

Keys to the Dream



KEEPING AMERICA'S DREAM AFFORDABLE



CONSTRUCTING HOMES
and
CREATING FUTURES

**2026
THA Annual
Member's Meeting
June 7 - 9, 2026**

Please bring your meeting book to the Monday morning and Tuesday morning events.

MEMBER'S PROGRAM



HeartSong Lodge & Resort
1210 Dollywood Resorts Boulevard
Pigeon Forge, TN 37863
Dollywood.com/resort



Thank you for coming!

Everyday in this industry:

“We are working families, working for families!”

--Marla Y. McAfee--
Executive Director, THA

June

NATIONAL Homeownership MONTH

It's time to rethink what modern homeownership can look like.

LEARN MORE TODAY: TENNESSEEMANUFACTUREDHOMES.COM

ANTITRUST NOTICE

By attending this meeting, you agree to abide by the Tennessee Housing Association’s Antitrust Guidelines (found on page 22), as well as all policies and procedures set for this event.

You understand the materials provided to you at this event are for discussion purposes only and remain the intellectual property of the Tennessee Housing Association (THA).

Distribution without the express written consent of the Tennessee Housing Association (THA) is prohibited.

All comments made at this meeting are intended to be “off-the-record” and should not be published in any manner without the express written consent of the Tennessee Housing Association (THA).



June 7, 2026

Tennessee Housing Association (THA) Members & Guests:

On behalf of the THA Board of Directors, the Executive Committee would like to welcome you to the 2026 THA Annual Member's Meeting. We are honored to host such a distinguished group of manufactured housing professionals, and we look forward to discussing the future of our industry with you.

This year's theme, "Keys to the Dream - Constructing Homes and Creating Futures", is our everyday collective mission and we do this with pride! We hope your time with us is filled with insightful discussions, transformative ideas, and productive networking opportunities.

Our Sunday kick-off will be a time to come together and reconnect with a Welcome Reception and great food under the big tent! Our buffet lines will be shadowed under the breezeway, with music provided by Smokey Mountain Sounds. Relax from the day's golf game or your commute and let's just enjoy the fellowship!

The organizing committee has planned an informative Monday morning for you, to address both state and national legislative issues or initiatives; a dive into AI Outcomes within our own businesses; and ending with something phenomenal to nourish your professional soul and to focus your internal drive by providing 'mind' tools to succeed -- Win Monday™! Do not miss a single minute from 8:30 am - 12:30 pm on Monday. Additionally, we look forward to a beautiful evening dinner on the lawn and a wind down with Band Wilder!

We will close out on Tuesday with the THA General Membership Meeting which includes the 'State of Financial Affairs', Member Updates, and Officer Elections! We are especially excited to announce that Luther Harrison, VP of U.S. Rebuild of Samaritan's Purse, will be joining us and sharing their experiences of utilizing our homes in home-rebuilding recovery efforts after natural disasters.

While you are with us, we hope you take every opportunity available to strengthen relationships with your fellow THA members and make sure to welcome first-time attendees. Additionally, please join us in thanking our sponsors (listed in the following pages) for their support of THA and your Member's Meeting.

Please reach out to any of the Executive Committee and Board of Director members or THA staff, if we can offer any assistance.

Sincerely,

THA Executive Committee Members

<i>Rhyn Brogden</i> THA President	<i>Matt Belcher</i> THA Vice-President	<i>Paula Reeves</i> THA Secretary	<i>Bobby Campbell</i> THA Treasurer	<i>Owen Robertson</i> Immediate Past President
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THA Support Team:

Marla Y. McAfee, Executive Director
Rhonda A. Sevier, Executive Administrator



KEEPING AMERICA'S DREAM AFFORDABLE

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Schedule of Events

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Arrival Date: Sunday, June 7, 2026
Departure Date (for most): Tuesday, June 9, 2026, (see day schedule below)
Event Area: HeartSong Ballroom Area - (Lobby Level)

