeowner.

He also reported that in the last year that they had 4-5 inspections where one or more of the parties named in the complaint failed to show up or even call the department. The department is looking into what they can do to the "no shows" and if there are penalties that can be applied to these parties. If your company is named in a consumer complaint and the department sends you notification of the date and time of inspection for all parties to be present, then you need to make sure that you send a company representative to the meeting.

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MISSISSIPPI MANUFACTURED HOUSING ASSOCIATION

2019 CALENDAR OF EVENTS

- | | |
|--------------------|---|
| APR 9 | LICENSE RENEWAL SALES AND SET-UP EDUCATIONAL SEMINAR
Mississippi State Fire Academy Pearl, MS |
| APR 23 | MMHA INSURANCE SEMINAR
10:00 - 5:00 PM MMHA Office |
| APR 26 | EDUCATION CONFERENCE CALL
8:30 - 9:30 AM |
| MAY 6-8 | MHI CONGRESS / EXPO
New Orleans, La |
| MAY 16 | MMHA GENERAL MEMBERSHIP MEETING
8:30 AM Hilton Jackson |
| MAY 16 | MMHA BOARD OF DIRECTORS MEETING
1:30 PM Hilton Jackson Crown Room |
| JUN 3&4 | LICENSE RENEWAL SALES AND SET-UP EDUCATIONAL SEMINAR
Mississippi State Fire Academy Pearl, MS |
| JUNE 3-4 | MHI SUMMER LEGISLATIVE FLY-IN
The Liaison Washington, D.C. |
| JUN 10-13 | MS ASSOCIATION OF SUPERVISORS 90TH ANNUAL CONVENTION
MS Coast Convention Center, Biloxi, MS |
| JUN 24-26 | MS MUNICIPAL LEAGUE ANNUAL CONVENTION
MS Coast Convention Center, Biloxi, MS |
| JUL 27-29 | MULTI-STATE CONVENTION
Perdido beach Resort, Orange Beach, AL |



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In February 2019, new manufactured home shipments decreased 10.2% to 7,241 homes as compared to the 8,061 homes shipped in February 2018. Total shipments for February 2019 were 252 homes less than the prior month of January. Compared with February 2018, shipments of single-section homes are down by 15.0% and multi-section homes are down by 5.6%. Total floors shipped in February 2019 decreased 8.7% to 11,206 compared to February 2018.

Of the 7,241 homes shipped in February, there were only 31 homes designated as FEMA units shipped which is significantly less than the 418 FEMA units shipped in February 2018.

The seasonally adjusted annual rate (SAAR) of shipments was 92,195 in February, up 4.2% from the adjusted rate of 88,461 in January. The SAAR corrects for normal seasonal variations and projects annual shipments based on the current monthly total.

In February, 134 plants representing 34 corporations reported production data which is the same number active plants and one fewer corporation compared to January 2019.

Shipping Report

	Feb
CMH/Clayton	\$
Cavalier	\$
Cav dba Buccaneer	\$
Cappaert	\$
Champion, TN	\$
Champion, KY	\$
Champion, TX	R
Champion, FL -Homes of Merit	N
Clayton - Addison	\$
Deer Valley	R
Fleetwood/TN(Lafayette)	\$
Franklin	\$
Hamilton Homebuilders	\$
Jessup Housing	\$
Kabco	\$
Lexington Homes	\$
Live Oak	R
Oak Creek Homes	R
Platinum Homes, Inc.	\$
ScotBilt Homes	N
Southern Energy/TX	\$
Southern Homes	\$
Sunshine	R
TRU Homes	\$

\$ I Dues Paid R I Report (no Dues) N I No Reports/No Dues

**FEBRUARY 2019
MISSISSIPPI PRODUCT MIX**

Single Section	Multi Section	Total Shipments
91	134	225

	FEBRUARY			Year through FEBRUARY		
	2018	2019	% Change	2018	2019	% Change
East South Central						
Alabama	546	315	-42.3%	1,333	704	-47.2%
Kentucky	224	174	-22.3%	526	350	-33.5%
Mississippi	296	225	-24.0%	647	429	-33.7%
Tennessee	257	162	-37.0%	496	368	-25.8%
Subtotal (region)	1,323	876	-33.8%	3,002	1,851	-38.3%
West South Central						
Arkansas	135	114	-15.6%	298	218	-26.8%
Louisiana	499	366	-26.7%	950	648	-31.8%
Oklahoma	154	141	-8.4%	345	281	-18.6%
Texas	1,683	1,194	-29.1%	3,564	2,492	-30.1%
Subtotal (region)	2,471	1,815	-26.5%	5,157	3,639	-29.4%

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Remembering Harold Kay Patrick

MMHA lost one of our Hall of Fame members in March. Harold Patrick was very active in MMHA and was president and founder of Patrick Homes of Corinth. He was very involved in the public relations of MMHA and pushed for more advertisement from the Association state wide to promote manufactured housing during Manufactured Home Month while he served on the Board of Directors. He will be missed by all who knew and loved him. His obituary is below.

