



# JOIN THE NATIONAL RETAILERS COUNCIL!

## The Manufactured Housing Institute (MHI)

is the only national trade organization representing all segments of the factory-built housing industry. MHI members include home builders, retailers, community operators, lenders, suppliers and affiliated state organizations. Our members represent a unified voice for the manufactured housing industry.



## BE A PART of the National Retailers Council (NRC).

The NRC is comprised of over 480 manufactured home retailers committed to create a better business climate and striving to grow the industry. Members of the NRC continually develop and advance association policies on key issues.



*Don't miss out on all that MHI membership has to offer.*

## ADVOCATE



## CONNECT



## EDUCATE

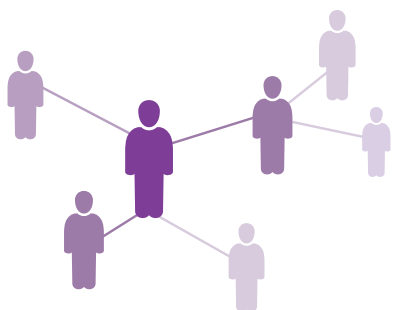


## ENGAGE



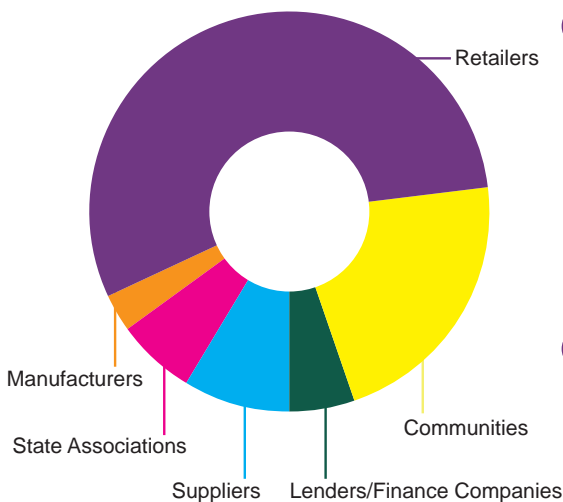
“MHI is a very good way to network with peers, vendors, customers and potential customers...”

*Joe Stegmayer  
Cavco Industries, Inc.*



## Over 900 members

from all segments of the manufactured housing industry – representing 85% of the manufactured homes produced each year.



**Passed federal legislation giving retailers relief from the Dodd-Frank Act.** President Trump signed S. 2155, the “Economic Growth, Regulatory Relief, and Consumer Protection Act” into law which includes a provision clarifying that a manufactured housing retailers are not considered “mortgage loan originators” simply because they provide a customer with some assistance in the mortgage loan process. FAQ document available to members.

**Limited HUD’s oversight of on-site completions and installations.** A provision in the omnibus spending package restricts HUD’s ability to enforce their on-site completion of construction rule and inspections of frost-free foundations. The same provision also limits HUD’s restrictions on attached garage and carport ready manufactured homes.

**Researched consumer demands.** Explored the buying patterns and consumer needs of demographic groups that will drive housing demand in the near future. This helped us advise our members on how to build and sell homes to fit the preferred lifestyles of these key groups.

**Created new financing options.** Worked closely with Fannie Mae and Freddie Mac as they’ve built new financing programs. These programs include chattel financing options and offer preferred financing terms to homebuyers of select manufactured homes. We’ve also lobbied the Federal Housing Finance Agency to drive a larger secondary-market for manufactured home loans as part of Fannie Mae and Freddie Mac’s Duty-to-Serve plans.

**Alerted our state association partners to hundreds of bills.** Using our state and local government tracking system we informed state associations and business owners of pending issues in their area. This allows us to stop problems before they become widespread.

## Additional MHI Member Perks

- Five annual industry events dedicated to extensive education, professional networking and innovative exhibits.
- Discounted fees on registration, sponsorship pricing and exhibitor rates at all MHI events throughout the year.
- FREE registration to one MHI business meeting each year. MHI business meetings help to shape the future of the industry.
- Access members-only content through the MHI website including production reports, research initiatives, directories, industry economic data and much more.

# National Retailers Council MEMBERSHIP APPLICATION

## 2019 Business Category Dues (Choose only ONE category below)

**RETAILER** ..... **\$100**

This category is for companies that own or manage retail sales centers engaged in the selling and/or re-selling of manufactured or modular homes.