Sunday, June 7, 2026

9:00a – 2:00p	Golf Tournament	Gatlinburg Golf Course/Pigeon Forge
4:00p – 6:00p	Event Registration	HeartSong Salon C - Lobby Level
5:00p – 6:00p	Board Meeting	HeartSong Salon D
6:00p – 8:00p	Welcome Reception Welcome Dinner, DJ Entertainment (Host Bar)	HeartSong Event Lawn (Tented Area)

Monday, June 8, 2026

7:30a – 8:30a	Event Registration	HeartSong Salon C - Lobby Level
7:30a – 8:30a	<i>Breakfast Buffet</i>	Inspiration A/B - Ground Level

HeartSong Ballroom A/B - Lobby Level

8:30a – 8:40a	Welcome - President Rhyn Brogden Announcements/Acknowledgements Stan & Thelma Plumlee Scholarship Awards Most Beautiful Home Awards	
8:40a – 8:50a	THA Lobbyist Beth Winstead/Caroline Simmons of McMahan Winstead & Richardson	
8:50a – 9:00a	Assistant Commissioner Mike Bell, Commerce & Insurance, State Fire Marshal	
9:00a – 9:45a	National Landscape - Mark Bowersox, President, Manufactured Housing Institute (MHI)	
9:50a – 10:35a	AI Outcomes. Connor Glazier, Enterprise Account Executive, Glean AI	
10:35a – 10:55a	Networking Break	
11:00a – 12:30p	Key Shop 'Win Monday' TM - Paul Epstein, Founder & CEO of <i>Win Monday</i> TM	
12:30p – 01:30p	Lunch Buffet	Inspiration A/B - Ground Level Downstairs
1:30p – 5:00p	Exploration and Free Time (Pool, Parks, Town)	

Monday EVENING, June 8, 2026 - Reception On the Lawn / Dinner in the Tented Area

5:00p – 5:55p	Evening Reception (Host Bar)
6:00p – 6:50p	Evening Dinner On the Lawn (Cash Bar)
6:50p – 7:15p	Announcements - Special Recognition
7:15p – 8:30p	C.J. Wilder & Band Wilder (Wind Down After Dinner - Under the Tent)



Schedule of Events

Page 2 of 2

Tuesday, June 9, 2026

7:30a	Event Registration Continues	HeartSong Salon C - Lobby Level
7:30a – 8:30a	<i>Enhanced Continental Breakfast</i>	Inspiration A/B - Ground Level Downstairs
8:30a – 10:45a	General Association Business Meeting Executive Committee Presiding	HeartSong Ballroom - Lobby Level

Samaritan's Purse - Plus Video Presentation Luther Harrison, VP U.S. Rebuild

- Notification of Anti-Trust Guidelines
- State of Financial Affairs
- Member Benefits
- Tennessee State Legislative Items
- Election of 2026 - 2027 Officers & Directors
- Recognition of Service
- Special Announcements
- Attendance Drawing



10:45a	Business Meeting Adjourn (Hotel Check Out by 11:00 am)
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2026 Annual Member's Meeting Officially Closes

Special Closed Event

11:00a – 4:00p	Clayton Training - Closed Meeting	Inspiration Salon B - Ground Level
12:00n - 1:00p	Lunch	Inspiration Salon A - Ground Level

Wednesday, June 10, 2026

7:30a – 8:30a	Clayton Breakfast	Inspiration Salon A - Ground Level
8:30a – 12:30p	Clayton Training - Closed Meeting	Inspiration Salon B - Ground Level

Thank you for coming!

Thank You to our 2026 Platinum HONORS!



KEEPING AMERICA'S DREAM AFFORDABLE



Thank You
--- FOR YOUR ---
SUPPORT



Thank You to our 2026 **HOST** Sponsors!

GOLD HOST SPONSORS



SILVER HOST SPONSORS



BRONZE HOST SPONSORS



ASSOCIATE HOST SPONSORS



Sunday Morning Golf Tournament, June 7th



THA ANNUAL MEMBERS MEETING
June 7-9, 2026

"MYSTERY CASH" GOLF TOURNAMENT



CASH FOR PLAY TODAY!

