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2022
APRIL
ISSUE



BILOXI



MANUFACTURED HOUSING EXPO 2022

Biloxi EXPO was WOW!

By Chris Nicely, president ManufacturedHomes.com

After a fun round of golf with more than 80 fellow hackers (although I saw some pretty good golf), I walked into the opening reception and thought I was in the wrong room. Over 1,000 people were talking, shaking hands and getting to know each other – AGAIN. It was... Fantastic. Oh, the drink tickets may have something to do with it, but the buzz in this football field size room was upbeat, exciting, and contagious – in a good way.

That excitement flowed through the entire EXPO, starting off with a 90 minute panel discussion with 9 sponsoring manufacturers. We discussed supply chain, lead times, costs, productivity and more, boiling everything down to our collective acute need for labor. We need more, ASAP. The follow up sessions followed two tracks, one for communities and one for retailers. We learned about creating and maintaining a digital footprint that producing leads, while reinforcing your brand; to leveraging technology for streamlining management. We also had a great session on professional selling and organizing your time to maximize positive customer impact.

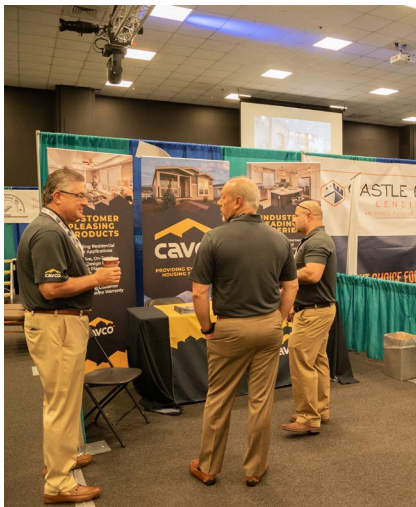
In the exhibit hall there were 90 booths that had so many old friends and new vendors. We met in the hall unconflicted to give the exhibitors their time to shine and that they did. So many supporting the industry and new players gearing up. Lenders to vendors, and each manufacturer had a special place to go and talk about relationships.

We finished up with 90 GREAT interactive minutes and five state association execs, talking about the challenges facing their members to being taken to attract new labor (there it is again). We ended the show the same way we opened the EXPO – talking about the HUGE opportunity in front of us. A critical housing need exists in our country and attainable/affordable housing is in an even more dire situation. More people are open to the idea of factory-built housing and we have the answer. High value, lower costs and thousands of floor plans, sets the stage for our industry to play an even larger role in today's housing.

Planning has already started for the Biloxi Home Show and EXPO 2023. Manufacturers are already committing to bring model homes and our registrations will grow. Missed the EXPO? Every session was recorded and will be available in coming weeks, so you can see exactly what you missed.



[View the Highlights HERE](#)



















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2022 Legislative Session Re-Cap

Jennifer Hall

HB 531 State Income Tax Cut: the final version eliminates the 4 percent tax bracket for individuals. For the remaining 5 percent bracket, it says for calendar year 2024 and all calendar years thereafter, upon all taxable income of individuals in excess of \$10,000, shall be at the following rates: 2024-4.7%, 2025-4.4%, and 2026-4%. Sometime before the calendar year 2026, the legislature will consider to revise the tax schedule.

HB 770 Equal Pay Act to prohibit an employer with five or more employees from paying an employee who works 40 or more hours a wage at a rate less than the rate at which an employee of the opposite sex in the same establishment is paid for equal work on a job, the performance of which requires equal skill, education, effort and responsibility, and which is performed under similar working conditions, except where payment is made pursuant to differential based on: a seniority system; a merit system; a system which measures earnings by quantity or quality of production; or any other factor other than sex. An employee can file a civil suit in circuit court. If successful, the employee shall be awarded reasonable attorney's fees, prejudgment interest, back pay and costs of the action. The deadline for filing a suit is two years from the day the employee knew or should have known his or her employer was in violation of the act. Filing a suit in state court precludes filing a suit in federal court under the Equal Pay Act of 1963 and vice versa.

HB971 to increase from 18 to 60 months the time for an expired driver's license to be renewed without examination. It also provides that the Department of Public Safety will regulate certain digital wallets for state agency credentials and prohibits any person from driving a commercial motor vehicle for life if convicted of human trafficking.

