

WEST VIRGINIA HOUSING INSTITUTE INC.

HOME ON THE ROAD

Voice of West Virginia's factory-built housing

NOVEMBER, 2006



Anti-D law in effect

No fuss and no muss

CHARLESTON -- Legislation to end discrimination against factory-built housing in West Virginia came into law on Sept. 1 with no fanfare and without fireworks.

Gov. Manchin signed Senate Bill 47 into law after it was approved with only one dissenting vote in the 134-member Legislature. Sen. Ed Bowman, D-Hancock, and Delegate Bill Proudfoot, D-Randolph, were central to its approval.

Here's what it says, paragraph C being the key provision:

Be it enacted by the Legislature of West Virginia:

That §8A-11-1 of the Code of West Virginia, 1931, as amended, be amended and reenacted to read as follows:

ARTICLE 11. SPECIAL PROVISIONS.

§8A-11-1. Standards for factory-built homes.

(Continued on p. 6)



The Resort at Glade Springs, Daniels, W.Va.

Board considering Glade Springs

DANIELS – A 4,100-acre resort in southern West Virginia is the frontrunner for the 2007 West Virginia Housing Institute Inc.'s third convention.

The Resort at Glade Springs is located at
(Continued on p. 5)

New members

Retailers:

American Choice Homes LLC
Larry D. England, president, managing partner
37900 Governor George C. Perry Hwy
Bluefield, VA 24605

Contractors:

Alkire Rental Properties LLC
Terry C. Alkire Sr.
Rt. 1, Box 152A
Paw Paw, WV 25434



Tunnels closed by Virginia

BLUEFIELD — Virginia transportation officials have closed the Interstate 77 tunnels at Big Walker Mountain and East River Mountain to factory-built housing traffic for the next 2 ½ years, despite pleas from West Virginia's congressional delegation.

The decision was outlined to members of the West Virginia Housing Institute Inc. during a meeting in Wytheville, Va. WVHI was seeking to extend an earlier agreement that allowed manufactured housing access to the tunnels until Labor Day.

Virginia Department of Transportation officials told WVHI any modifications to tunnel access would cost VDOT \$16,780 daily, but they did not elaborate. They refused to modify their schedule in any way, saying the tunnels had to be upgraded. They offered three circuitous alternative routes over mountains.

Industry representatives were referred to the VDOT website for information concerning the tunnels, although the industry was

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THE PODIUM

Thompson for House Speaker

The West Virginia Housing Institute Inc. has a vital stake in the future personal and economic growth of the Mountain State's population. We are on the front line in providing federally inspected, factory-built, affordable housing that employs the safest and best building materials to enable people to buy their own homes, not live in somebody else's. We provide 40 percent of the new housing yearly.

Our duty is to the consumer. We promise quality craftsmanship and underline that with a vow to guarantee the habitability of what we sell. Our money is in our product and the satisfaction these goods provide to those who shop with us. We are proud of our work.

Smooth-flowing interstate commerce, unobtrusive government regulations, the welfare of our transportation infrastructure, evenhanded taxes, limiting abusive litigation, and a fair and neutral court system are primary concerns for those in our industry. We also recognize the growth of our state requires a forward-looking economic plan that is inclusive of all segments of society and that acknowledges West Virginia must carve a course separate from what it has done in the past if we are to prosper. Future development demands change, not business as usual.



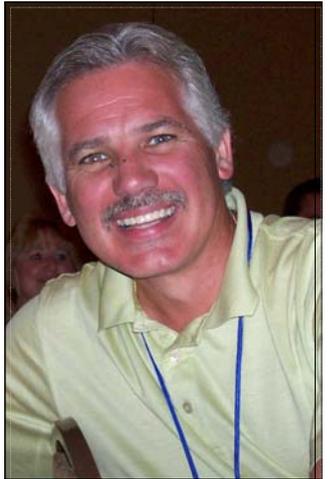
Rick Thompson

Along with the executive and courts, the third crucial element for development is the leadership of the Legislature. These stewards of the House of Delegates and state Senate must reflect the core values of the residents of this state, but equally they must be willing to proposed bold initiatives and lead from the apex instead of following the pack. Leadership requires honesty, inspiration, courage, sacrifice and sweat.

In the past, we have worked well with the leadership exemplified by House Speaker Bob Kiss. Of his many fine qualities, Kiss will be remembered for his fairness in dealing with all who came before him. The Institute regrets his departure from this important position and believes the state will miss his stalwart hand on the tiller of government.