THA is sponsoring a \$\$ contest on every hole!
Tournament and contest hole winners will be announced during the evening reception!

TOURNAMENT HOSTS

HOLE SPONSORS



- HOLE 1 - Longest Putt
- HOLE 2 - Longest Putt
- HOLE 3 - Longest Drive
- HOLE 4 - Longest Drive
- HOLE 5 - Closest to the Pin
- HOLE 6 - Closest to the Pin, 2nd Shot
- HOLE 7 - Straightest Drive
- HOLE 8 - Closest to the Pin
- HOLE 9 - Longest Putt
- HOLE 10 - Longest Putt
- HOLE 11 - Longest Drive
- HOLE 12 - Closest to the Pin
- HOLE 13 - Closest to the Pin, 2nd Shot
- HOLE 14 - Closest to the Pin
- HOLE 15 - Closest to the Pin, 2nd Shot
- HOLE 16 - Straightest Drive
- HOLE 17 - Closest to the Pin
- HOLE 18 - Closest to the Pin, 2nd Shot

PLEASE THANK YOUR SPONSORS

Snacks/Hydration



Say Thank You to your 2026 Tournament Host Sponsor!



Thank You to our 2026 **Event** Sponsors!

Sunday Afternoon and Evening, June 7th



THA ANNUAL MEMBERS MEETING

June 7, 2026

OPENING WELCOME RECEPTION
SPONSORED BY



Background Music under the tent provided by:



Thank You to our 2026 **Event** Sponsors!

Monday, June 8th

THA ANNUAL MEMBERS MEETING
June 9, 2026

MONDAY BREAKFAST BUFFET
SPONSORED BY

THA ANNUAL MEMBERS MEETING
June 8, 2026

THIS NETWORKING BREAK
SPONSORED BY

KEEPING AMERICA'S DREAM AFFORDABLE

THA ANNUAL MEMBERS MEETING
June 8, 2026

MONDAY EVENING RECEPTION ON THE LAWN
SPONSORED BY

THA ANNUAL MEMBERS MEETING
June 8, 2026

MONDAY EVENING DINNER ON THE LAWN
SPONSORED BY

Thank You to our 2026 Event Sponsors!

Tuesday Morning Breakfast and Member's Business Meeting



SWAG BAG CONTRIBUTORS!



KEEPING AMERICA'S DREAM AFFORDABLE





LOBBYIST BETH WINSTEAD MCMAHAN WINSTEAD & RICHARDSON BIOGRAPHY

Beth Winstead joined McMahan Winstead & Richardson in December 1996. After leaving her law practice in 1986, Beth held an array of positions in Governor Ned McWherter's administration, including Field Director for his First Congressional District campaign, Special Assistant to the Governor for Boards and Commissions, and was a member of McWherter's legislative team.

In 1990, Beth became the Executive Assistant to the Bureau of Environment in the newly minted Department of Environment and Conservation. In that position, she assisted with legislation and held oversight responsibilities of ten divisions within the Bureau. Winstead was also the Commissioner's representative on the Solid Waste Control Board, Air Pollution Control Board, Underground Storage Tank Board, and Water Quality Control Board.

In 1995, Beth was appointed as the Assistant Chief Clerk of the Tennessee House of Representatives. She then joined the staff of Mayor Phil Bredesen as his chief lobbyist on Capitol Hill where she was instrumental in bringing the Tennessee Titans NFL team to Tennessee. She also served as a member of his legislative team representing the Mayor's office before the Metro Council, where she played a significant role in the building of Bridgestone Arena and the addition of the Nashville Predators, which were paramount in the revitalization of Nashville's world-famous Broadway.

Beth received her A.A. from St. Mary's Junior College in Raleigh, North Carolina and her B.S. in Business Administration magna cum laude from the University of Tennessee Knoxville. She received her J.D. from the Cecil C. Humphrey's School of Law, University of Memphis. She is a member of the American Bar Association, the Tennessee Bar Association, The Downtown Rotary Club of Franklin and was a founding member of the Tennessee Lobbyists Association. She frequently is invited to speak at the University of Tennessee Law School Institute of Professional Leadership where she shares her experiences in the government relations field with first year law students.