HB842 to authorize another round (the 15th) of rural fire truck purchases. The bill also creates the "Rural Fire Truck Matching Assistance Fund," consisting of any funds appropriated by the Legislature and overseen by the Commissioner of Insurance. The program aims to hold down insurance rates in rural areas. This will help our home owners who live in rural MS.

SB2517 conference report adopted by House, awaiting a vote by both chambers creates a purely voluntary program for inspection of any combination of truck, truck tractor, trailer, semi-trailer or pole trailer, including each segment of a

combined vehicle, that is used upon the highways or streets as a commercial motor vehicle for compliance with all applicable federal and state motor carrier safety regulations. The program can:

- Require that inspectors have access to the vehicle maintenance log;
- Create a readily visible decal or sticker required to must be kept on the vehicle;
- Require that inspection occur on an annual basis for participation in the program;
- Impose a reasonable inspection fee;
- Specify that officers of the Commercial Transportation Enforcement Division will retain all responsibility and authority to monitor and enforce violations. The voluntary program takes effect July 1, 2022, and repeals on July 1, 2024.

HB 256 If a manufactured home or mobile home is relocated from one county to another, then the owner of the said home within 21 days after such relocation shall provide notice to the tax collector of the county from which the home was relocated.

SB 2461 Landlord tenant act which addressed how tenants can be notified and updated the late notice and eviction language.

SB 2831 There is hereby created the Taxation of Remote and internet-based Computer Software Products and Services Study Committee to examine and develop recommendations regarding the taxation of remote and internet-based computer software products and services under the Mississippi Sales Tax Law and the Mississippi Use Tax Law.

SB 2095 Mississippi Medical Cannabis Act : requires that cultivation of marijuana occur indoors in secure facilities and that these facilities must be located in MS. The MS Department of Health will regulate and license all businesses affiliated with the industry. This year the state was flushed with cash from revenues coming in at an estimated \$769 Million ahead

of the estimates through February. There was also \$1.8 billion in ARPA (federal funds) to be allocated for wastewater, drinking water, storm water, broadband, and health care needs. This is why Speaker Gunn was pushing the state income tax cut with the state having so much cash on hand.



MMHA ZONING UPDATES

On March 22nd, the Board of Supervisors voted to update their comprehensive zoning plan which prohibited manufactured and modular homes in A newly created area. This new area A R-1 included most of the agricultural area. The public hearing was on March 21st and MMHA was not notified about the hearing and we did not know about these changes until days later. State law requires that an appeal concerning any zoning changes has to be made within 10 days of the adoption by the Board. This was during the Biloxi Expo which precluded us from making the deadline. MMHA always needs to be able to testify and make our case at the public hearing which helps the appeal process. Well, the rural landowners of Tate County were furious and got organized. One of the ladies called me and advised me that they had created a Facebook page called Our Land Our Rights and she already had 2,000 followers. She also said they were

gathering signatures on a petition to present to the Board of people who oppose these changes. They had a group of folks working the entire county and because of their efforts, the Board called a public meeting on April 18th at 9:00 a.m.

I attended the public meeting on April 18th and was amazed at over 200 people who packed the courtroom. They allowed 20 people to speak and all but one spoke in opposition to the new zoning changes. One of the supervisors at the beginning of the meeting announced that they would be making changes to the zoning ordinance, but would have to go through the public notice and public hearing process again before adoption. He stated that mobile and manufactured homes would be allowed in the Agriculture and A R-1 areas by permitted uses. He also stated that the replacement of mobile homes could be allowed by condition uses. He also stated that they deleted the language that said you could not transfer ownership of existing mobile homes. He read from a written piece of paper concerning the proposed changes and no copies were handed out to the public.

I am in contact with the group of folks who are leading the charge to make sure their requested changes are in the newly adopted land-use changes. The proposed changes will be advertised in the local paper 14 days before the next public hearing. MMHA will be in attendance at the next public hearing. I was so encouraged by the efforts of these concerned citizens. They gathered over 8,000 signatures within 7-10 days and presented them to the Board at the April 18th meeting. This is what can happen when Citizens get involved! Stay tuned and there is more to come from Tate County!



