

Greetings from NDMHA President Chad Evans

I have been in the business 25 years now, I started in 1993. Actually, I started while a kid as a summer job - mowing lawns, moving furniture, throwing block, and my favorite job, picking up service guys cigarette butts wherever they threw them. Getting into this business was almost an accident, after college I was going to go to optometry school or teach, I had both job and school offers. I had an extra month in January of 1993 while waiting to finish a couple classes, I decided to help my father set up for an indoor sale in Rapid City. I helped set up 8 homes inside the civic center and watched as hundreds of people attended this event. The interest and response from the public was so overwhelming I grabbed some information and started talking to customers trying to tide them over until a salesperson could get to them. I discovered I really liked it.

Fast forward, I decided I didn't have any more school in me and teaching was losing its luster as I student taught. In June of 1993 I became a salesperson. As my father said when I started, "you are just a college boy who everyone will think was given this job, you will need to do everything bigger, better and faster to gain respect". I remember this early lesson and still try to heed his message.

Along the way I opened our Sioux Falls location from a dirt field, moved into the corporate office a few years later, having served in every position in the company now. Today, as president of the company I look back and realize that doing all those jobs help me cut my teeth and taught me everything I need to know to run the company. Today we have around 100 employees with 7 locations with more on the horizon. I also became involved in the manufactured housing associations in SD and ND in the 2000's and have served as president of SD for 15 years in a row. I look forward to also serving as president of NDMHA. Our associations serve as very important watchdogs as we continue to work on preventing government involvement from muddying up our waters and instead work with our government leaders to see that manufactured housing gets a fair shake and will always have a seat at the table in any type of housing discussion. We also work with MHI on a national level for the betterment of our industry. Our role as an organization is more important now than it has ever been!

I am looking forward to serving as NDMHA's President.

Thank you,
Chad Evans

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MINUTES OF ANNUAL MEETING
NORTH DAKOTA MANUFACTURED HOUSING ASSOCIATION
SEPTEMBER 13, 2018

The Annual Meeting of the North Dakota Manufactured Housing Association was held at the Radisson Hotel in Bismarck, North Dakota on Thursday, September 13, 2018 beginning at 9:30 a.m. The agenda is attached as Exhibit A.

President Tom Erie presided as chairman of the meeting.

The meeting was called to order. A quorum was present. The meeting was open for business.

EXECUTIVE SESSION

It was moved by Corey Theis, seconded by Chad Evans, and unanimously carried that the minutes of the Annual Meeting held October 5, 2017 be approved.

Tom Erie presented the Treasurer's Report, attached as Exhibit B. It was moved by Chad Evans, seconded by Kent French, and unanimously carried that the Treasurer's Report and all disbursements made from January 1, 2018 to August 31, 2018 be approved. Curt Liechty suggested adding prior year Financial Statement to membership information packet.

Tom Erie presented the nominations from the Nomination Committee for the Board of Directors positions expiring this year. The nominations for At-Large Directors were Mike Grensteiner, Roger Van Raden, and Chad Evans. Kent French was nominated for Governmental Affairs. Jim Farnsworth was nominated for NDHFA Representative. The floor was opened for further nominations.

It was moved by Larry Gullickson, seconded by Chad Evans, and unanimously carried to move Scott Kohlenberg to the Financial Director position vacated by Glenn Bender. Joe Wager was nominated for the At-Large Directors position vacated by Scott Kohlenberg.

It was moved by Larry Gullickson, seconded by Chad Evans, and unanimously carried that nominations cease, and unanimous ballots be cast for Mike Grensteiner, Roger Van Raden, Chad Evans, and Joe Wager for At-Large Directors, Scott Kohlenberg for Financial Director, Kent French for Governmental Affairs Director and Jim Farnsworth for NDHFA Representative to the North Dakota Manufactured Housing Association for a two-year term.

GENERAL SESSION

Mike Grensteiner updated membership on possible website improvements, outline attached as Exhibit C. The cost of building a new website with KK Bold would be \$5,000, which would include the option to pay membership dues and hitch dues online through a gateway merchant. It was moved by Kent French, seconded by Larry Gullickson, and unanimously carried that the Board of Directors should further discuss and make a final determination at the upcoming Board of Directors meeting.

After much discussion regarding the decline in membership and meeting attendance. Larry Gullickson suggested moving the annual membership meeting back to the winter months. Kent French reported that membership numbers increase when the manufactured housing industry is experience issues.

There being no further business to come before the membership, it was moved by Kent French, seconded by Tim Hepfig, and unanimously carried that the meeting be adjourned.

Welcome NDMHA New Members

Parkway Estates Inc.
13001 2nd St NW
Minot ND 58703
Charles Williamson
701-833-9064

Northview Estates
PO Box 445
Mandan ND 58554
Robert & Jackie Fakler
701-663-1736

North Dakota Manufactured Home Shipments 2018

	Single Section	Multi Section	Monthly Total
January	0	6	6
February	5	10	15
March	9	9	18
April	8	12	20
May	7	20	27
June	3	15	18
July	11	20	31
August	22	18	40
TOTAL	65	110	175

2019 Membership Dues
will be mailed the end of November.
If you would like to pay your
membership dues now a
2019 Membership
Application can be obtained on
NDMHA's website.
www.ndmha.com

Manufactured Home Shipments for all States

Year	2013	2014	2015	2016	2017
Total	60,210	64,344	70,519	81,169	92,891
Single-Section	28,235	30,220	32,197	38,960	46,296
Multi-Section	31,975	34,124	38,322	42,209	46,959
Estimated Re-	\$3.8	\$4.2	\$4.8	\$5.7	TBD

Source: Institute for Building Technology and Safety (IBTS)

- Approximately 22 million people live in manufactured homes.
- There are 124 manufactured homes plants and 34 corporations in the US.
- Manufacturing sector of the manufactured housing industry contributes almost \$3 billion to GDP/year and approximately 40,000 US jobs.
- Manufactured home average price per square foot is approximately \$49.00.
- There are approximately 40,000 land-lease manufactured home communities.
- 4.2 million estimated home site.
- The manufactured housing industry produced about 93,000 new homes in 2017, approximately 9% of new, single-family home starts.
- The average sale price of a new manufactured home without land is \$70,600.
- 34% of new homes are placed in manufactured home communities.

Source: 2018 Manufactured Housing Facts Industry Overview Updated June 2018 Manufactured Housing Institute