At the same time, we are blessed to have a man waiting to step into the speaker's position whose ability, devotion to West Virginia, intellectual acumen, sense of fairness, loathing of an obtrusive government, and heart-felt devotion to the future development of our state matches that of Bob Kiss. That man is Rick Thompson, a solid, hardworking lawyer whose integrity and sense of fairness has won him friends in both parties and along all political philosophies. Thompson is pledged to a balanced point of view to allow equal access to all parties, to listen to all, to consider any petitions and to give everyone a fair hearing and an honest and truthful answer to pleas. The fairness he has shown in the House floor will be the same philosophy he takes to the speaker's position.

The West Virginia Housing Institute Inc. is proud to endorse Rick Thompson to be the next speaker of the House of Delegates.



Steve Brown



Want to keep up on the latest with the factory-built housing industry in West Virginia?

Want to be listed on our website or linked to it?

You will find the West Virginia Housing Institute Inc. at www.wvhi.org. Take a look at what we have on the site. Tell us what you want added or improved.

The inside scoop is in the members only section. And you only have to call Andy Gallagher at (304) 346-8985 to join.

WVHI recently activated the website and we hope you like it.

Who is Rick Thompson?

Richard Thompson, 54, of Lavalette, Wayne County, is a lawyer and a member of the House of Delegates Judiciary Committee.

Born in Louisa, Ky., and reared in West Virginia, Thompson is a graduate of Marshall University and the West Virginia University College of Law. He is a former assistant prosecuting attorney.

Thompson was elected to the House of Delegates in 1980 and re-elected from 2000 until now.

He is married to Beth Chambers and they have four children. He is a Baptist and an Army veteran.

Communities database being compiled

CHARLESTON — West Virginia's factory-built housing industry has begun compiling a database of all rental communities in the state.

Since no one agency keeps a tabulation on the communities, the West Virginia Housing Industry Inc. asked county health departments to submit a listing of all communities and contact information for their owners for a central repository being prepared for WVHI.

It appears to be the first time anyone has attempted to put together such a comprehensive report on the number of communities, their owners and how to contact them.

For the most part, county officials have been cooperative. But some counties — Berkeley and Lincoln, for example — say they do not have listings of communities they oversee.

The list could run to the thousands. Kanawha County, for example, has 237 communities itself.

Nearly 50 are to be found in Putnam County.

Officials continue on a regular basis to send in more material. No final date has been set for when the data will be collected and put into a report.

But the material will be made available to the WVHI membership.



One of Glade Springs' golf courses

Kanawha, Putnam first on list

CHARLESTON -- The government-relations arm of the factory-built housing industry in West Virginia has begun an ambitious project to encourage all rental community owners in Kanawha and Putnam counties to join the WVHI.

The West Virginia Housing Institute Inc. is an advocate for community owners, retailers, manufacturers, lenders, contractors, lawyers and others who are in the factory-built housing industry or who work with the industry.

For example, WVHI successfully battled in the Legislature against fee increases of up to 400 percent county health departments wanted to impose on communities across the state. Instead, the bill limited the increases to 25 percent of current rates and they could be enacted only after a public hearing and on a vote of the county health department.

Despite WVHI's advocacy, only a fraction of rental communities are members of the Institute.

Kanawha County, which is the state's most populous, was chosen because it has the largest number of communities in the state. It has a total of 237 communities. A total of 45 are found in Putnam County.

Putnam County was chosen because it is one of the fastest growing counties in the state and because of its proximity to Kanawha County.

Community membership in WVHI is only \$100 a year. "We would like to encourage more of the communities to take an active part in the industry and what is going on," said Kevin Wilfong, co-president of WVHI and owner of Middletown Home Sales in Fairmont.

Letters have been mailed to all owners in Kanawha and Putnam counties in a test effort to encourage them to join.

"If successful in Kanawha and Putnam counties, we will expand our efforts," said WVHI Co-President Steve Brown, co-owner with his wife Pam of The Home Shows of Hurricane.



E. Panhandle retailers like Frankenberry; opposes impact fees

MARTINSBURG — Eastern Panhandle retailers Greg Janes, David Rankin and Ken Semler are among a number of factory-built housing industry officials who want to see newcomer Ryan Frankenberry elected to the Berkeley County Commission.

The Democrat from Inwood is seeking his first public office. He is opposed to the impact fees that cost a factory-built homeowner up to \$12,000 to locate in Jefferson County, which borders Berkeley County to the east.

“He’s shown a real interest in our industry and that is the kind of person we need on the county commission,” said Janes, co-owner of Best Brokering Inc. of Falling Waters and a member of the board of the West Virginia Housing Institute Inc., the industry’s trade association in West Virginia.

“Ryan came in here, met with me, impressed upon me he is interested in growth in the county and not stifling growth so I am for him,” said Rankin, owner of Rankin Mobile Homes of Martinsburg.