Mr. Harold Patrick passed away Friday, March 8, 2019 at Baptist Memorial Hospital East in Memphis TN. He was born September 27, 1938 in Selmer, TN to James Alvis Patrick and Rose Ella Jenkins Patrick. A lot of words have been used by friends this week to describe Harold Patrick – entrepreneur, mentor, hero, role model, self-made, inspiration, Godly man. And they're all true.

Orphaned at 10 years old because of the early death of his mother and father, he bounced from Aunt Eunice's house to the Baptist Children's Home in Memphis, where he and his brother Rhea lived, sometimes in very difficult conditions, until relocating at age 14 with his older brother Jimmy. He never finished high school, and we're not really sure at what point he dropped out, but would later tell people that, "I have the kind of education no class can teach."

He learned some important lessons selling burial policies and working for Dacus Drug Company– battling for shelf space, building relationships with grocery jobbers, promoting products, not taking no for an answer, helping customers. By the age of 23, he had 3 children and a growing desire to make something of himself. Being set back by his early circumstances were not going to stop him.

Eventually, he found himself selling mobile homes in Corinth, a humble salesman's start to what would become a remarkable career. Forming Patrick Mobile Homes in 1966, he learned how to put those selling skills to good use. Ingenuity and creativity would help him win the competitive battles of business.

As his business reach grew, he invested time and money in companies like Townhouse, a manufactured housing factory in Selmer, TN. He would meet his long-time partner Charles Youngerman at Townhouse, and together they would build a 14 location manufactured housing retail empire that dominated Mississippi and West Tennessee. He knew that joining forces with the right people would help him get where he needed to go. He was inducted into the Mississippi Manufactured Housing Association's Hall of Fame.

The crowning achievement would come in 1997, when he and eight other very successful manufactured housing retail companies rolled up their businesses and went public on the New York Stock Exchange, ringing the opening bell on the day their stock hit the markets. From high school dropout to Wall Street – the American Dream! He also envisioned and built Shiloh Ridge Athletic Club, Corinth's first and only full-service golf, tennis and health club facility. Years later, Shiloh Ridge stands tall as one of his most proud achievements.

He enjoyed golf as much as anyone could, earning the nickname "Tripod" for his awkward putting stance. But you'd better not let Tripod fool you, he could putt the lights out. He enjoyed NASCAR racing, coaching baseball, and supporting his grandchildren in their school and athletic efforts. He was a dedicated member of Tate Baptist Church, leading many efforts in the church to grow its reach and ministry in Corinth.

Harold is survived by his wife of 41 years, Nancy Davis Patrick of Corinth, MS; his sons, Kenneth Harold Patrick of Pensacola, FL, Ronnie Sleeper (Natalie) of Corinth, MS and Todd Sleeper (Hannah) of Franklin, TN; his daughters, Charlotte Curtis (Breck) of Corinth, MS and Sharon Franks of Corinth, MS; 11 grandchildren, Laurin Lopez (Ricardo), Drew Patrick (Katie), Erin Moss, Zack Grier, Heather Burnett (Rusty), Hunter Curtis, Caroline Sleeper, Payne Sleeper, Jackson Sleeper, Reed Sleeper and Hank Sleeper; 7 great grandchildren, Katelyn Shelton, Brynn Moss, Presley Moss, Aubrey Grier, Thomas Patrick, Henry Patrick and Raphael Lopez; his sister, Rosemary Landreth of Selmer, TN; his beloved sister-in-law, Bobbie Patrick of Santa Rosa Beach, FL; numerous nieces, nephews, other relatives and a host of friends.

He was preceded in death by father, James Alvis Patrick; his mother, Rose Ella Jenkins Patrick; his daughter-in-law, Linda Patrick; his son-in-law, Joe Franks; his brothers, James Alvis Patrick II, William S. Patrick and Kenneth Rhea Patrick; and his brother-in-law, Noel P. Landreth.

