

TENNESSEE HOUSING ASSOCIATION

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# 2026 Member Mailing

*Programs, Forms & Deadlines for the Coming Year*

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2026 Educational Deadlines

2027 'Installer of the Year' Award

2027 Most Beautiful Home Contest

2027 Stan & Thelma Plumlee Scholarship

2027 Annual Member's Meeting

THA-PAC

State Membership Application

Consumer Awareness - Advertising, Websites, and Social Media

Membership Directory

**September 2026**

P.O. Box 569 • Mount Juliet, TN 37121 • (615) 256-4733 • [Office@tnmha.org](mailto:Office@tnmha.org) • [tnmha.org](http://tnmha.org)

*Keeping America's Dream Affordable*



# 2026 Member Mailing

## Dear THA Member,

Enclosed is a Tennessee Housing Association's member packet containing programs, forms, and deadline information for the coming months in one mailing. You will find educational deadlines, a new statewide award created for our Installation Division, more details on the Most Beautiful Home Award Contest, criteria for the Stan and Thelma Plumlee Scholarship fund, notices of our Annual Member's Meeting, THA-PAC information, advertising examples and social media platforms. We have also included a THA Membership Application for you to share with non-members, and we end with a current Membership Directory.

Please review each section that contains deadlines and share those with the people on your team who need to act. Keep the pages marked for your records. There is an educational deadline in December, and several deadlines fall early in 2027 — please calendar them now!

### WHAT IS ENCLOSED IN THIS PACKET

#### **2026 Manufactured Housing Educational Licensing Deadlines**

Curriculums sunset 4:00 p.m. CST, Friday, December 4, 2026.

#### **2027 'Installer of the Year' Award**

New statewide recognition by retailer nomination. Due March 31, 2027; presented June 7, 2027.

#### **2027 - The Most Beautiful Home Award Contest — Retailer Entry Packet**

Entry guidelines, judging, key dates, past winners, and entry form. Entries due March 31, 2027.

#### **2027 Stan & Thelma Plumlee Scholarship — Student Application, Program Qualifications, Distribution Criteria**

\$2,500 trade/technical and \$8,000 degree awards. Must be received by 4:00 p.m., March 4, 2027.

#### **2027 THA Annual Member's Meeting — Save the Date**

June 6–8, 2027 — HeartSong Lodge & Resort, Pigeon Forge, TN. Details in January 2027.

#### **THA-PAC Contribution Form**

Corporate, personal, and LLC contributions; levels and payment instructions on the form.

#### **THA State Membership Application (4 pages)**

Categories and dues, proration, Code of Ethics and Pledge, and Ten Customer Service Principles.

#### **THA Media Examples — Consumer Awareness Advertising**

Monthly social graphics and print ads promoting TennesseeManufacturedHomes.com.

#### **THA Websites**

Five destinations for members, boards, students, and homebuyers — including tnmha.org.

#### **THA Social Media Outreach**

Follow @tennesseemha on Facebook, Instagram, LinkedIn, and YouTube — like and share.

#### **THA Membership Directory**

Current listing of THA member companies with contacts, locations, and categories.

**Thank you for the work you do to keep the dream of homeownership attainable for Tennessee families!**  
**If you have questions about any item in this packet, please email the THA office at [Office@tnmha.org](mailto:Office@tnmha.org).**

# Booklet Index

*Numbered items match the section pages that divide this booklet.*

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## WHERE TO SEND YOUR FORMS

Mail: Tennessee Housing Association, P.O. Box 569, Mount Juliet, TN 37121

Email: [Office@tnmha.org](mailto:Office@tnmha.org) Fax: (615) 255-8869 Phone: (615) 256-4733

## SECTION 1

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# Manufactured Housing Education

*2026 licensing course deadlines for retailers, installers, and communities.*

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## IN THIS SECTION

2026 Licensing Courses Sunset — December 4, 2026

Year-End Schedule & Exam Fees

Package Deadline — December 11, 2026



# 2026 Licensing Courses Sunset

Initial Education • Continuing Education • Retailer / Installer

## COURSES CLOSE

**Friday, December 4, 2026 • 4:00 PM CST / 5:00 PM EST**

All 2026 educational licensing courses sunset at this time. No exceptions after the cutoff.

## Who Must Complete Education by the Deadline

- Anyone seeking to obtain an initial license in manufactured housing.
- Anyone wishing to renew a current manufactured housing license.

## 2026 Course Materials at a Glance

### INITIAL EDUCATION



Licensed & Certified Retailer / Installer Course

### CONTINUING EDUCATION



Licensed & Certified Retailer / Installer Renewals

## Two Ways to Access the Educational Platforms

1

**MH Licensing Information**

<https://tnmha.org/mh-licensing>

2

**Education Course Portal**

<https://education.tnmha.org/>

**Plan ahead:** Courses take time to finish and credit must post before the cutoff — starting on the final day may not leave enough time.

# Important Course Deadlines

The 2026 online lessons and videos will be available through December 4th. Access to the 2026 class modules on the online platform will begin archiving at 4:00 PM CST / 5:00 PM EST. There will be no exceptions. Please take note of the following year-end deadlines and mark your calendar accordingly.

## INITIAL LICENSING

**State exam appointments — by Friday, 12/04/2026.** To reserve a state exam testing appointment, you must successfully complete your curriculum and have an exam date scheduled with the third-party testing company (Morris & McDaniel) for completion by 12/04/2026. Morris & McDaniel will not schedule testing appointments after 12/04/2026, without an additional fee. Review the Required Preparation for State Exams before scheduling.

### FEE SCALE FOR LATE OR CANCELLED EXAMS

- Scheduling on or after December 4th: additional \$8 or \$12 fee, depending on how soon the test time is scheduled.
- No-show fee for candidates: \$40.00.
- Rescheduling less than two hours in advance: additional \$12 on-demand scheduling fee.
- All fees are subject to change.

**License application packages — through 12/11/2026.** The State of Tennessee, Commerce & Insurance will accept license application packages through 12/11/2026. The last two weeks of December are set aside for processing, recording and reporting. Packages received after 12/11/2026, will be processed in early January.

## CONTINUING EDUCATION (CE)

**CE curriculum — by Friday, 12/04/2026.** If you need your license or certification renewal processed before the end of the year, you must successfully complete your 2026 CE curriculum by close of business, 4:00 PM CST / 5:00 PM EST, on Friday, 12/04/2026.

**Renewal packages — through 12/11/2026.** The State of Tennessee, Commerce & Insurance will accept renewal packages through 12/11/2026. The last two weeks of December are set aside for processing, recording and reporting. Renewal packages received by the state after 12/11/2026, will be processed in early January.

### MARK YOUR CALENDAR

**December 4, 2026** — all 2026 coursework complete (4:00 PM CST / 5:00 PM EST).

**December 11, 2026** — last day the State accepts application and renewal packages.

Access the platforms: <https://tnmha.org/mh-licensing> | <https://education.tnmha.org/>

## SECTION 2

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# 2027 'Installer of the Year' Award

*New statewide recognition for the Installation Division, driven by retailer nominations.*

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## IN THIS SECTION

Program Announcement

How the Program Works — Eligibility & Finalists

Nomination Submittal Form — due March 31, 2027

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TENNESSEE HOUSING ASSOCIATION | MEMBER ANNOUNCEMENT

# Introducing the 2027 'Installer of the Year' Award



THA is launching a new statewide recognition for the Installation Division. Retailers will drive the program through an installer nomination process, and the winner will be announced during the THA Annual Member's Meeting (Jun 6 – 8, 2027).

## Up to 10 finalists

Selected statewide through a retailer nomination process.

## Finalist benefits

Statewide recognition via THA website and THA Member Newsletter. Event registration waived for the attending representative and spouse/guest, plus one HeartSong Resort lodging night at the 2027 THA Annual Member's Meeting in Pigeon Forge, TN.

## One statewide winner

'Installer of the Year' chosen from the list of finalists based on a list of criteria.

# Eligibility & Nomination

*Criteria below is a starting point for this kickoff year!*

## Criteria:

- Submitting retailer must be a THA member in good standing.
  - The nominated installer partner does not have to be a current THA member.
- Nominated installer must hold a current TN license in good standing. This will be verified through the Department of Commerce & Insurance.
- Nominated installer must have completed a minimum of ten home installations over the course of the TN license.
- Nominations must be received by **March 31, 2027**.

## Finalist Recognition

- Each selected installation company chooses its representative and that individual's event registration fee will be waived, along with their spouse/guest at the THA Annual Member's Meeting in Pigeon Forge, TN (June 6 – 8, 2027).
- A HeartSong Resort lodging night will be provided.
- Installation companies may register additional attendees and guests at standard event rates and negotiated resort lodging rates.

## Submitting a Nomination

Retailers complete the nomination submittal form and return it to THA by **March 31, 2027**. It covers the submitting retailer, the nominated installation company and license details, eligibility confirmation, a 1-to-5 retailer rating, and a short statement of why the installer deserves the award.

**Email:** [Office@tnmha.org](mailto:Office@tnmha.org)

**Mail:** Tennessee Housing Association, P.O. Box 569, Mt. Juliet, TN 37121



# 2027 'INSTALLER OF THE YEAR' AWARD



Nomination Submittal Form | Tennessee Housing Association | Deadline: **March 31, 2027**

## 1. SUBMITTING RETAILER (THA MEMBER)

RETAILER / COMPANY NAME

RETAILER ADDRESS

PRIMARY CONTACT NAME & TITLE

PHONE / EMAIL

## 2. NOMINATED INSTALLATION COMPANY

INSTALLATION COMPANY NAME

OWNER / REPRESENTATIVE NAME

MAILING ADDRESS, CITY, TN ZIP

PHONE / EMAIL

TN LICENSE NUMBER

LICENSE STATUS

Approximate YEARS LICENSED IN TN

HOME INSTALLS COMPLETED

## 3. ELIGIBILITY CONFIRMATION — CHECK ALL THAT APPLY

- ☐ Submitting retailer is a THA member in good standing. ☐ Nominee holds a current TN license in good standing.
- ☐ Nominee has completed 10+ home installations. ☐ Nomination submitted on or before March 31, 2027.

