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Dear Member and Friend of the Industry:

President George T. Gunnell and the 14-member board of directors of the West Virginia Housing Institute Inc. strongly encourages every member to attend this year's convention to learn about changes in the West Virginia tax code and regulations that affect your business.

The state Department of Revenue has recently reviewed the taxability and tax rates applicable to our services, products and industry.

Department Secretary David Hardy and officials at his office will be present at the convention to provide that information to us.

Do not be caught unaware of the official guidance and interpretation of the tax rules applicable to manufacturers, retailers, suppliers and contractors.

The board also takes great pleasure in announcing that Mark Yost, president of Champion Home Builders Inc. of Troy, Michigan, will be our featured dinner speaker. Mark has more than 20 years in our business. He has strong ties to the West Virginia since he was previously executive vice president of steel operations in Wheeling and head of Mountain State Carbon.

The convention will be held June 11-13 at the Stonewall Resort in northcentral West Virginia, a lovely rural getaway that hugs Stonewall Jackson Lake. Enclosed are registration and other materials.

This year we feature our incredible array of legal talent that along with chief state regulator Division of Labor Commissioner Mitch Woodrum will give you free advice and respond to any legal questions you have. Other speakers include John Deskins, director, Bureau of Business and Economic Research at West Virginia University; and Rick Robinson, general counsel for MHI.

We will also have entertainment and a lavish banquet, time for networking, and our all-important fundraising activities in our golf tournament on the resort's matchless course and Judy Ritchie's auction.

So, please get your reservations in today. Rooms are only \$129-a-night, which is a bargain to stay at this gem of a resort that has everything one would want. Bring your spouse and children along, too.

This one you don't want to miss. I guarantee it. See you then.

Sincerely,



Andrew V. Gallagher
Executive Director