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MMHA PRESENTS 2022

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NOW

THURSDAY, MAY 19, 2021

The Mississippi Manufactured Housing Association is pleased to announce that its annual Best of the Best is back with a new venue and educational seminars!

May 19th at the Sheraton Conference Center in Flowood, MS, we will gather to celebrate the Best in our industry!

BEST OF THE BEST....YOU DON'T WANT TO MISS IT!

MMHA will be hosting the "Best of the Best" this year in Flowood, MS, at the Sheraton Conference Center on May 19th. Before the evening activities, MMHA will host a three-hour sales training seminar with Chris Nicey and Scott Stroud from ManufacturesHomes.com's LearnMH training division beginning at 2:30 p.m. I encourage you to send your salespersons to this sales training. Trust me it will pay off in new sales! **The education session is free to MMHA members.**

With the support of our Education Sponsors and the commitment of MMHA to serve our retailers and community owners. There is NO Charge for your employees to attend. Registration is required to supply adequate training material and to reserve your spot for the dinner. Two employees from each retailer location or community may attend for free. For additional employees it is \$25.00each for the dinner.

Following the Education Seminar at 5:45 p.m., there will be a cocktail reception followed by the Awards Dinner. At the Awards Dinner, we will present the MMHA annual awards for retailers, supplier of the year, manufacturer of the year, Salespersons of the year, and the President's award.

Entry forms were emailed to you regarding the retailer awards/ registration. If you need a form emailed to you, please contact Lorie Hanson at lhanson@msmmha.com. MMHA has a block of rooms at the Sheraton if you need a room book online [HERE](#). We hope to see you on May 19th.

Hope to see you there

A handwritten signature in black ink that reads "Jennifer Hall".

Jennifer Hall
MMHA Executive Director

CLICK TO REGISTER

Sponsorship

Attendee

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LHANSON@MSMHA.COM



Transportation Gets a Big Boost at State, Local Levels

Article by: Mark Leggett, MS Poultry Assoc.

Lawmakers allocated \$100 million for the Emergency Road and Bridge Repair Fund (ERBRF) from the \$1 billion surplus revenue. There are other pots of money for transportation scattered throughout other bills that passed in the last week of the session. House Transportation Chairman Charles Busby, R-Pascagoula, earlier in the session introduced legislation to put \$350 million into ERBR. The Senate passed \$300 million in a bill authored by Sen. Briggs Hopson, R-Vicksburg, but it died in the House Appropriations Committee.

In 2018, when the Legislature created the ERBRF program, the initial funding came from the issuance of \$250 million in bonds. In the second round of funding in 2021, lawmakers diverted \$89 million in federal transportation funds intended to replace lost revenue due to COVID. MDOT received more than \$970 million in ERBRF requests in 2019 for the first round of funding. In 2021 there were \$954 million in requests for the \$89 million. There were some resubmitted projects but also many new ones. The 2018 ERBRF legislation created an advisory board that includes MPA and other associations to work with MDOT. The board and the department have developed a productive relationship that has seen 228 bridges in 78 of the state's counties repaired or replaced.

Of the initial \$250 million, 85 percent went to road and bridge projects in mostly counties and a few cities. The remaining 15 percent went to MDOT projects. Of the \$89 million, 69 percent went to counties and 31 percent went to MDOT.

The \$100 million for ERBRF approved in SB2780 this session specifies that all the funds go to local

projects. In HB1630, MDOT received \$1.426 billion, "appropriated out of any money in the State Treasury." This is up from \$1.159 billion last session. Through funds created in SB2780, MDOT received:

- \$45 million in the 2022 Maintenance Project Fund for the Pavement Program of the Transportation Commission's Three-Year Plan.
- \$35 million in the Capacity Program of the Three-Year Plan.
- \$40 million from the Infrastructure Match Fund to draw down federal highway funds.

The Office of State Aid Road Construction received \$189.98 million including \$30 million for the Local System Bridge Program. Last year's appropriation \$195.5 million. In HB1353 there are more than \$60 million in local projects section that include transportation, bridge, highway, road, or streets in the description. That total does include those that mention street and infrastructure. The local portion of the bill, Section 25, totals \$214 million for more than just transportation needs. The bill also includes \$7 million for the Economic Development Highway Act used to make highway improvements for a new industry.