## 4. RETAILER RATING — SCORE EACH 1 (LOW) TO 5 (HIGH)

|                                              |   |   |   |   |   |
|----------------------------------------------|---|---|---|---|---|
| Installation quality & workmanship           | 1 | 2 | 3 | 4 | 5 |
| Safety & code compliance                     | 1 | 2 | 3 | 4 | 5 |
| Schedule reliability & responsiveness        | 1 | 2 | 3 | 4 | 5 |
| Customer service & professionalism           | 1 | 2 | 3 | 4 | 5 |
| Problem resolution & warranty follow-through | 1 | 2 | 3 | 4 | 5 |

## 5. WHY THIS INSTALLER DESERVES THE AWARD

Describe standout work, customer impact, and community or industry contribution (250 words max – use separate sheet if necessary).

## 6. CERTIFICATION & SIGNATURE

I certify the information above is accurate and that the nominee meets the stated eligibility criteria.

AUTHORIZED SIGNATURE

PRINTED NAME

DATE

### SUBMISSION INSTRUCTIONS: Nominations must be received by **March 31, 2027**.

- Email the completed form to THA at [Office@tnmha.org](mailto:Office@tnmha.org) or mail to Tennessee Housing Association, P.O. Box 569, Mt. Juliet, TN 37121

Note: Up to 10 finalists will be selected statewide; the winner will be announced at the THA Annual Member's Meeting, with the award presented Monday, June 7, 2027. Criteria are subject to final approval/review.

An hourglass with a blue frame, filled with a stream of golden stardust and small white stars, set against a dark blue background.

*Timeless*  
Innovations,  
*Endless*  
Possibilities



KEEPING AMERICA'S DREAM AFFORDABLE

2027

## THA Annual Member's Meeting

June 6 - 8, 2027

More Event Information will be announced in January 2027!

HeartSong Lodge & Resort • 1210 Dollywood Resorts Boulevard  
Pigeon Forge, TN 37863 • [Dollywood.com/resort](http://Dollywood.com/resort)

## SECTION 3

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# The Most Beautiful Home Contest

*2027 Retailer Entry Packet • No entry fee • Entries due March 31, 2027*

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## IN THIS SECTION

About the Contest • How to Enter  
Photo Guidelines • Judging & Scoring  
Key Dates • Entry Form • Past Winners





TENNESSEE HOUSING ASSOCIATION

# The Most Beautiful Home Contest

## Retailer Entry Packet



KEEPING AMERICA'S DREAM AFFORDABLE

Celebrating the pride Tennessee manufactured and modular homeowners take in their homes — **along with the retailers who help them get there!**

### WHO ENTERS

Retailers, on behalf of their customers.

### WHAT WINS

Curb appeal, care, and home personality.

### ENTRY FEE

None — one entry per home.

Submission deadline: March 31, 2027

# About the Contest

The Most Beautiful Home Contest recognizes Tennessee manufactured and modular homeowners whose homes stand out from the street — the colors, porches, decks, plantings, and other personal touches that make a house feel like home. Retailers submit entries on behalf of their customers, and winners are celebrated statewide.



## Why retailers should participate

### **Showcase your work -**

Every entry is a photo story of a home you sold and a dream you helped come true.

### **Delight your customers -**

Nominating a family is a thank-you they remember and share.

### **Statewide visibility -**

Winning homes and the submitting retailer are featured by THA.

### **Fresh marketing content -**

Entry photos double as social posts and ads.

# How to Enter

Five steps, start to finish. Retailers complete the entry; the homeowner only needs to say yes.

1

## Pick your homes – Manufactured or Modular qualifies.

Choose a customer home delivered and set within the eligibility window.

2

## Get permission

Have the homeowner sign the photo and information release form.

3

## Take the photos

Follow the photo guidelines on the next page — 4 to 6 images.

4

## Write the story

150 words or less on what makes this home beautiful.

5

## Submit the packet

Email the form and photos to THA before the deadline of March 31, 2027.

Send entries to

[Office@tnmha.org](mailto:Office@tnmha.org); or

Mail to: THA \* P.O. Box 569 \* Mt. Juliet, TN 37121



# Photo Guidelines



Photos decide this contest. A phone camera is fine — light and framing matter more than gear. Finalists (only) will have professional photos taken and customer interviews, when time permits.

DO

- Shoot in morning or late-afternoon light
- Stand across the street for the full facade
- Include one straight-on "hero" shot
- Capture the porch, door, and landscaping
- Clear cars, hoses, and trash bins first
- Submit high-resolution originals, when possible

AVOID

- Harsh midday sun and deep shadows
- Filters, heavy editing, or added text
- People or pets in the frame
- Cropped roofs or cut-off corners
- Rainy or overcast days
- Screenshots or texted-down photos

## What to submit

| Shot                  | Count | Notes                                |
|-----------------------|-------|--------------------------------------|
| Front exterior (hero) | 1     | Straight-on, full home in frame      |
| Exterior angles       | 2     | Left and right three-quarter views   |
| Detail shots          | 1-2   | Porch, door, plantings, or trim      |
| Optional interior     | 0-1   | Only if it reflects the home's style |

# 2027 Judging & Scoring

Third-party reviewers review homes by category – Manufactured or Modular. A single selection is made from each category when entries have been received and qualify, based on a newly developed point system.

## Curb appeal

First impression from the street — proportion, color, and condition.

**30 pts**

## Landscaping & grounds

Plantings, lawn, walkways, and how well the home sits on its lot.

**25 pts**

## Exterior detail & upkeep

Porch, doors, trim, skirting/foundation, lighting, and overall maintenance.

**20 pts**

## Personality & charm

The touches that make the home unmistakably this family's home.

**15 pts**

## Photo & story quality

Clear images and a story that brings the home to life.

**10 pts**

## TOTAL

**100 pts**

## Awards

### Category Grand Prize

\$2,500 to the winning homeowner(s). [One per category.]

### Retailer Honor

Recognition at the Annual Member's Meeting, along with a commemorative plaque.

### Statewide Recognition

The home, owner, retailer, and manufacturer may be mentioned on THA Social Media, Website(s), Newsletters, etc.

# Key Dates & Promotion

|                                              |                                       |
|----------------------------------------------|---------------------------------------|
| ● Qualified Projects - Completed             | <b>April 1, 2025 – March 31, 2027</b> |
| ● Submission Deadline                        | <b>March 31, 2027</b>                 |
| ● Judging Window                             | <b>April 1, 2027 – April 30, 2027</b> |
| ● Finalists Professional Photos & Interviews | <b>May 2027, when permissible.</b>    |
| ● Winner(s) announced, THA Board Only.       | <b>June 6, 2027</b>                   |
| ● Awards presentation                        | <b>June 7, 2027</b>                   |

## Promote your entries!

- Post the hero photo with the homeowner's story and tag THA.
- Print the entry photo for your center or showroom display.
- Send a congratulations note to every customer you nominate.
- Feature winners in your newsletter or social media outreach.

## Questions about an entry?

Tennessee Housing Association

Contact **Rhonda Sevier**

Phone **(615) 256-4733**

Email **[Office@tnmha.org](mailto:Office@tnmha.org)**

## SECTION SIX



KEEPING AMERICA'S DREAM AFFORDABLE

# 2027 MBH Entry Form

One form per home. Print or complete digitally, then submit with photos.

## RETAILER INFORMATION

Retailer / dealership name

Contact name

Phone

Email

Street address

City, state, zip

## HOMEOWNER INFORMATION

Homeowner name(s)

Home address

City & county

Phone or email

Home manufacturer & model

Date project completed

## ENTRY DETAILS

Manufactured Home? Note specifically if CrossMod™

Modular Home?

**What makes this home beautiful? (150 words or less)**

**Consent and Release of Photo and Information:** I authorize (grant permission) and give my personal consent and consent for my family to the Tennessee Housing Association for the use of photographs, electronic media images, name, image, likeness and information for presentation under any legal use, informational or commercial as related to the Tennessee Housing Association's "Most Beautiful Home" contest. Use is for an indefinite period and includes but is not limited to press releases, newsletters, social media, Facebook, website and any other publication or electronic media. This consent and release agreement is under the jurisdiction of Tennessee law and modifications may occur only with the consent of both parties.

Homeowner signature \_\_\_\_\_

Date \_\_\_\_\_

# Past Winners



Recently recognized homes, illustrating the criteria by which entries are judged!



**2026**

## Manufactured Home

Most Beautiful Home Winner  
Harriman, Tennessee

Sold by: Jamey Robbins  
Clayton Homes in Harriman



**2025**

## CrossMod™ Manufactured Home

Most Beautiful Home Winner  
Dandridge, Tennessee

Sold by: Kim Parks  
Rocky Top Homes in Knoxville



**2025**

## Modular Home

Most Beautiful Home Winner  
Oneida, Tennessee

Sold by: Ben Cudzilo  
Preferred Living Custom in Powell

## SECTION 4

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# Stan & Thelma Plumlee Scholarship

*Technical / trades certifications and degrees • Applications received by  
4:00 p.m., March 4, 2027*

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## IN THIS SECTION

2027 Student Application — Pages 1–6 (return these)  
Requirements & Information — Pages 7–10 (keep these)  
Qualified Trades & Distribution Requirements





KEEPING AMERICA'S DREAM AFFORDABLE

2027 STUDENT APPLICATION

# Stan & Thelma Plumlee Scholarship

Technical / Trades and Labor Certifications or Degrees

**You must attend a Tennessee educational institution / facility / program to qualify.**

## \$2,500

### Trade / Technical School

One-time award, paid directly to the educational facility. Number of scholarships awarded will be dependent on the qualifying applications received and the fund budget.

