



January 10, 2013

Dear Member:

We would like to alert you to the fact that it looks like we will be facing at least two major challenges in the 2013 West Virginia Legislature, which meets February 13.

I would like to talk with you about them. Over the new few weeks, I would like to visit with you and discuss these issues and any others you may have. You will recall, I made similar trips last year. I consider the effort highly successful since I got to visit with most, if not all of you, a couple of times in 2012.

On the first issue, it appears the state fire marshal is interested in the forced installation of sprinklers in some homes. Of course, this would add considerably to the cost of a home, but we also do not think such a system would work across much of rural West Virginia because of the lack of adequate water system pressure to power the lines. We also would argue that manufactured homes are not covered. Nevertheless, modular homes still potentially would be affected by this proposal.

The second issue is a new method for titling our homes. Under this model law, which is being distributed to the separate states by a national group interested in uniform state laws, the homeowner could elect at the time of purchase whether to title his or her manufactured home as personal or real property. The aim of the proposal is laudable: to improve a customer's opportunity to obtain a loan at a better interest rate. Our national association, MHI, however, believes the change would extend the time it takes to obtain a loan, would increase the bureaucratic red tape in the process, and might cause much more litigation. Instead of simplifying the process, it would encumber it; instead of making it less-costly, it would add to the cost.

We are working on strategies to combat both these issues. I thought you should be made aware of them. If there is a preferred time that would be better for me to visit you, please let me know by telephone or email so I can schedule a visit. Otherwise I will plan to personally visit with as many of you as I can, as time and travel plans permit, starting next week.

Please do not hesitate to call me, if you need anything. We wish you a happy 2013.

Sincerely,

A handwritten signature in blue ink that reads "Andrew V. Gallagher". The signature is fluid and cursive, with a long horizontal stroke at the end.

Andrew V. Gallagher
Executive Director

PO Box 2182
2214 Washington St. E.
Charleston, West Virginia 25328
Phone: 304.415.4187 FAX: 304.400.4509