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**FOR MORE
INFORMATION
GO TO
[MSMHA.COM/
CONVENTION](https://msmha.com/convention)**



2022 EVENTS NOT TO MISS

BEST OF THE BEST



MAY 19, 2022
 The Sheraton Hotel, Flowood, MS
 Seminar 2:30 p.m. | Banquet 6:00 p.m.
msmmha.com/membership

MULTI-STATE CONVENTION



July 23-25, 2022
 Perdido Beach Resort
 Orange Beach, AL
msmmha.com/convention

- APR 27** **INSURANCE SEMINAR**
 MMHA Office | Flowood, MS
- MAY 21** **INSTALLER COURSE**
 MMHA Office | Flowood, MS
- MAY 19** **BOARD OF DIRECTORS MEETING**
 12:00 p.m. | The Sheraton | Flowood, MS
- JUN 13-16** **SUPERVISORS CONVENTION**
 Biloxi, MS
- JUN 27-29** **MUNICIPAL CONFERENCE**
 Biloxi, MS
- JUL 23** **BOARD OF DIRECTORS MEETING**
 Perdido Beach Resort | Orange Beach, AL
- OCT 2-4** **MHI ANNUAL MEETING**
 Denver, CO



Keep Up With Events At
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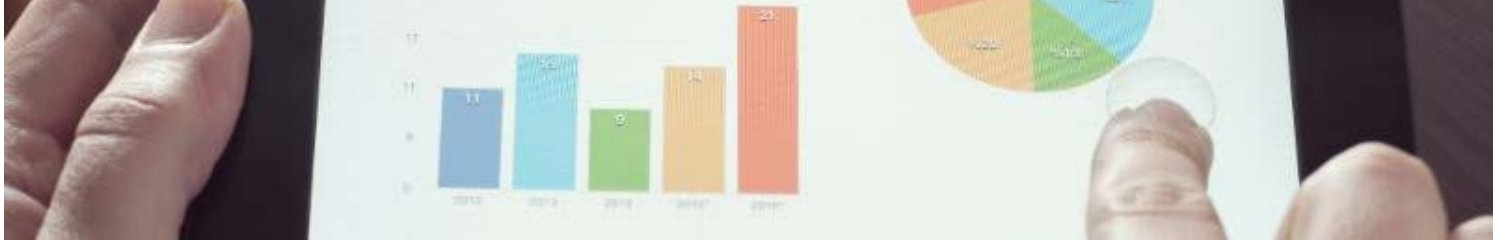


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 Chris Nicey and Scott Stroud
 Sheraton Conference Center, Flowood MS



MONTHLY ECONOMIC REPORT

9,275 New HUD Code Homes Shipped in February

In February 2022, 9,275 new manufactured homes were shipped, an increase of 165 homes or 1.8 percent compared to January 2022, and an increase of 1,283 homes or 16.1 percent compared to February 2021. Compared with the same month last year, shipments of single-section and multi-section homes were both up, 14.8 percent and 17.0 percent, respectively. Total floors shipped in February 2022 were 14,641, an increase of 16.2 percent compared with the same month last year. There were 13 FEMA designated units produced in February 2022, whereas no FEMA units were produced in February 2021.

The seasonally adjusted annual rate (SAAR) of shipments was 115,256 in February 2022, up 1.9 percent compared to the adjusted rate of 113,078 in January 2022. The SAAR corrects for normal seasonal variations and projects

annual shipments based on the current monthly total.

In February 2022, 9,281 new manufactured homes were produced, an increase of 171 homes or 1.9 percent compared to January 2022, and an increase of 1,286 homes or 16.1 percent compared to February 2021. MHI's Monthly Economic Report includes numbers for both manufactured home production and shipments. The difference between the two is attributed to the number of homes that have been produced, but their destinations are pending.

The number of plants reporting production in February 2022 was 140 and the number of active corporations was 33, the same number of plants and corporations as in the prior month.