## \$8,000

### Degree Program

Paid in \$1,000 increments per semester, as long as the student remains in school. Number of scholarships awarded will be dependent on the qualifying applications received and the fund budget.

## WHAT THIS PACKET CONTAINS

**Pages 1–6:** Student application to be completed and returned.

**Pages 7–10:** Scholarship requirements, qualified trades listing, and distribution requirements. Retain these pages for your records.

## DEADLINE

**Applications must be RECEIVED by 4:00 pm, March 4, 2027.**

Postmarked dates are not applicable. No facsimiles will be accepted. Recipients will be announced in April 2027.

Tennessee Housing Association | P.O. Box 569, Mt. Juliet, TN 37121  
Office@tnmha.org | Fax 615-255-8869 | <https://tnmha.org/scholarship>



# 2027 Student Application

Stan & Thelma Plumlee Scholarship | Technical/Trades and Labor Certifications or Degrees

**You must attend a Tennessee educational institution/facility/program to qualify.**

## PERSONAL INFORMATION

First Name \_\_\_\_\_ Middle Initial \_\_\_\_\_ Last Name \_\_\_\_\_

Date of Birth (MM/YY) \_\_\_\_\_ Marital Status ☐ Single ☐ Married

Street Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Daytime Telephone \_\_\_\_\_ Evening Telephone \_\_\_\_\_

E-mail Address \_\_\_\_\_

How did you find out about the Trades/Labor Technical Scholarship? \_\_\_\_\_

## QUALIFYING CONNECTION TO THE INDUSTRY

*In order to qualify as a candidate, at least one of the following statements must apply.*

Do you currently live in a Manufactured or Modular home? ☐ NO ☐ YES (This will be verified.)

Do you work in the Manufactured or Modular Housing Industry? ☐ NO ☐ YES (This will be verified.)

If yes, where? \_\_\_\_\_

Does a relative work in this Industry? ☐ NO ☐ YES (This will be verified.)

If yes, who? (Name) \_\_\_\_\_

*Must be a close relative: Father/Mother, Grandfather/Grandmother, Brother/Sister, Aunt/Uncle.*

Relationship \_\_\_\_\_ Company \_\_\_\_\_

## FAMILY INFORMATION

Mother's Name \_\_\_\_\_ Employer \_\_\_\_\_ Occupation \_\_\_\_\_

Father's Name \_\_\_\_\_ Employer \_\_\_\_\_ Occupation \_\_\_\_\_

Legal Guardian \_\_\_\_\_ Employer \_\_\_\_\_ Occupation \_\_\_\_\_

# of Siblings \_\_\_\_\_ Ages of Siblings \_\_\_\_\_

**If you are NOT claimed as a dependent and/or married, please complete the information below:**

Spouse Name \_\_\_\_\_ Employer \_\_\_\_\_ Occupation \_\_\_\_\_

Number of Children \_\_\_\_\_ Ages \_\_\_\_\_



# Employment & Financial Information

Stan & Thelma Plumlee Scholarship | 2027 Student Application

## STUDENT EMPLOYMENT HISTORY

List the last three jobs you have held, with the most current first.

Employer

Dates of Employment (from-to)

Position

## FINANCIAL INFORMATION

List all household income, if claimed as a dependent.

Student Yearly Income

Father's Yearly Income

Mother's Yearly Income

Legal Guardian Income

**If you are married:**

Spouse Income

Other Income (i.e., Government Assistance)

## EXPECTED FINANCIAL ASSISTANCE

State any financial assistance you expect to receive and \$ amounts while in school. Check all that apply.

Grants \$

Loans \$

Other Scholarships \$

Parents, Guardian, or Spouse Contribution \$

Other Contributions \$

## SPECIAL NEEDS FOR FINANCIAL ASSISTANCE

Example: Does your family have any illnesses, disabilities, other dependents in school, etc.?

## Student Essay

Stan &amp; Thelma Plumlee Scholarship | 2027 Student Application

Please respond to the following question. Feel free to attach additional pages.

**Must be completed by Applicant.** Type or handprint. Must be legible.

**How has the Manufactured or Modular Housing Industry impacted your life?  
(Be thoughtful in your response.)**

[illegible]



# Student Career Pursuit

Stan & Thelma Plumlee Scholarship | 2027 Student Application

Students must be pursuing a career in skilled trades and labor fields, or degrees which support the construction industry.  
See the example list provided below, along with notation.

## CHECK ONE

☐ **Are you applying for a technical/trade school scholarship — \$2,500?**

What skilled trades and labor or technical career/occupation are you pursuing, which supports the construction industry?

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☐ **Are you applying for a degree program scholarship — \$8,000?**

What career/occupation are you pursuing a degree, which supports the construction industry?

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## WHAT SPECIFIC GOALS DO YOU HAVE TO OBTAIN THIS EDUCATION?

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### Building Trades

*(encompasses a variety of construction jobs)*

- Carpentry
- Electrical
- Flooring Specialist
- Heavy Equipment Operator
- Insulation Specialist
- Interior Design
- Landscape
- Painting
- Plumbing
- Pipe Fitter
- Roofing Specialist
- Transporter (Commercial Driver's License)
- Welder

### Engineering Degrees / Programs

*(construction focus)*

- Architectural (Residential)
- Civil
- Electrical
- Mechanical

### Industrial Trades

- Concrete
- Ironworker
- Metal Fabricator
- Paving Equipment Operator
- Pilot/Escort Drivers
- Quality Control

### Mechanical Trades

- Automation
- Engines/Mechanics
- HVAC
- Logistics
- Machinist
- Mechanical Drafter (example: CAD)

### Notation:

If there is a field of training which supports the construction industry but is not listed here, discuss the specific **construction-related** training in which you intend to pursue a certification or degree, in the space provided above.



# Academic Information

Stan & Thelma Plumlee Scholarship | 2027 Student Application

## HIGH SCHOOL ATTENDED OR ATTENDING

Name of High School \_\_\_\_\_

Address \_\_\_\_\_

Scheduled Graduation Date \_\_\_\_\_ Current GPA \_\_\_\_\_

School Phone # (    ) \_\_\_\_\_ School Fax # (    ) \_\_\_\_\_

Guidance Counselor Name \_\_\_\_\_ E-Mail \_\_\_\_\_

## HONORS AND ACTIVITIES

*List each of your activities, honors, and leadership positions in High School.*

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## COLLEGE / UNIVERSITY / TRADE SCHOOL PLANS

**As a graduating (or GED) student**, please specify the accredited Technical/Trade School/Program, College, or University you plan/wish to attend:

School Name \_\_\_\_\_

Address \_\_\_\_\_ City/State/Zip \_\_\_\_\_

**\* If already accepted, attach letter of acceptance.**

## OTHER ACTIVITIES

*List any other activities outside of school you would like us to know (i.e. Church, Community, Volunteer, etc.).*

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## COMMUNITY ANNOUNCEMENT CONTACT INFORMATION

Name of Hometown Newspaper \_\_\_\_\_

Newspaper Address \_\_\_\_\_

Newspaper City/State/Zip \_\_\_\_\_ Phone # (    ) \_\_\_\_\_



# Submission Checklist & Certification

Stan & Thelma Plumlee Scholarship | 2027 Student Application

**Please include each of the following items with your application.  
Incomplete submittals will not be transmitted to the review Committee.**

## REQUIRED ITEMS

- ☐ 1. All six (6) pages of the completed application.
- ☐ 2. A recent personal photo. (**If you are selected, the photo you choose will be used in a press release.**)
- ☐ 3. The most recent high school transcript available.
- ☐ 4. Two letters of reference:
  - a. One letter/reference from a teacher, principal, or school administrator; and
  - b. One personal reference. (You may choose the source.)

## CERTIFICATION

- 1) I hereby certify the above information is accurate, to the best of my knowledge.
- 2) This scholarship will be canceled immediately if any of the information presented above is identified as intentionally erroneous.

Applicant Signature \_\_\_\_\_ Date \_\_\_\_\_

Parent/Guardian Signature \_\_\_\_\_ Date \_\_\_\_\_

The above information will be considered strictly confidential.

*It is the policy of the Stan & Thelma Plumlee Scholarship Fund not to discriminate on the basis of gender, handicap, race, color, religion, or national or ethnic origin, in awarding financial aid.*

## WHERE TO SEND YOUR APPLICATION

**Mail your completed application and photos to:**

Tennessee Housing Association (THA) | P.O. Box 569, Mt. Juliet, TN 37121

**Deadline for RECEIPT of application is 4:00 pm, March 4, 2027.**

Only completed applications received by 4:00 pm, March 4, 2027, will be considered by the Stan Plumlee Scholarship Committee. Postmarked dates are not applicable in this process. We do not accept phone calls or walk-in applications. Your application must be mailed and received by 4:00 pm, March 4, 2027. No facsimiles will be accepted.