She is married to Brigadier General Kurt Winstead, USA, Retired, and they have two daughters, Bridget and Mary Hannah.

The contacts Beth has made across the state are abundant and diverse. She possesses strong and enduring relationships across both sides of the aisle, and her lobbying skills are well respected by every legislator in the Tennessee General Assembly.

###



**LOBBYIST CAROLINE SIMMONS
MCMAHAN WINSTEAD & RICHARDSON
BIOGRAPHY**



Caroline Simmons is a 2009 graduate of The University of the South, Sewanee, with a B.A. in Political Science and is a licensed attorney, earning her J.D. from the University of Tennessee College of Law in May 2012. While in law school, Caroline served as a student attorney working in the College's Wills and Estates Clinic, serving low-income clients with estate planning needs.

Caroline joined McMahan Winstead & Richardson in 2012. Since joining the firm, Caroline has held an integral role in passing legislation for a variety of clients ranging from medical providers to distillers, and from judges to clay shooting enthusiasts.

Caroline became a partner in McMahan Winstead and Richardson in 2025.

Caroline and her husband Lee live in Nashville area with their son Lewis, daughter Edie, and their dog, Mark.

###



MIKE BELL
ASSISTANT COMMISSIONER
COMMERCE AND INSURANCE
BIOGRAPHY

Mike Bell was appointed as the Department's Assistant Commissioner for Fire Prevention in 2024. In this capacity, Mr. Bell leads the division's seven sections, which includes the State Fire Marshal's Office, in its mission of protecting Tennesseans and their property.

A native of Bradley County and a resident of McMinn County since 1989, Mr. Bell had a 16-year tenure in the Tennessee General Assembly where he first served as a state representative and later as a state senator. His career included leadership roles as chairman of the Senate Government Operation Committee and the Senate Judiciary Committee. Starting in 2022, Mr. Bell served as the Legislative Director for the Tennessee Wildlife Resources Association.

Bell and his wife Lisa have been married for 39 years have five children and eight grandchildren.

###



**MARK BOWERSOX, PRESIDENT
MANUFACTURED HOUSING INSTITUTE
BIOGRAPHY**



Mark Bowersox is a seasoned trade association executive with experience leading nonprofits at both the state and national levels. In his role as President of the Manufactured Housing Institute (MHI) he is dedicated to elevating housing innovation and expanding attainable homeownership. He supervises MHI's member engagement, education, events, marketing and day-to-day operations. Additionally, Bowersox oversees the Manufactured Housing Educational Institute and serves on the Board of Directors of the Recreation Vehicle – Manufactured Housing Heritage Foundation. He is a federally registered lobbyist and regularly speaks on behalf of MHI and the industry to a variety of constituent groups and industry associations.

Prior to joining MHI, Bowersox served as Executive Director of the Indiana Manufactured Housing Association – Recreation Vehicle Indiana Council, a group that represents all segments of Indiana's manufactured housing and RV industries. Working at the state level of the manufactured housing industry for more than 10 years allowed him to build his knowledge of the industry from the ground up with first-hand experience in zoning, titling, installations and other challenging issues.

###



CONNOR GLAZIER
ENTERPRISE ACCOUNT EXECUTIVE
GLEAN (AI)
BIOGRAPHY

Connor Glazier is an Enterprise Account Executive at Glean, where he helps organizations apply AI in practical, high-impact ways across IT, sales, service, operations, and knowledge work. He has spent the past ten years in the data and AI space, with experience spanning data governance, enterprise data strategy, and applied AI. Connor began his career in property and community management and development and has worked extensively with companies in homebuilding and adjacent industries. He brings a data governance lens to AI, helping leaders move beyond experimentation to build programs that are trusted, well-governed, and tied to real business outcomes.

Connor's work focuses on how organizations can use AI to improve decision-making, productivity, and customer experience without adding unnecessary complexity. Connor lives in Franklin, Tennessee, and brings a practical, local perspective to conversations about AI and the future of work.

Who is Glean?