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FEBRUARY 2022 ECONOMIC REPORT

NATIONAL TREND

	February 2021	February 2022	Change
Production	7,995	9,281	16.1%
Shipment	7,992	9,275	16.1%

	YTD 2021	YTD 2022	Change
Production	16,471	18,391	11.7%
Shipment	16,471	18,385	11.6%

MISSISSIPPI TREND

	February 2021	February 2022	Change
Shipment	297	373	25.6%

	YTD 2021	YTD 2022	Change
Shipment	654	706	8.0%

MISSISSIPPI PRODUCT MIX

Home Shipments For February 2022		
Single-Section	Multi-Section	Total
172	201	373

Home Shipments YTD		
Single-Section	Multi-Section	Total
327	379	706

MISSISSIPPI SHIPMENT RANKING

	Shipments	% of Total	Rank
February 2022	373	4.0%	8
YTD	706	3.8%	9

FEBRUARY DUES

Manufacturer	
\$	CMH/Clayton
\$	Cavalier
\$	Cav dba Buccaneer
\$	Cappaert
R	Champion, FL
\$	Champion, LA
\$	Champion, TN
R	Champion, TX
\$	Champion, KY
\$	Clayton - Addison
\$	Deer Valley
R	Fleetwood/TN(Lafayette)
\$	Franklin
R	Giles
\$	Hamilton Homebuilders
\$	Hamilton Homebuilders-Lynn
\$	Jessup Housing
\$	Kabco
R	Live Oak
R	Oak Creek Homes
\$	ScotBilt Homes
\$	Southern Energy/AL/TX
\$	Southern Homes
\$	Sunshine
\$	TRU Homes
\$	Timber Creek
\$	Winston Homebuilders
R	Palm Harbor Homes

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



GIVING BACK TO YOUR COMMUNITY WINNERS

Through MMHA's Giving Back to Your Community initiative we are able to support those who are doing good deeds in your community. Three 501c3 Non-Profit organizations (one from each region of the state) were chosen to receive **\$2,500.00** to their cause.

MMHA encourages members to be active in your community. It allows people to get to know your brand, product, and creates a trustworthy business image, while you help contribute to meet community needs. By giving back to the community, you take an active role in community development, help community members succeed, and help foster a deeper sense of unity.

Congratulations to CASA of North Mississippi, All things New Ministry, and First Bridge for all you do to help meet the needs of families in your community. We appreciate all of your efforts and how you make the community a better place for everyone.



ALL THINGS NEW MINISTRY

Scott Walters, Jennifer Hall, and Aubrey Pridgen
(Left to Right)



CASA OF NORTH MS

Greg Dykes, GM of Britt MH, Erin Smith, Executive Director of CASA North MS and Rickey Britt, Jr. (Left to Right)



FIRST BRIDGE

John Nobles, Jessica Sutton, Gary Fordham, Pastor Brad Eubank, and Melanie Blanton (Left to Right)



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HUD Previews Upcoming HUD Code Changes

During MHI's 2022 Congress & Expo, HUD's Office of Manufactured Housing Program's Administrator Teresa Payne previewed upcoming changes the Department will be proposing to the HUD Code, including 16 new standards that were recommended by the Manufactured Housing Consensus Committee (MHCC). This announcement follows previous changes to the HUD Code that were implemented in July 2021 – the first updates to the federal standards in over a decade. Many of these proposed new standards will replace the need for Alternative Construction (AC) letters including installation of tankless

water heaters, accessible showers (i.e., roll-in and transfer-type shower compartments), and steeper pitch of roof design to be installed on-site. Additional proposed changes include increasing the moisture content of treated lumber, requiring a moisture barrier wrap, updating exterior door requirements to improve allowances for open floorplans, and updating the definition of dwelling to incorporate multi-unit dwellings, amongst other proposals. MHI will review the proposed changes when they are published and work with our Technical Activities Committee to submit comments.

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A photograph of a white manufactured home with a gabled roof, a front porch with a white railing, and large windows with black shutters. The home is surrounded by green grass, yellow bushes, and palm trees under a clear blue sky.

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MHI to Participate in Upcoming Listening Sessions with White House Task Force

The White House Council on Environmental Quality (CEQ) and the federal Manufactured Housing Task Force will be hosting a series of four listening sessions beginning this week with stakeholders and the federal agency members of the Task Force to discuss manufactured home affordability. Each session will be focused on a specific issue:

- 1 The state of manufactured housing financing options and opportunities to enhance the lending market.
- 2 The role of state and local governments to enhance the availability of manufactured housing as an affordable housing option.
- 3 Homebuyer counseling, consumer awareness and protections.
- 4 The potential role for Community Development Finance Institutions, Credit Unions, and other mission-driven lenders to participate in this market.