**BE TIMELY in your preparation! Incomplete applications will not be processed.**

Scholarship Recipient(s) will be announced in April 2027. <https://tnmha.org/scholarship>



# Scholarship Requirements & Information

Accredited Trade or Technical Schools/Programs, College, or University | 2027

Scholarship applicants **MUST** be associated with the manufactured or modular housing construction industry to be considered. For example, if the student/individual currently lives in a manufactured or modular home; or if the student/individual has a close relative who works in the manufactured housing industry (i.e., father, mother, grandfather, grandmother, brother, sister, aunt, or uncle); or the student/individual is currently working in the industry via one of the intern/apprenticeship programs; or is directly employed by a manufactured or modular housing construction-related

## 1. ELIGIBILITY CRITERIA

- Must have graduated from a Tennessee High School (public, private, parochial) or equivalent (GED).
- Must be accepted by an accredited Tennessee Trade or Technical School/Program or other institute of higher learning.
- The institute of higher learning must be a Tennessee public or private university or college, a junior college, or an accredited trade or technical school/program.

## 2. CAREER FIELD & AWARD AMOUNTS

Students must pursue a career in a skilled trades and labor field which supports the construction industry, or a degree field which supports the construction industry. See the example list on the following page.

### a. Trade School Scholarship (certificate program)

A one-time award in the amount of \$2,500. Number of scholarships awarded will be dependent on the qualifying applications received and the fund budget.

### b. Degree-Program Scholarship

An \$8,000 award, paid in increments of \$1,000 per semester, if the student remains in school pursuing a construction-related degree. Number of scholarships awarded will be dependent on the qualifying applications received and the fund budget.

## 3. TUITION PAYMENT CONDITIONS

*Tuition is paid directly to the educational facility if the criteria below are met.*

- Must be enrolled in an accredited Tennessee Trade or Technical School and/or is a full-time student at an institute of higher learning, as defined by the accredited facility or institute of choice.
- Students must notify their accredited facility or institute of higher learning that THA requires official verification that the student is enrolled in the upcoming semester or program. This shall be completed for scholarship funds to be disbursed on the students' behalf.
- If THA does not receive an enrollment verification from the accredited facility or institute of choice, a forfeiture of funds may occur.

**It is the student's responsibility to coordinate a statement of enrollment via the accredited facility or institute of choice, and to follow up with the institution's assigned coordinator, to ensure compliance has been completed.**

**See the qualified trades and labor listing on the following page.**

Scholarship Committee Reviewers are searching for students/individuals who wish to pursue advanced (skilled) training which targets Construction-Related support activities.

## Building Trades

*Encompasses a variety of construction jobs*

- Carpentry
- Electrical
- Flooring Specialist
- Heavy Equipment Operator
- Insulation Specialist
- Interior Design
- Landscape
- Painting
- Plumbing
- Pipe Fitter
- Roofing Specialist
- Transporter (Commercial Driver's License)
- Welder

## Industrial Trades

- Concrete
- Ironworker
- Metal Fabricator
- Paving Equipment Operator
- Pilot/Escort Drivers
- Quality Control

## Mechanical Trades

- Automation
- Engines/Mechanics
- HVAC
- Logistics
- Machinist
- Mechanical Drafter (example: CAD)

## Engineering Degrees / Programs

*Construction focus*

- Architectural (Residential)
- Civil
- Electrical
- Mechanical

## NOTATION

If there is a field of training which supports the construction industry but is not listed here, please consider filling out the application and noting the specific **construction-related** training in which you intend to pursue a certification or degree. The application will provide space for this discussion.



# Degree-Related Distribution Requirements

Jr. College, College, University | 2027 Stan & Thelma Plumlee Scholarship

## 1. CRITERIA TO RECEIVE THE FULL \$8,000 AWARD

- Must have graduated from a Tennessee High School (public, private, parochial) or equivalent (GED).
- Must be accepted by a Tennessee institute of higher learning.
- The institute of higher learning must be a Tennessee public or private university or college, or junior college.

## 2. DISBURSEMENT SCHEDULE

*Scholarship is for a maximum of four years, up to the maximum of \$8,000. Tuition is paid in increments of \$1,000 per semester if the following criteria are met.*

- You must be a full-time student, as defined by the institute of choice.
- Student must notify their institute of higher learning: an official transcript for the prior semester shall be submitted, along with an invoice for payment and a stated verification the student is enrolled in the upcoming semester. This shall be completed for the scholarship to be renewed on the per-semester scheduled disbursement.
- Following the below stated schedule, the transcript must be accompanied with an invoice, printed on school letterhead, along with a statement which verifies the student is enrolled in the upcoming semester, for each semester payment request which is submitted and received by the Tennessee Housing Association (THA) Board of Directors.
  - For the fall academic session, documentation must be submitted from the institution by August, preceding attendance to the fall semester.
  - For the spring academic session, documentation must be submitted from the institution by January, preceding attendance to the spring semester.
  - If we do not receive the invoice, transcript and enrollment verification by the above listed dates, a forfeiture of funds may occur for that semester.

**It is the student's responsibility to remind the institution of this requirement, and to follow up with the institution's assigned coordinator, to ensure compliance has been completed.**

## 3. CRITERIA FOR REVOCATION OF SCHOLARSHIP

- Falls below good standing.
- Not making appropriate progress.
- Placed on academic or social probation.

### Scholarship Invoice Mailing To:

Tennessee Housing Association | P. O. Box 569, Mt. Juliet, TN 37121  
Accounts Payable Fax: 615-255-8869      Administrative E-Mail: [Office@tnmha.org](mailto:Office@tnmha.org)

# Trade / Certificate Distribution Requirements

Trade Program or Technical School | 2027 Stan & Thelma Plumlee Scholarship

## 1. CRITERIA TO RECEIVE THE FULL \$2,500 AWARD

- Must have graduated from a Tennessee High School (public, private, parochial) or equivalent (GED).
- Must be accepted by a Tennessee Trade or Technical School Program or an institute of higher learning.

## 2. AWARD & PAYMENT

*A scholarship is a one-time award in the amount of \$2,500. Tuition is paid directly to the educational facility if the following criteria are met.*

- Must be enrolled in an accredited Tennessee Trade or Technical School and/or is a full-time student at an institute of higher learning, as defined by the accredited facility or institute of choice.
- Students must notify their accredited facility or institute of higher learning that THA requires official verification the student is enrolled in the upcoming semester or program. This shall be completed for scholarship funds to be disbursed on the students' behalf.
- If THA does not receive an enrollment verification from the accredited facility or institute of choice, a forfeiture of funds may occur.

**It is the student's responsibility to coordinate a statement of enrollment via the accredited facility or institute of choice, and to follow up with the institution's assigned coordinator, to ensure compliance has been completed.**

## STUDENT VERIFICATION SUBMISSION

*Facilities may use one of the following means to submit a student verification.*

### Scholarship Invoice Mailing To:

Attention: Rhonda Sevier  
Tennessee Housing Association  
P. O. Box 569, Mt. Juliet, TN 37121

Scholarship Accounts Payable Fax: 615-255-8869  
Scholarship Administrative E-Mail: [Office@tnmha.org](mailto:Office@tnmha.org) (Rhonda Sevier)



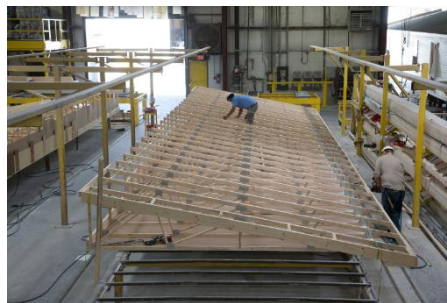
<https://tnmha.org/scholarship>



KEEPING AMERICA'S DREAM AFFORDABLE

## **\$2,500 Trade School and \$8,000 Degree Program**

Technical Scholarships available through the Factory-Built Home Industry



Please visit <https://tnmha.org/scholarship>  
for scholarship rules, qualifications, and an application.

**Deadline to receive completed application  
is 4:00 pm, March 4, 2027.**

**Stan and Thelma Plumlee Scholarship Fund | Tennessee Housing Association**

SECTION 5

---

# 2027 Annual Member's Meeting

*June 6–8, 2027 • HeartSong Lodge & Resort, Pigeon Forge, Tennessee*

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IN THIS SECTION

Save the Date

Awards presented June 7, 2027

Full event information announced January 2027

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## Save the Date

*More event information will be announced in January 2027!*

# 2027 THA Annual Member's Meeting June 6 – 8, 2027

HeartSong Lodge & Resort • 1210 Dollywood Resorts Boulevard  
Pigeon Forge, TN 37863 • [Dollywood.com/resort](https://Dollywood.com/resort)

### Awards presented

'Installer of the Year' and Most Beautiful Home honors are presented Monday, June 7, 2027.

### Finalist benefits

Waived registration for installer finalists' representatives and their spouse/guest, plus one HeartSong Resort lodging night.

### Registration & details

Full schedule, registration, and negotiated resort lodging rates will be announced in January 2027 at [thaannualmeeting.com](https://thaannualmeeting.com).

**Watch [tnmha.org](https://tnmha.org) and the THA member newsletter for announcements.**



## SECTION 6

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# THA-PAC

*Your voice under the Capitol dome — the 115th General Assembly convenes  
January 12, 2027.*

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## IN THIS SECTION

What a Political Action Committee Does  
Legislative Access & THA's Advocacy Role  
2026 Contribution Form



# THA-PAC: Your Voice Under the Capitol Dome



Tennessee Housing Association Political Action Committee | Membership Information

**The 115th General Assembly, 1st Session convenes at noon (CST) on January 12, 2027.**

Decisions made in that chamber can shape the future of factory-built housing in Tennessee.

## WHAT THA-PAC IS

THA-PAC is the only state-registered PAC solely dedicated to supporting bi-partisan state candidates who understand the importance of factory-built homes as an essential homeownership option.