Glean was founded by a seasoned team of former Google search engineers and industry veterans who wondered why we don't have an easier way to find answers at work. So they built the world's most advanced AI-powered enterprise search. That was just the beginning.

Today, employees around the globe rely on Glean's AI assistant and Work AI platform to find answers, generate content, and automate work with AI.

###



**PAUL EPSTEIN
CEO AND FOUNDER
WIN MONDAY™
BIOGRAPHY**



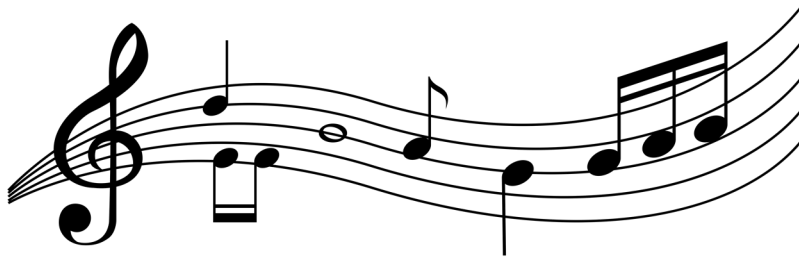
Paul Epstein is a former NFL, NBA, and Super Bowl chief sales officer, now two-time bestselling author and award-winning speaker named one of SUCCESS magazine's top thought leaders that get results—alongside Tony Robbins, Brené Brown, Gary Vaynerchuk, and Mel Robbins—and his work has been featured on ESPN, NBC, Fox Business, and in USA Today.

During 15 years as a leader in the professional sports industry, Paul led revenue and culture at the highest levels. He helped transform numerous NBA teams from the bottom of the league in revenue to the top two, shattered every premium sales revenue metric in Super Bowl history while in the NFL's league office, opened a billion-dollar stadium, and founded the San Francisco 49ers Talent Academy and Leadership University, earning the nickname "The Why Coach" for his ability to align people, purpose, and performance.

Today, Paul is the Founder & CEO of WIN MONDAY™, a leading habit-building company that drives momentum, growth, and repeatable success for championship cultures across the globe.

Offstage, he is a proud father of PJ and Lucca, married his best friend on the field of Levi's Stadium, and has a slight obsession with bacon—just don't make it too crispy.

###



Sunday Night Entertainment Under the Tent



Monday Night Entertainment - Wind Down After Dinner!

**C.J. Wilder
"Band Wilder"**

Originally from Half Moon, Arkansas, CJ Wilder has been singing since he could talk. After moving to Music City in 2007, he began slinging guitars and basses with the likes of Daryle Singletary, Bo Bice, and Krystal Keith (Toby's daughter). Also banking songwriting credits for artists like Josh Thompson, and Russel Hitchcock of Air Supply, CJ has been able to keep his musical fire hot for 15 years now.

"I've been performing since I was a kid, and I've always loved it! Early on I noticed a knack for being able to find my role in supporting other singers and playing FOR other people. I always felt more comfortable in the background, helping other people on their musical journey."

After the release of his first E.P. "Imagine" in 2012, CJ continued touring and beating up the streets on Nashville's Broadway Strip backing up Jake Maurer, Chris Shrader, Tom Yankton, and the Carolina Company Band. You will likely see him on any given weekend playing bass or guitar at one of the many Nashville honkytonks, such as, Tootsies, Legends Corner, The Stage, and AJ's Goodtime Bar.

Joining C.J. at THA's event are other Nashville Musicians:

- Mark Ramsey on Bass.
- Brandon Bates on Keys.
- Shawn Bailey on Fiddle.
- Gregory Lohman on Drums.