**Please Indicate:**

**Number of retail locations:** \_\_\_\_\_

*Please complete a separate NRC Membership Application for each location that is joining. Dues are \$100 per location.*

**Number of states in which your company does business:** \_\_\_\_\_

**Number of new homes sold in the last calendar year:** \_\_\_\_\_

*A retail sales center must be a member of a state association in all states where physical retail sales centers are operated and licensed by the state if licensing is required.*

**DEVELOPER** ..... **\$575**

This category is only for those companies that develop (or plan to develop) with manufactured and modular homes but do not own or manage land-lease communities.

**WE AGREE TO ABIDE BY THE MHI BYLAWS AND THE PROCEDURES OF THE NATIONAL RETAILERS COUNCIL.**

I hereby certify the information in this application is true and correct, and I agree failure to provide complete and accurate information as requested, or any misstatement of fact, shall be grounds for revocation of my membership in MHI, if granted. I further agree that, if accepted for membership in MHI, I shall pay dues and abide by MHI's Bylaws, rules and directives, including those covering use of MHI's trademark and other intellectual property.

By signing below, I consent to MHI contacting me at the specified address by any means of communication available and to having my information listed in MHI's directory of members.

SIGNATURE: \_\_\_\_\_ DATE: \_\_\_\_\_

NAME PRINTED: \_\_\_\_\_

**COMPANY NAME:** \_\_\_\_\_  
ADDRESS: \_\_\_\_\_  
CITY: \_\_\_\_\_ STATE: \_\_\_\_\_ ZIP: \_\_\_\_\_  
PHONE: \_\_\_\_\_  
WEB SITE: \_\_\_\_\_

**Which state association does your company belong to?** \_\_\_\_\_

**PRIMARY CONTACT** serves as the company's main point of contact for MHI membership and billing. In addition, the primary contact will receive all MHI communications, votes on behalf of the member company and may run for office positions available to the membership category.

**ALTERNATE CONTACT** serves in place of the primary contact when he/she is absent or unavailable.

**PRIMARY CONTACT:** \_\_\_\_\_  
TITLE: \_\_\_\_\_ EMAIL: \_\_\_\_\_  
ADDRESS: \_\_\_\_\_  
CITY: \_\_\_\_\_ STATE: \_\_\_\_\_ ZIP: \_\_\_\_\_  
PHONE: \_\_\_\_\_

**ALTERNATE CONTACT:** \_\_\_\_\_  
TITLE: \_\_\_\_\_ EMAIL: \_\_\_\_\_  
ADDRESS: \_\_\_\_\_  
CITY: \_\_\_\_\_ STATE: \_\_\_\_\_ ZIP: \_\_\_\_\_  
PHONE: \_\_\_\_\_

**MARKETING CONTACT :** \_\_\_\_\_  
TITLE: \_\_\_\_\_ EMAIL: \_\_\_\_\_  
PHONE: \_\_\_\_\_

## Application Fee and Dues Payment

Annual membership is on a calendar year basis. Dues will be pro-rated based on date of application.

- Enclosed is a check for our membership dues as indicated plus the \$100 application fee.\*  
 Please charge our credit card for our membership dues as indicated plus the \$100 application fee.\*

\*\$100 application fee only applies to Developer Members at the \$575 rate.

CARD NUMBER: \_\_\_\_\_ EXPIRES: \_\_\_\_\_  
BILLING ADDRESS: \_\_\_\_\_  
CITY: \_\_\_\_\_ STATE: \_\_\_\_\_ ZIP: \_\_\_\_\_  
NAME ON CARD: \_\_\_\_\_ SIGNATURE: \_\_\_\_\_

### SEND COMPLETED APPLICATION FORM AND PAYMENT TO:

MHI | Attn: Industry Relations Department  
1655 Fort Myer Drive, Suite 200, Arlington, VA 22209

Contact: Kaitlyn Palatucci at 703-558-0668 or kpalatucci@mfghome.org | FAX: 703-558-0401

Internal Revenue Service rules require us to remind you that contributions or gifts to the Manufactured Housing Institute are not tax deductible as charitable contributions for federal income tax purposes. However, dues payments may be tax deductible by members as ordinary and necessary business expenses subject to restrictions imposed as a result of association lobbying activities. MHI estimates that the non-deductible portion of your 2019 dues - the portion which is allocable to lobbying - will be 60 percent.

Final approval of your membership application will be determined by MHI's Board of Directors/Executive Committee.

WEB