It allows Association members from every segment of the industry to pool voluntary personal, corporate and LLC contributions to support candidates for the Tennessee Senate and House of Representatives.

## UNDERSTANDING PACs

A PAC is simply a group of individuals who pool their financial resources to help elect candidates to public office — men and women who share the group's interests and concerns about public policy. Any group of U.S. citizens or nearly any U.S. organization can form a PAC.

## WHY SUPPORT PACs

PACs are a logical extension of our democratic process — people who recognize there is strength in numbers. Throughout our country's history, groups of like-minded citizens have joined together to ensure their voices are heard.

PACs are also an essential source of funds. Candidates rely on broadcast media, direct mail, polling and consultants, plus posters, bumper stickers and billboards — and they look to every source of support, including PACs.

## PAC BENEFITS

State-level PACs strengthen representative government by getting more people involved in the political process. They give people — many who have never done anything more political than vote — a convenient and meaningful way to exercise their citizen rights. The PAC's objective is to bring association members together for effective political action.

## YOUR PERSONAL CONTRIBUTION IS VITAL.

Every dollar you contribute to THA-PAC goes directly to targeted, industry-friendly candidates. Please complete a contribution form today.

# Legislative Access & THA's Advocacy Role

## WHY LEGISLATIVE ACCESS IN TENNESSEE MATTERS

- Every legislative session, 2,000 – 5,000 bills are introduced.
- Every day, legislators make decisions which impact your industry.
- A wrong or uninformed decision could cripple or eliminate your livelihood.
- Every year, legislative issues surrounding the factory-built industry become tougher.
- A strong, well-supported PAC is critical in propelling the industry toward its legislative goals.
- To legislative candidates, a PAC represents numbers, constituents and strength.
- THA-PAC provides a unified voice for the factory-built industry, positioning us to meet the challenges of an ever-changing political environment.
- THA's ability to impact important legislative decisions is strengthened by our success in backing winning, industry-friendly candidates.

## THA'S ADVOCACY ROLE

As the Tennessee advocate for factory-built housing, THA continually works to ensure manufactured and modular housing is part of our state dialogue, providing insight to legislators on ways the industry can address the affordable housing shortage.

THA works with a team of lobbyists to ensure the priorities of Tennessee's factory-built industry are well known in the halls of the General Assembly.

Through years of active canvassing, THA has secured champions across government so that state rules and regulations support the industry's efforts to provide quality homes at affordable prices.

Every legislative session is monitored by THA for predatory legislation, while THA also introduces and supports positive legislation that allows consumers to make informed choices to meet their housing needs.

## STRENGTH IN NUMBERS

Tennessee accepts corporate, personal and LLC contributions. Whatever level you choose, your participation multiplies the industry's voice — and every dollar goes directly to targeted candidates who support factory-built housing.

**Please make your PAC contribution today using the form on the next page.**

# 2026 THA-PAC Contribution Form



**PLEASE MAKE YOUR PAC CONTRIBUTION TODAY — YOUR CONTRIBUTION IS CRITICAL!**

Tennessee accepts corporate, personal and LLC contributions. (Use this form.)

## ENTER YOUR CONTRIBUTION AMOUNT NEXT TO THE CORRESPONDING LEVEL

|                  |               |    |       |
|------------------|---------------|----|-------|
| President's Club | \$1,000 & Up  | \$ | _____ |
| Executive's Club | \$500 – \$999 | \$ | _____ |
| Director's Club  | \$133 – \$499 | \$ | _____ |
| 132 Club         | \$132         | \$ | _____ |
| Other Amount     | \$1 – \$131   | \$ | _____ |

## CONTRIBUTOR INFORMATION (State Required)

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

COMPANY: \_\_\_\_\_ POSITION: \_\_\_\_\_

ADDRESS: \_\_\_\_\_

CITY: \_\_\_\_\_ STATE: \_\_\_\_\_ ZIP: \_\_\_\_\_

CIRCLE ONE:      a. Corporate Donation      b. Personal Donation

## PAYMENT INFORMATION

Check (make payable to TMHA-PAC) or charge to credit card: \_\_\_\_\_ MasterCard \_\_\_\_\_ Visa \_\_\_\_\_ American Express

CARD NO.: \_\_\_\_\_ CVV #: \_\_\_\_\_

EXPIRATION: \_\_\_\_\_ SIGNATURE: \_\_\_\_\_

**Please mail your THA-PAC contribution to: THA, P.O. Box 569 — Mount Juliet, TN 37121**

Credit card payments may be e-mailed to [Office@tnmha.org](mailto:Office@tnmha.org) or faxed to (615) 255-8869.

**[2026 Campaign]**

# 2026 THA-PAC Contribution Form

**Please mail your THA-PAC contribution to: THA, P.O. Box 569 — Mount Juliet, TN 37121**

Credit card payments may be e-mailed to [Office@tnmha.org](mailto:Office@tnmha.org) or faxed to (615) 255-8869.



***KEEPING AMERICA'S DREAM AFFORDABLE***

## SECTION 7

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# THA State Membership Application

*Share this section with a non-member colleague — membership  
strengthens the whole industry.*

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## IN THIS SECTION

Application & Member Information  
Membership Categories, Dues & Payment  
Code of Ethics • Ten Customer Service Principles

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KEEPING AMERICA'S DREAM AFFORDABLE

Tennessee Housing Association

# State Membership Application

DATE

Membership is voluntary; the THA Board reserves the right to approve or reject any application.

Page 1 of 4

SPECIAL ATTENTION — By requesting membership you confirm you have read and accept the Membership Code of Ethics contained in this application (pages 3–4).

## 1. APPLICANT INFORMATION

CONTACT NAME

TITLE

COMPANY

MAILING ADDRESS

CITY

STATE

ZIP

PHONE

FAX

E-MAIL ADDRESS

WEBSITE

SIGNATURE

TITLE

SPONSORED BY (IF APPLICABLE)

## 2. QUALIFYING QUESTIONS

1. What is your industry affiliation?  
\_\_\_\_\_
2. Do you hold a Tennessee license as a Manufactured or Modular Housing Retailer, Installer or Manufacturer?  
☐ No ☐ Yes — which license? \_\_\_\_\_
3. If out of state, are you a member of your state Manufactured Housing Association?  
☐ No ☐ Yes

## 3. THREE CURRENT THA MEMBER REFERENCES

NAME

CONTACT NUMBER

# Membership Category & Payment

Select one category, then complete payment and sign below.

Page 2 of 4

## 4. CHECK THE APPROPRIATE MEMBERSHIP CATEGORY

|                                                                                     |                                                                                        |
|-------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------|
| <input type="checkbox"/> <b>Builder / Developers</b> \$200 annually                 | <input type="checkbox"/> <b>Community / Parks</b> \$200 + \$75 per additional location |
| <input type="checkbox"/> <b>Finance / Insurance</b> \$200 annually                  | <input type="checkbox"/> <b>Government Agency</b> \$200 annually                       |
| <input type="checkbox"/> <b>Installer</b> \$200 + \$75 per additional location      | <input type="checkbox"/> <b>Installer / Transporter</b> \$200 annually                 |
| <input type="checkbox"/> <b>Manufacturer</b> \$200 + \$175 per floor (Floor Report) | <input type="checkbox"/> <b>Realtors / Appraisers</b> \$200 annually                   |
| <input type="checkbox"/> <b>Retailer</b> \$200 + \$75 per additional location       | <input type="checkbox"/> <b>Service / Suppliers</b> \$200 annually                     |
| <input type="checkbox"/> <b>Transporter</b> \$200 annually                          |                                                                                        |

A check payable to THA must accompany this application or complete the credit card section below.  
Dues are billed annually in November and due no later than December 31.

## 5. NEW MEMBER PRORATED DUES

|                                                                  |                                                               |                                                                   |
|------------------------------------------------------------------|---------------------------------------------------------------|-------------------------------------------------------------------|
| <input type="checkbox"/> <b>\$200.00</b><br>January 1 – March 31 | <input type="checkbox"/> <b>\$150.00</b><br>April 1 – June 30 | <input type="checkbox"/> <b>\$100.00</b><br>July 1 – September 30 |
|------------------------------------------------------------------|---------------------------------------------------------------|-------------------------------------------------------------------|

Prorated rates apply to new members only. Returning or delinquent members may not take this discount.  
Educational discounts may not be combined with a new membership application.

## 6. PAYMENT METHOD

☐ Check or Money Order — payable to THA, P.O. Box 569, Mount Juliet, TN 37121

☐ **Credit Card:**    ☐ AMEX    ☐ Mastercard    ☐ Visa

| CARD NUMBER | CVV   | EXP. DATE |
|-------------|-------|-----------|
| _____       | _____ | _____     |

| SIGNATURE | AMOUNT |
|-----------|--------|
| _____     | _____  |

☐ I have read the Membership Code of Ethics and principles on pages 3 and 4 of this application.

SIGNATURE COMMITMENT \_\_\_\_\_

Tennessee Housing Association

# Code of Ethics & Pledge



*As members of the Tennessee Housing Association, we subscribe to the principles set forth in the THA Code of Ethics and pledge to comply with the specific standards of conduct established by the Code.*

**1 Customers come first.** Our paramount responsibility is to our customers. I shall present myself in a manner that brings respect and prestige to the Association and the Industry.

**2 Build the public image.** Members shall contribute constructively to the public image of manufactured housing living and enjoyment in Tennessee and the country.

**3 Sell honestly.** Members shall merchandise their industry, products and services honestly, without false promises or misrepresentation, giving good value to customers.