THA ANNUAL MEMBERS MEETING

June 7 - 9, 2026



MEMBER'S BUSINESS MEETING AGENDA Tuesday, June 9, 2026 * 8:30a ~10:45a HeartSong Ballroom







**Make sure you get your attendance ticket, upon arrival to the meeting!
Special prize drawing before adjournment. You must be present to win.**

08:30 am

Call to Order
Welcome - Recognition of Guests

08:30 am - 10:45 am

THA General Membership Meeting

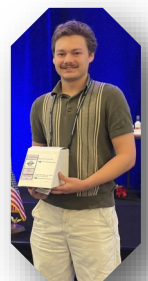
- Recognize Host and Event Sponsors In Attendance
- **Samaritan's Purse - Plus Video Presentation**
Luther Harrison, VP, U.S. Rebuild
- General Association Business - Executive Committee Presides
 - Notification of Anti-Trust Guidelines
 - State of Financial Affairs
 - Financial Overview - Balance Sheet
 - Floor Shipment Revenue (Year over Year)
 - THA Investment Diversity
 - Member Benefits
 - Member Business Website
 - Automated Educational Platform
 - Consumer-Facing Website (2480+ leads) - *Follow-up*
 - Monthly Videos + Graphics
 - Annual Meeting Website
 - Social Media Accounts    
 - Tennessee State Legislative Items
 - State - End of Session - Snippet
 - THA PAC Drive
 - Election of 2026- 2027 Officers & Directors
 - THA Board of Directors - Recognition of Service
 - Announcements -
 - 2027 Most Beautiful Home Award Contest
 - 2027 Installer Recognition
 - 2027 Educational Scholarships



Closing - Final Announcements & Drawing

The holder of the winning attendance ticket will win free registration and two lodging nights to the 2027 THA Annual Member's Meeting to be held at the HeartSong Lodge & Resort in Pigeon Forge, Tennessee, June 6 - 8, 2027. (Spouse/guest fees not included in event registration).

- Motion to Adjourn !



**John Roche of
Grove
Communities
won last year!**



ANTITRUST INSTRUCTIONS AND WARNING

In recognition of the fact the Tennessee Housing Association (THA), as a trade association representing competitors in various areas, may encounter situations that raise possible antitrust issues, participants at this meeting are reminded they are required to comply with the spirit and specific requirements of the antitrust laws on all activities within the scope of their responsibilities. The general requirements of the antitrust laws prohibit any agreement to restrict trade between competitors. The following prohibitions are included:

- Agreeing to fix or regulate prices, markups, or the conditions or terms of the sale, whether at the wholesale or retail level for suppliers, manufacturers, or retailers;
- Agreeing to fix or regulate rental fees or the conditions or terms of the lease for manufactured home land-lease communities;
- Agreeing to establish geographic trading areas, allocating markets or customers, or classifying certain customers or tenants as being entitled to preferential treatment;
- Participating in any plan designed to induce any manufacturer or distributor to sell or refrain from selling, or to induce any manufacturer, supplier, retailer, or community owner to discriminate in favor of or against a particular customer or class of customers;
- Agreeing to limit or restrict the quantity of supplier products or manufactured homes to be produced;
- Participating in any plan which has the effect of discriminating against or excluding competitors;
- Agreeing to establish or limit the terms of credit or financing for manufactured home purchases, the refinancing of home loans, and floor plan lending agreements;
- Agreeing or participating in any plan to refuse to deal with potential customers or suppliers for economic motivations;
- Agreeing to standardize services, products, or financing provided to customers; and
- Agreeing to limit or restrict advertising.

This is only a general outline of some of the areas which illustrate antitrust dangers in discussion among competitors and between sellers and their customers.

In addition to these specific guidelines, participants at this meeting should adhere strictly to the agenda and should not discuss subjects of doubtful legality. During this meeting, there should be no recommendations with respect to “sensitive” antitrust subjects, those that relate to price, products, markets, and the selection of customers, tenants or suppliers. Price should not be discussed at all; to the extent prices and costs are to be mentioned, only general reference to past pricing and cost data are permitted. No discussion may occur regarding current or prospective prices and costs. Members should not in any way be coerced in taking part in THA activities during this meeting nor should there be any policing of the industry to see how individual members are conducting their businesses.

The President or any other delegate assigned to preside over each meeting must be sensitive to the discussion related to antitrust laws and it is his/her responsibility to conduct the meeting in such a manner that these laws are not infringed. If a question arises as to the propriety of the matter under discussion, it is the obligation of the President or presiding delegate to seek the advice of appropriate counsel.