MHI will be participating in the upcoming listening sessions strongly advocating the increased need for federal support through financing and addressing zoning barriers to ensure manufactured housing continues to serve as an affordable homeownership option.

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Manufactured Housing Included in HUD's Equity Action Plan

In response to an Executive Order for federal agencies to help eliminate the racial homeownership gap, HUD has again recognized the importance of manufactured housing in achieving this objective. In its plan, HUD includes efforts to ensure manufactured housing is a "thriving source of affordable, quality, durable, and safe housing for Americans" by implementing up-to-date Manufactured Housing Construction and Safety Standards and expanding access to manufactured housing by updating the FHA Title I program. A top priority of MHI is working with the Department to finalize pending HUD Code updates and improve manufactured housing financing options. This action follows the release of HUD's 2022-2026 Strategic Plan which included "employing all resources at its disposal to bolster the national housing supply" including supporting the production of manufactured housing and ensuring that "manufactured and other factory-built housing types are a thriving source of affordable, quality, durable, and safe housing" by updating the HUD Code. [Click here](#) to learn more

FHFA Includes Manufactured Housing in its 2022-2026 Strategic Plan

In response to MHI's ongoing advocacy efforts and our comment letter which stressed specific things that Fannie Mae and Freddie Mac should be doing to support manufactured housing, the Federal Housing Finance Agency (FHFA) has included exploring opportunities to "further increase manufactured housing" in its 2022-2026 Strategic Plan in order to "facilitate greater availability of affordable housing supply including affordable rental housing." This action follows previous statements by FHFA Acting Director Sandra Thompson where she has continued to express her support for manufactured housing. At a Bipartisan Policy Center event, Thompson expressed her support for manufactured housing and recognized that Fannie Mae and Freddie Mac need to do more work to support this affordable homeownership option. As part of MHI's ongoing efforts to ensure manufactured housing remains a priority for the Administration, MHI continues to hold meetings with senior Administration officials to demonstrate how manufactured housing can help address the affordable housing shortage in the country. [Click here](#) to read FHFA's Strategic Plan and [click here](#) to read MHI's letter



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DOE Publishes Final Environmental Impact Statement about Proposed MH Energy Standards

The Department of Energy (DOE) has published its final Environmental Impact Statement (EIS) which analyzes the potential environmental impacts associated with the DOE's proposed rulemaking about manufactured housing energy efficiency standards. As you know, MHI has been engaging heavily with the White House, Department of Energy, HUD, and Congress about the DOE proposal.

The publication of the EIS is NOT the final energy standard for manufactured homes. That rule is expected next month. The EIS provides insight into what the final rule will contain and the impact of our efforts to make the final rule feasible. It appears that DOE has heard the industry concerns around the costs and feasibility of certain insulation requirements, and is providing some flexibility in that area (for instance by allowing the R-21 insulation standard for exterior walls of new homes in climate zones 2 and 3). While DOE is still relying heavily on the IECC 2021 standard, the EIS reports that they have modified aspects of their rule to account for "for the unique physical characteristics of manufactured housing." The EIS also indicates that the DOE

has opted for an untiered energy standard (same standards for all homes regardless of size or price).

The EIS still does not contain any information on testing or compliance. MHI continues to believe that an accurate cost-benefit analysis cannot be completed without including testing, compliance, and enforcement and thus we reject the EIS' contention that the rule is cost effective. Further, the EIS also includes an analysis of the social cost of carbon, despite ongoing court action on the legality of utilizing the social cost of carbon in federal rulemaking. Finally, the EIS does not include details about the implementation of the new rules.

MHI submitted a detailed proposal that achieves the statutory requirements in EISA of properly balancing energy efficiency and homeownership affordability. We have shared the industry's alternative proposal with the Administration and our champions in Congress. We will continue using our voice and influence in Congress, the Administration, DOE, and HUD to ensure the energy standards do not harm the industry.



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