“Ryan opposes the type of impact fees that have caused major problems in Jefferson County. He does not want to choke our industry in Berkeley County,” said Semler, owner of Willow Pond Homes of Martinsburg.



Frankenberry

Home on the Road Newsletter

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Advertising rates

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Half page: \$100

Quarter page: \$60

Classified: \$30 for each 3 lines

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Greg Janes (304) 274-4003

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Board members

Gov's Housing Conference recommends code; Wilfong, Brown, Gunnell attend

CHARLESTON – West Virginia Housing Institute Co-President Kevin Wilfong was a key speaker at the first statewide housing conference held in West Virginia in 14 years.

The owner of Middletown Home Sales in Fairmont was a panelist on a discussion group that advocated more affordable housing in West Virginia. Wilfong suggested factory-built housing has an expansive and bright future in the state.



Mandatory adoption of statewide building code recommended for counties

WVHI Co-President Steve Brown, co-owner with his wife Pam of The Home Shows of Hurricane; and Institute Treasurer George Gunnell also participated in the three-day event held at the Charleston Civic Center in September.

The group recommended that the Legislature pass legislation to require all 55 counties to join in the voluntary statewide building code. Only seven counties have opted to use the building code.

The conference also recommended special incentives be granted by the state on public works projects in localities where the statewide building code has been accepted.

“Adoption of one code could simplify our regulatory situation,” Brown said.

“Instead of conforming to a number of different, and often varying code standards, a statewide code would give us just one system to work with,” Wilfong said.

Gov. Manchin convened the housing conference under the direction of Joe Hatfield, executive director of the West Virginia Housing Development Fund. WVHI was a financial contributor to the conference.

Glade Springs from p. 1

Daniels, a rural community just outside Beckley, W.Va. Glade Springs has easy access to Interstates 64 and 77 and is only about an hour from Virginia.

Tentative dates for the upcoming convention are July 18-20.

In keeping with the family orientation of the WVHI, which encourages participants to bring their families on a minivacation during the convention, Glade Springs is a self-contained multi-building community well away from the main drag and safe for children.

It is in the process of building its third 18-hole golf course. The manicured and well-tended facility has a spa, fitness center, swimming pools, tennis, horseback riding and a host of other on-ground activities.

Additionally, nearby is the best whitewater rafting in the East, plus the Beckley Exhibition Coal Mine, outdoor drama at Grandview’s Theatre West Virginia, the New River Gorge, the New River Gorge Bridge, Bluestone Dam, the Tamarack art center, the federal Women’s Prison at Alderson, just to name a few items.

“Glade Springs includes everything for a family outing and business convention combined,” said Steve Brown, co-president of WVHI.

“We are engaging the best facilities to have a super convention,” said WVHI Co-President Kevin Wilfong.

The Institute previously held its meetings in central West Virginia at Stonewall Lake and Snowshoe Mountain Resort.

- (a) Notwithstanding any existing provisions of law, municipal or county ordinance or state building code, the standards for factory-built homes, housing prototypes, subsystems, materials and components certified as acceptable by the federal Department of Housing and Urban Development are considered acceptable and are approved for use in housing construction in this state.
- (b) Appropriate building code compliance documentation attached to a factory-built home shall constitute prima facie evidence that the products or materials contained therein are acceptable.
- (c) A governing body of a municipality or a county, when enacting residential design standards for the purposes of regulating the subdivision, development and use of land, shall uniformly apply such design standards and associated review and permitting procedures for factory-built and other single-family constructed homes.
- (d) Factory-built homes, like other types of homes, shall be constructed and installed in conformity with the requirements of 44 C. F. R. §60.3(1976) and any applicable statute or rule relating to building in a flood zone.

A governing body of a municipality or a county, when enacting residential design standards for the purposes of regulating the subdivision, development and use of land, shall uniformly apply such design standards and associated review and permitting procedures for factory-built and other single-family constructed homes.

Brown defends retailers against trust/escrow issue

HURRICANE – West Virginia Housing Institute Inc. Co-President Steve Brown has been the national focal point of a campaign to prevent the potential imposition of escrow or trust accounts on retailers in the manufactured housing business.

Brown has been a singular voice on behalf of retailers on a national committee formed by the Manufactured Housing Institute of Washington, DC., the national group for the manufactured housing industry in the United States.

Several western states now require such escrow accounts in their retail operations. Brown wants to ensure that trend does not expand. He does not want MHI or any other national organization directing states to encourage or adopt any such plans.