**4 Conduct business with credit.** We pledge to refrain from any act that would bring discredit to our Industry, Association, or any individual member.

**5 Advertise truthfully.** In advertising and promotion we emphasize the positive aspects and actual benefits of manufactured housing, avoiding anything deceptive or misleading.

**6 Compete on merit.** Members and their employees shall offer merchandise and service on its merits and refrain from attacking competitors or their methods of business.

**7 Honor warranties.** All obligations to customers in guaranties or warranties regarding the manufacture, sale or installation of our homes will be fulfilled within a reasonable period.

**8 Operate lawfully and safely.** Members shall not engage in methods of operation that are unlawful, unsanitary, or detrimental to the health and welfare of the public.

**9 Respect community residents.** Community owners shall respect their responsibilities to tenants and maintain their communities so as to constructively improve the public image of manufactured housing.

**10 Advance the industry.** As a progressive industry, we encourage research to develop higher construction standards so every home purchaser receives the greatest value for every dollar.

**11 Support one another.** To work with all Association members as a united team and to support the State Association in principle and practice, encouraging others to do the same.

**12 Accept the obligation.** We assume these responsibilities with the understanding that to do so is part of our obligation as members of the Tennessee Housing Association.



# Customer Service Principles

## Tools for your toolbox — ten customer service principles everyone should know

Even employees who never deal with the public must exhibit good customer service skills. How employees treat each other is the harbinger of how the company or organization will treat the public. Below is a quick checklist of behaviors we should all demonstrate when dealing with colleagues or the public, to ensure an exceptional customer experience — internally and externally.

**1 Understand your role is in customer service.** Every employee/company needs to understand they have customers — whether the customer is external or internal. Some employees deal only with other employees inside the company but serving them well is just as important as serving outside customers.

**2 Treat every customer with respect.** It's not necessary to call people "Sir" or "Ma'am," but it is essential that everyone realize that without customers the employee wouldn't have a job.

**3 Smile.** A smile can work wonders to alleviate tension and create a positive customer experience. You have the opportunity to influence the tone of every interaction — so use your smile to make it positive.

**4 Respond promptly.** Acknowledge a customer's presence, even if engaged in serving another customer on the phone or in person. It helps a customer feel valued and appreciated.

**5 Listen.** Most customers recognize that not all situations can be addressed immediately, or by a customer service employee or designee. But active listening works wonders to build trust and confidence that something will get done in a timely manner.

**6 Offer an empathetic ear.** The complaint itself is seldom as important in the customer's mind as how the complaint is handled.

**7 Customers may not always be right, but they should never be made to feel they are wrong.** Regardless of the situation, customers should always be treated with dignity, and employees must never see an interaction as an opportunity to prove their superior knowledge.

**8 Take ownership for the situation.** If a customer complaint is outside an employee's realm of authority, seek assistance. This demonstrates the employee understands the customer's need and is willing to do everything within their power to meet that need.

**9 Go the extra mile.** Many companies require employees to guide a customer to a product they are looking for rather than simply point them in the right direction. Think what a positive customer experience it creates when we apply this principle to all our activities!

**10 Empower employees to deal with customers' outcomes.** Employees that focus on the customer as a person with a real need, enables them to continually seek new ways to improve that customer's experience. When every employee lives that philosophy, a company quickly becomes known for its superior customer service and creates an atmosphere rich with customer-focus.

**Bonus:** Ask if there is anything else the customer needs. Sometimes a customer has several requests that each require a solution. Every customer service employee should work to ensure a customer leaves fully and completely satisfied with his/her customer service experience.

Employees don't always know how to deliver superior customer service, but managers/owners can ensure employees provide the highest level of customer care by sharing these basic customer service principles. For the greatest success, ensuring that every employee has a customer-focus, use service principles versus policies to clearly define the company's expectations. Telling an employee what's expected, makes it much more likely they will do their best to comply.

## SECTION 8

---

# THA Media Examples

*Consumer awareness advertising created for members to share — ready to post, print, and forward.*

---

## IN THIS SECTION

Monthly Social Media Graphics — 2026 Campaign

Print Advertising — Factory-Built Housing

[TennesseeManufacturedHomes.com](https://TennesseeManufacturedHomes.com)



# Monthly Consumer Awareness Graphics

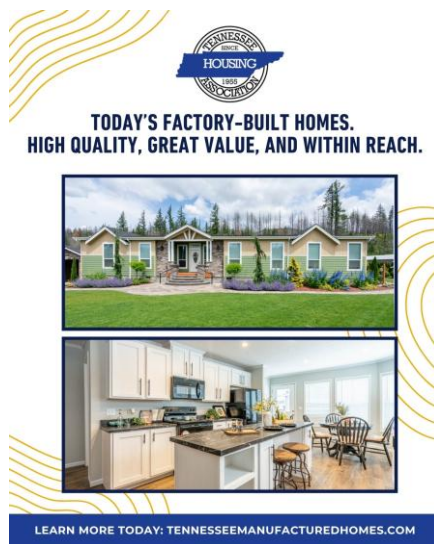
2026 Campaign • Emailed to members each month for social media use

These graphics are emailed to members monthly. Post them to your own channels, add your logo or contact information, and share THA posts to extend the reach of the campaign.



**MARCH**

Affordable Housing Solutions Already Exist



**APRIL**

Factory-Built Homes Meet Federal Standards



**MAY**

Personalize Your Home



**JUNE**

Homeownership Month



**JULY**

Built for the American Dream



**AUGUST**

Beat the Fall Housing Rush

Graphics drive traffic to [TennesseeManufacturedHomes.com](https://www.tennesseemanufacturedhomes.com) — keep your own contact information current for inquiring customers.

## Print Advertising Example

National print placement • Factory-Built Housing consumer campaign

THA places consumer awareness advertising promoting factory-built housing and directing homebuyers to TennesseeManufacturedHomes.com. The example below ran as a full-page placement in 2026.



***"FACTORY-BUILT HOUSING can deliver the dream of homeownership at a price you can manage!"***

**WWW.TENNESSEEMANUFACTUREDHOMES.COM**

## SECTION 9

---

# Consumer Awareness & THA Websites

*Five destinations for members, boards, students, and homebuyers across Tennessee.*

---

## IN THIS SECTION

[tnmha.org](http://tnmha.org) • [TennesseeManufacturedHomes.com](http://TennesseeManufacturedHomes.com)

Member, board, and student resources

Monthly graphics & social media clips

---

# THA Websites

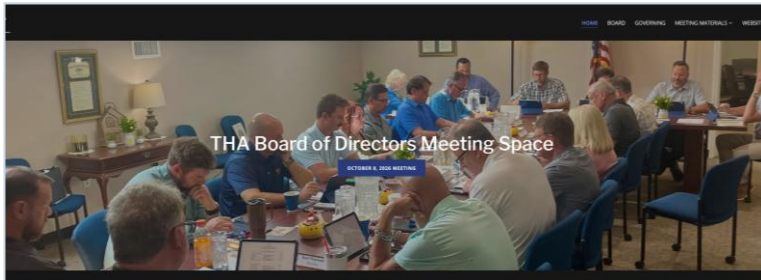
Five sites, each serving a different audience.



## THA Member Business Tool

<https://tnmha.org/>

Member-facing business tools and resources



## THA Board of Directors Meeting Space

<https://tnmhboard.org/>

Board meeting materials and agendas



## THA Annual Meeting Site

<https://thaannualmeeting.com/>

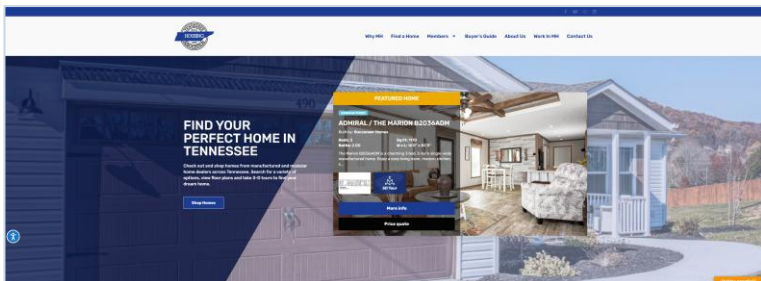
Annual meeting registration and schedule



## Industry Licensing – Educational Site

<https://education.tnmha.org/>

Licensing and continuing education courses



## Consumer-Facing Website

<https://www.tennesseeamh.com/>

Public showcase of manufactured home living

One association. Five destinations for members, boards, students, and consumers.



## SECTION 10

---

# THA Social Media Outreach

*Follow. Engage. Grow Together. • @tennesseemha*

---

## IN THIS SECTION

Facebook • Instagram

LinkedIn • YouTube

Like, comment and share to carry the message





***KEEPING AMERICA'S DREAM AFFORDABLE***

# **Follow. Engage. Grow Together.**

---

Tennessee Housing Association members are strongest when we speak with one voice. Follow THA on social media — then like, comment, and share to help carry the message of attainable housing across Tennessee and beyond.



**Facebook**

[facebook.com/tnmha.org](https://facebook.com/tnmha.org)



**Instagram**

[instagram.com/tennesseemha](https://instagram.com/tennesseemha)



**LinkedIn**

[linkedin.com/company/tennessee-housing-association](https://linkedin.com/company/tennessee-housing-association)



**YouTube**

[youtube.com/@tennesseemha](https://youtube.com/@tennesseemha)

**@tennesseemha | tnmha.org**

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KEEPING AMERICA'S DREAM AFFORDABLE

# MEMBERSHIP DIRECTORY

Tennessee Housing Association | 2026 Edition



*“Keeping America’s Dream Affordable”*

266 Member Companies • 9 Divisions

P.O. Box 569, Mt. Juliet, TN 37121 • (615) 256-4733 • [tnmha.org](http://tnmha.org)

# INDEX

Members are listed alphabetically within each division



|                                      |       |           |
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| <b>COMMUNITIES &amp; PARKS</b>       | (66)  | <b>5</b>  |
| <b>FINANCE</b>                       | (14)  | <b>8</b>  |
| <b>GOVERNMENT AGENCIES</b>           | (0)   | <b>9</b>  |
| <b>INSTALLERS &amp; TRANSPORTERS</b> | (16)  | <b>10</b> |
| <b>INSURANCE AGENCIES</b>            | (2)   | <b>11</b> |
| <b>MANUFACTURERS</b>                 | (48)  | <b>12</b> |
| <b>RETAILERS</b>                     | (102) | <b>15</b> |
| <b>SERVICE &amp; SUPPLIERS</b>       | (16)  | <b>20</b> |
| <b>EXECUTIVE COMMITTEE MEMBERS</b>   |       | <b>21</b> |
| <b>BOARD OF DIRECTORS</b>            |       | <b>22</b> |
| <b>LEGISLATIVE TEAM</b>              |       | <b>26</b> |

**TOTAL MEMBERSHIP: 266**

***Directory information is current as of September 2, 2026.***

***To report a correction or update your listing,  
e-mail the THA office at [Office@tnmha.org](mailto:Office@tnmha.org).***

# MEMBER CODE OF ETHICS

*Tennessee Housing Association*



***As members of the Tennessee Housing Association, we subscribe to the principles set forth in the THA Code of Ethics, and pledge to comply with the specific standards of conduct established by the Code:***

1. Our paramount responsibility is to our customers. I shall present myself to all customers in a manner which brings respect and prestige to the Association, and to the Industry.
2. ASSOCIATION members shall contribute constructively to the public image of manufactured housing living and enjoyment, in Tennessee and the country.
3. ASSOCIATION members shall merchandise their industry, products and services, honestly, without false promises or misrepresentation, giving good value to their customers.
4. IN the correct conduct of our individual business, we pledge to refrain from any act that would bring discredit to our Industry or Association, or any individual member thereof.
5. IN our advertising and promotion endeavors, we pledge to emphasize the positive aspects and actual benefits of manufactured housing, and to refrain from any such endeavors that might deceive or mislead the public or include false claims.
6. ASSOCIATION members and their employees shall offer their merchandise and service on its merits and shall refrain from attacking competitors or their methods of doing business.
7. WE further pledge that all obligations to our customers contained in guaranties or warranties offered in connection with the manufacture, sale or installation of our homes will be properly fulfilled within a reasonable period of time.
8. ASSOCIATION members shall not engage in methods of operation that are unlawful, unsanitary, or detrimental to the health and welfare of the public.
9. MANUFACTURED housing community owners shall subscribe, in principle and practice, to respect their responsibilities to the tenants within their park and shall maintain their park in such a fashion as to constructively improve the public image of manufactured housing living.
10. AS members of a progressive industry, we encourage research to develop higher standards of construction of our industry products, so that each manufactured home purchaser may receive the greatest value possible for every dollar.
11. TO work with all Association members as a united team, and to support the State Association in principle, and in practice, and to encourage others to do so.
12. WE assume these responsibilities with the understanding that to do so is part of our obligation as members of the Tennessee Housing Association.



## **Clayton Development Group #2712**

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## **A & L Mobile Home Village**

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## **Acres of Shade MHC TN, LLC**

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## **Affordable Housing Investment Associates**

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## **Allentown Community, UMH Properties**

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## **Amherst Ridge, YES Homesales, LLC**

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## **Bell Crossing**

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## **Belleglade Mobile Home Community**

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## **Bloomfield Hills Community**

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## **Cedar Glen, YES Homesales, LLC**

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## **Cedar Park Pointe, Flagship Communities**

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## **Clarksville Mfg. Home Sales, Hammer Rentals**

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## **Country Meadows Community, CM Sales**

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## **Countrywood Estates**

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## **Cozy Living Village**

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## **Creekside Park**

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## **East Camp Village**

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## **Fairway Mobile Home Park, Inc.**

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## **Flagship Communities**

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## **Gateway Home Park**

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## **Home Nation Tennessee**

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## **Leisure Acres MHP**

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## **Maple Ridge Place Mobile Home Park**

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## **Memphis Blues, UMH Properties**

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## **Mountainside Estates MHP**

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## **Nine Mile MH Park, Mark Home Community**

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## **Northridge Estates, YES Homesales, LLC**

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## **Parkway Village Pointe, Flagship Comm.**

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## **Valley View Mobile Parks**

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## CIS Home Loans

*Hannah Hartley*

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## Credit Human Federal Credit Union

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## CSL Financial, LLC

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## eLEND Direct

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## First Bank

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## Land Home Financial Services, Inc.

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## Northpoint Commercial Finance

*Mark Marfice or Jasen Miller*

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## The Federal Savings Bank

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## Triad Financial Services, Inc.

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## Vanderbilt Mortgage and Finance, Inc.

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*None in this category at this time.*

# INSTALLERS & TRANSPORTERS

16 members



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## **B & B Mobile Home Service**

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## **Bennett Truck Transport, LLC**

*Roy Perry*

P.O. Box 569, McDonough, GA 30253  
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## **C & P Specialties LLC**

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## **Clayton Connect dba CMH Transport, Inc.**

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## **Gaskins Mobile Home Transport**

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## **Greeson Mobile Home Service**

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## **HouseSmart Construction**

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## **HouseSmart Construction #2730**

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## **HouseSmart Construction #2734**

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## **Scott's Auto Salvage & Sales**

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## **Ward Construction**

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# INSURANCE AGENCIES

2 members



KEEPING AMERICA'S DREAM AFFORDABLE

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## **Adventure Homes**

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## **Blue Ridge Log Cabins, LLC**

*Chip Smith*

625 East Frontage Road, Campbello, SC 29322  
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## **Cavalier Home Builders, Buccaneer Homes**

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## **Cavalier Home Builders, Clayton Alabama**

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## **Cavalier Homes, Inc. dba Clayton Conway #983**

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## **Cavalier Home Builders, dba Clayton Nashville**

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## **Cavalier Homes, Inc. dba Clayton Tiny Homes**

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## **Cavco Manufacturing, LLC / Cavco-Crouse**

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## **Cavco Manufacturing, LLC / Cavco-Douglas**

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## **Cavco Manufacturing, LLC / Cavco-Goshen**

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## **Cavco Manufacturing, LLC / Cavco-Hamlet**

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## **Cavco Manufacturing, LLC / Cavco-Lafayette**

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## **Cavco Manufacturing, LLC / Cavco-Moultrie**

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## **Cavco Manufacturing, Cavco-Rocky Mount**

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## **Cavco Manufacturing, LLC / Cavco-Shippenville**

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## **Champion Home Builders, Inc. Benton**

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## **Champion Home Builders, Inc. Decatur**

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## **Champion Home Builders, Inc. Dresden**

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## **Champion Home Builders, Inc. Millen**

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## **Champion Home Builders, Inc. Topeka**

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## **Clayton Home Building Group**

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## **CMH Manufacturing, Inc. dba Clayton Appalachia**

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## **CMH Manufacturing, Inc. dba Bean Station**

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## **CMH Manufacturing, Inc. dba Clayton Bonham**

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## **CMH Manufacturing, Inc. dba Clayton Maynardville**

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P.O. Box 160387, Nashville, TN 37216  
(615) 226-6453 • bblevins@blevinsinc.com

## **Blevins, Inc.**

*Trey Moyer*

P.O. Box 160387, Nashville, TN 37216  
(615) 226-6453 • tmoyer@blevinsinc.com

## **Cirrus Solutions, Inc.**

*Laura West*

2740 SW Martin Dows Blvd. #346, Palm City, FL 34990  
(772) 223-1294 • sales@cirrussolutions.com

## **HomeCarePlus Warranty**

*Lori Bechtel*

P.O. Box 365, Augusta, WI 54722  
(800) 851-3738 • info@hcpwarranty.com

## **Jamie's Interiors**

*Jamie Faulkner*

8468 S. Hwy. 25W, Williamsburg, KY 40769  
(606) 524-5264 • jamie@jamiesinteriors.com

## **LP Building Solutions**

*Sean Norem*

1610 West End Avenue, Ste 200, Nashville, TN 37203  
(615) 305-6057 • sean.norem@lpcorp.com

## **Minute Man Anchors, Inc.**

*Cecil Allyon*

305 West King Street, East Flat Rock, NC 28726  
(800) 438-7277 • cayllon@minutemanproducts.com

## **Northgate Parts, Inc.**

*John O'Daniel*

687 Boy Scout Road, Chattanooga, TN 37343  
(423) 870-1515 • jodaniel@northgateparts.com

## **Oliver Technologies, Inc.**

*Scott Oliver*

P.O. Box 9, Hohenwald, TN 38462  
(800) 284-7437 • soliver@olivertechnologies.com