Brown says we should oppose "model trust fund"

At a special meeting on Aug. 31, 2006, the Board of Directors of the West Virginia Housing Institute Inc. discussed the issue of "Model Trust Fund" legislation currently under consideration by MHI

After a lengthy and detailed discussion, the board adopted the following resolution on this matter.

The Board of Directors of the West Virginia Housing Institute strongly opposes any efforts by the Manufactured Housing Institute – or any such divisions, councils or other groups affiliated with MHI – to create, draft, disseminate or circulate model state legislation calling for the creation of trust accounts.

This resolution was recorded in the minutes of the meeting as having been adopted unanimously.

Brown will attend the MHI meeting in Tucson, Ariz., at the end of October to fight for the retailers at the national level.

MHI President Chris Stinebert Announces Resignation

ARLINGTON, Va. – Manufactured Housing Institute (MHI) President Chris Stinebert announced he is resigning as president, effective Oct. 31, to become president of the American Financial Services Association, located in Washington, D.C. Stinebert joined MHI in 1998.

MHI's day-to-day activities will be managed by MHI Executive Vice President Michael O'Brien, CAE, while a search is conducted for Stinebert's successor by the MHI Executive Committee.

"I have truly enjoyed my tenure as MHI President," Stinebert stated. "MHI and its members have been instrumental in positioning the manufactured housing industry for future growth and I am grateful for the support and encouragement I received from industry members. I know that MHI and its members can continue to build on the positive work we accomplished for the past eight years so that manufactured and modular homes can play a larger role in America's housing marketplace."

told access matters would be posted only a week ahead of time. The website can be found at www.virginiadot.org.

Rep. Nick Rahall; Sens. Jay Rockefeller and Robert C. Byrd, all D-W.Va., and Rep. Shelley Moore Capito, R-W.Va., all wrote to Virginia Gov. Timothy Kaine to protest against the chokehold imposed by VDOT against interstate commerce. Gov. Joe Manchin and Tennessee Gov. Phil Bredensden both have expressed concern and have offered assistance to simplify the flow of industry traffic.

In a letter to Kaine, WVHI Co-President Kevin Wilfong of Fairmont said he was extremely disappointed by Virginia's attitude and "had hoped for a more cooperative spirit" on the issue. He urged Kaine to have VDOT revisit its decision.

Wilfong warned that while the decision would hurt homebuying in West Virginia – pushing up the cost of each floor by at least \$800 – it would also hurt production plants in Virginia, Tennessee and North Carolina, from where West Virginia retailers purchase their products.

"I was very surprised and disappointed by the action of Virginia on this issue," complained WVHI Vice President Karen Bailey, whose Southern Homes or Pineville is severely affected by the decision. "I had thought better of them than this." Bailey and her husband, John, attended the Wytheville meeting.

Check:

www.virginiadot.org

Rahall, Rockefeller, Byrd, Capito, Mollohan vote with WVHI

Remember Manchin, Bowman, Proudfoot, Prezioso, White and Foster

Remember your friend when you vote in November.

Rep. Nick Rahall, D-W.Va., led the effort to battle with Virginia officials over the right of factory-built housing to travel through two Interstate 77 tunnels in western Virginia.

Sens. Jay Rockefeller and Robert C. Byrd, D-W.Va., added their powerful backing to the position the West Virginia Housing Institute Inc. had taken to keep the tunnels open and accessible to our traffic.

Rep. Shelley Moore Capito, R-W.Va., also supported WVHI.

Rockefeller; Rahall; Capito; and Rep. Alan Mollohan, D-W.Va., are members of the manufactured housing caucuses in each of their respective chambers. While Byrd is not a caucus member, he has played a central role in legislation sought by the factory-built housing industry this year.

The four wrote letters to Virginia Gov. Timothy Kaine to protest the Virginia Department of Transportation's decision to close the tunnels to our traffic for the next 2 ½ years while the tunnels are being refurbished.

At the state level, all incumbent members of the House of Delegates and state Senate supported our entire legislative program this year. Particularly supportive of the industry were Sen. Ed Bowman, D-Hancock, and Delegate Bill Proudfoot, D-Randolph.

Delegate Tim Manchin, D-Marion and counsel to WVHI Co-President Kevin Wilfong, owner of Middletown Home Sales of Fairmont, has been an outspoken advocate of factory-built housing.

Senators who sponsored the important antidiscrimination bill that passed to eliminate barriers to the locations of manufactured housing in towns and counties included: Sens. Roman Prezioso, D-Marion; Randy White, D-Webster; and Dan Foster, D-Kanawha.

No matter, who you support, make sure you vote on election day

Encourage others to get out and vote, too.



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P R O V I D I N G T H E
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General Welfare of
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