## **Precision Door Service of Knoxville**

*Chuck Gatlin*

10525 Kingston Pike Suite E, Knoxville, TN 37922  
(865) 221-7068 • service@garagedoorsknoxville.com

## **Sedco Pier, Inc.**

*Cecil Ayllon*

33320 Mission Trail, Wildsmar, CA 92595  
(951) 674-4011 • cecil@sedcopier.com

## **Style Crest, Inc.**

*Todd Gill*

455 B Great Southwest Pkwy, Atlanta, GA 30336  
(470) 706-2366 • todd.gill@stylecrest.net

## **Style Crest, Inc.**

*Ben Howie*

4040 Business Park Court, Winston Salem, NC 27107  
(336) 862-7180 • ben.howie@stylecrest.net

## **Tie Down, Inc.**

*Knute Chauncey*

605 Stonehill Dr. SW, Atlanta, GA 30290  
(800) 241-1806 x1528 • knute@tiedown.com

## **UFP Factory Built**

*Owen Robertson*

P.O. Box 749, Cordele, GA 31010  
(919) 889-5555 • rrobertson@ufpdllc.com

## **WESCO Distribution, Inc.**

*Clay Adkins*

4600 Salem Ridge Road, Holly Springs, NC 27540  
(919) 587-7796 • cadkins@wescodist.com

# EXECUTIVE COMMITTEE

Tennessee Housing Association • 2nd Term, Expires 2027



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**Rhyn Brogden**

**PRESIDENT**

RCB Trucking, LLC  
Sparta, TN



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**Matt Belcher**

**VICE-PRESIDENT**

Clayton Home Building Group  
Maryville, TN



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**Paula Reeves**

**SECRETARY**

Land Home Financial Services  
Hamilton, AL



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**Bobby Campbell**

**TREASURER**

Champion Home Builders  
Benton, KY



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**Owen Robertson**

**IMMEDIATE PAST PRESIDENT**

UFP Factory Built  
Cordele, GA

# BOARD OF DIRECTORS

At-Large, Builder/Developer & Community Directors



**James McGee**

**'AT LARGE' DIRECTOR**

Deer Valley Homebuilders, Inc.  
Guin, AL

*2nd Term — Expires 2027*



**Michael Johnson**

**'AT LARGE' DIRECTOR**

21st Mortgage Corporation  
Knoxville, TN

*1st Term — Expires 2027*

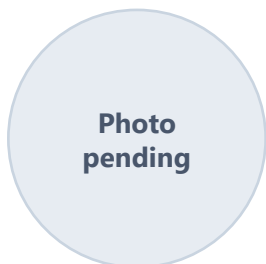


**Marty Mansfield**

**BUILDER/DEVELOPER DIRECTOR**

CMH Manufacturing, Inc.  
dba Clayton Appalachia  
Andersonville, TN

*1st Term — Expires 2027*



**Kristinia Clark**

**COMMUNITY DIRECTOR**

Yes! Communities  
Sevierville, TN

*1st Term — Expires 2028*



**Tom Roche**

**COMMUNITY DIRECTOR**

The Grove Communities  
Nashville, TN

*1st Term — Expires 2027*

# BOARD OF DIRECTORS

Installer/Transporter, Insurance/Finance & Manufacturer Directors



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**Charlie Morgan**

**INSTALLER/TRANSPORTER DIRECTOR**

CMH Homes, Inc.  
dba HouseSmart Construction  
Loudon, TN

*2nd Term — Expires 2028*



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**Tony Baker**

**INSTALLER/TRANSPORTER DIRECTOR**

B & B MH Service  
Sharps Chapel, TN

*2nd Term — Expires 2027*



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**Mark Byers**

**INSURANCE/FINANCE DIRECTOR**

Cascade Financial Services  
Chandler, AZ

*1st Term — Expires 2027*



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**Rob Peterson**

**INSURANCE/FINANCE DIRECTOR**

Common Sense Lending  
Birmingham, AL

*2nd Term — Expires 2027*



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**Stephen Cole**

**MANUFACTURER DIRECTOR**

Champion Home Builders, Inc  
Dresden, TN

*1st Term — Expires 2027*

# BOARD OF DIRECTORS

Manufacturer, Retailer & Service/Supplier Directors



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**Wade Wells**

**MANUFACTURER DIRECTOR**

CAVCO Industries, Inc.  
Lafayette, TN

*2nd Term — Expires 2027*



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**Ben Cudzilo**

**RETAILER DIRECTOR**

Preferred Modular Homes  
Powell, TN

*1st Term — Expires 2028*



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**Tammy Collett**

**RETAILER DIRECTOR**

CMH Homes, Inc.  
dba Clayton Homes #89  
Columbia, TN

*1st Term — Expires 2027*



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**Trey Moyer**

**SERVICE/SUPPLIER DIRECTOR**

Blevins, Inc.  
Nashville, TN

*2nd Term — Expires 2027*



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**Sean Norem**

**SERVICE/SUPPLIER DIRECTOR**

LP Building Solutions  
Nolensville, TN

*2nd Term — Expires 2028*

# BOARD OF DIRECTORS

Regional Directors



**Dave Thomas**

**NE TN REGIONAL DIRECTOR**

CMH Homes, Inc.  
Maryville, TN

*1st Term — Expires 2027*



**Steve Trent**

**EAST TN REGIONAL DIRECTOR**

Preferred Choice Homes  
Morristown, TN

*2nd Term — Expires 2028*



**Position Vacant**

**MIDDLE TN REGIONAL DIRECTOR**

Vacated August 2026

*Term Expires June 2027*



**Scott Oliver**

**MID-WEST TN REGIONAL DIRECTOR**

Oliver Technologies, Inc.  
Hohenwald, TN

*2nd Term — Expires 2027*



**Betty Davis**

**WEST TN REGIONAL DIRECTOR**

CMH Homes, Inc.  
dba Clayton Homes #823  
Lexington, TN

*1st Term — Expires 2027*

# LEGISLATIVE AND LEGAL TEAM

Tennessee Housing Association • Government Affairs & Counsel



**David McMahan**

**LOBBYIST**

McMahan Winstead & Richardson



**Beth Winstead**

**LOBBYIST**

McMahan Winstead & Richardson



**Anna Richardson**

**LOBBYIST**

McMahan Winstead & Richardson



**Caroline Simmons**

**LOBBYIST**

McMahan Winstead & Richardson



**Andrea Bennett-Punke**

**LOBBYIST**

McMahan Winstead & Richardson



**Kurtis J. Winstead**

**ATTORNEY**

Attorney at Law



**James McGee**

**THA LEGISLATIVE COMMITTEE  
CHAIRMAN**

Deer Valley Homebuilders, Inc.



**Marla Y. McAfee**

**THA EXECUTIVE DIRECTOR**

Tennessee Housing Association





KEEPING AMERICA'S DREAM AFFORDABLE

## TENNESSEE HOUSING ASSOCIATION

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### PACKAGE DELIVERY

1002 Meb Court, Suite B  
Mt. Juliet, TN 37122

### MAIL DELIVERY

P.O. Box 569  
Mt. Juliet, TN 37121

### CONTACT

Office: (615) 256-4733  
Fax: (615) 255-8869  
E-mail: [Office@tnmha.org](mailto:Office@tnmha.org)



Rhonda Sevier  
Executive Administrator

### ONLINE

<https://tnmha.org/>  
<https://education.tnmha.org/>  
<https://thaannualmeeting.com/>  
<https://www.tennesseemanufacturedhomes.com/>

**“KEEPING AMERICA’S DREAM AFFORDABLE”**

## Deadlines at a Glance

*Detach and return the forms that apply to you. Keep the pages marked for your records.*

| DATE                             | WHAT IS DUE                                         | ACTION                                               |
|----------------------------------|-----------------------------------------------------|------------------------------------------------------|
| December 4, 2026 — 4:00 p.m. CST | Licensing Education                                 | Educational platform begins shutdown.                |
| March 4, 2027 — 4:00 p.m. CST    | Stan & Thelma Plumlee Scholarship application       | Must be RECEIVED (not postmarked) by mail. No faxes. |
| March 31, 2027                   | 'Installer of the Year' nomination submittal form   | Email or mail to THA.                                |
| March 31, 2027                   | Most Beautiful Home Contest entry, photos & release | Email or mail to THA.                                |
| April 2027                       | Scholarship recipients announced                    | Watch tnmha.org and the THA newsletter.              |
| April 1 – 30, 2027               | Most Beautiful Home judging window                  | Finalist photos and interviews follow in May.        |
| June 6 – 8, 2027                 | THA Annual Member's Meeting, Pigeon Forge           | Event details announced January 2027.                |
| June 7, 2027                     | Awards presented                                    | 'Installer of the Year' and contest honors.          |

### WHERE TO SEND YOUR FORMS

Mail: Tennessee Housing Association, P.O. Box 569, Mount Juliet, TN 37121  
 Email: Office@tnmha.org    Fax: (615) 255-8869    Phone: (615) 256-4733

### A FEW REMINDERS

- Scholarship applications must be complete: all six pages, a photo, a transcript, and two reference letters.
- Installer nominees need a current TN installer license in good standing and ten or more completed installations.
- Contest entries need the signed homeowner release, 4–6 photos, and a story of 150 words or less.

***Thank you for your membership. Your participation strengthens every Tennessee family who calls a factory-built home their own.***

TENNESSEE HOUSING ASSOCIATION

# Keeping America's Dream Affordable

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*Serving Tennessee's manufactured and modular housing industry —  
retailers, installers, manufacturers, communities, transporters, suppliers,  
and the families who call a factory-built home their own.*

## CONTACT THA

Tennessee Housing Association  
P.O. Box 569 • Mount Juliet, TN 37121  
Phone (615) 256-4733 • Fax (615) 255-8869  
Office@tnmha.org • tnmha.org

## FOLLOW THA

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@tennesseemha

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## KEY 2027 DEADLINES

Scholarship applications received by March 4 • Installer of the Year nominations March 31  
Most Beautiful Home entries March 31 • Annual Member's Meeting June 6–8, Pigeon Forge

2026 Member Mailing • Please route this packet to the members of your team who can act on it.

*Thank you for your membership.*