State of Financial Affairs

Operating Capital - Balance Sheet

5:13 PM

Tennessee Housing Association (THA)
Balance Sheet
 As of May 31, 2026

Cash Basis

	May 31, 26
ASSETS	
Current Assets	
Checking/Savings	
1010 · Cash in bank - operating	630,072.39
1015 · Money Market Acct	612,907.10
1016 · CD Investments	253,166.16
Total Checking/Savings	1,496,145.65
Other Current Assets	
1520 · TMHA Investments (FirstBank)	2,736,441.78 (As of April 2026)
Total Other Current Assets	2,736,441.78
Total Current Assets	4,232,587.43
Fixed Assets	
1610 · Land - operating	394,489.82
1630 · Building improvements	118,984.67
1640 · Furniture, fixtures, & equip	92,764.47
1740 · A/D - Building Improvements	-32,854.26
1745 · A/D - Furn, Fix, Equip	-70,697.43
1800 · Building - Mob Court Asset	912,438.96
1810 · A/D Building Mob Court	-190,834.15
1820 · A/D - Land/Parking Lot	-194,306.94
1821 · Property - Map 054A/H-Parcel 8	150,000.00
Total Fixed Assets	1,179,985.14
TOTAL ASSETS	5,412,572.57
LIABILITIES & EQUITY	
Equity	
3010 · Unrestrict (retained earnings)	5,035,967.56
Net Income	376,605.01
Total Equity	5,412,572.57
TOTAL LIABILITIES & EQUITY	5,412,572.57



State of Financial Affairs

Floor Dues - Year over Year

Floor Dues is one way Associations gauge the health of our industry. Expenditures and long-range planning may vary, from year to year, as homebuilding fluctuates.

TN Floor Shipment Revenue Comparison - Year over Year - 15 Years

Year	Dues Rate	New MHs	Modular	Used MHs	Total Dues	\$ Incr/Decr	% Incr/Decr
2011	\$100	\$242,500.00	\$10,700.00	\$820.00	\$254,020.00	(\$93,940.00)	-27.00%
2012	\$100	\$272,500.00	\$17,900.00	\$3,300.00	\$293,700.00	\$39,680.00	15.62%
2013	\$100	\$285,900.00	\$46,400.00	\$2,825.00	\$335,125.00	\$41,425.00	14.10%
2014	\$100	\$295,900.00	\$36,300.00	\$2,175.00	\$334,375.00	(\$750.00)	-0.22%
2015	\$100	\$319,900.00	\$36,400.00	\$875.00	\$357,175.00	\$22,800.00	6.82%
2016	\$125	\$417,400.00	\$54,575.00	\$325.00	\$472,300.00	\$115,125.00	32.23%
2017	\$125	\$529,525.00	\$37,875.00	\$200.00	\$567,600.00	\$95,300.00	20.18%
2018	\$125	\$593,875.00	\$34,375.00	\$225.00	\$628,475.00	\$60,875.00	10.72%
2019	\$125	\$568,075.00	\$14,625.00	\$150.00	\$582,850.00	(\$45,625.00)	-7.26%
2020	\$125	\$639,250.00	\$32,125.00	\$100.00	\$671,475.00	\$88,625.00	15.21%
2021	\$125	\$743,250.00	\$37,500.00	\$175.00	\$780,925.00	\$109,450.00	16.30%
2022	\$125	\$760,125.00	\$42,500.00	\$150.00	\$802,775.00	\$21,850.00	2.8%
2023	\$125	\$596,625.00	\$26,750.00	\$50.00	\$623,425.00	(\$179,350.00)	-22.3%
2024	\$125/\$175	\$1,075,950.00	\$38,225.00	\$00.00	\$1,114,175.00	\$490,750.00	78.7%
2025	\$175	\$1,222,325.00	\$35,175.00	\$50.00	\$1,257,550.00	\$143,375.00	12.9%

2026 Status - Reference January thru April Shipments of 2026 vs 2025

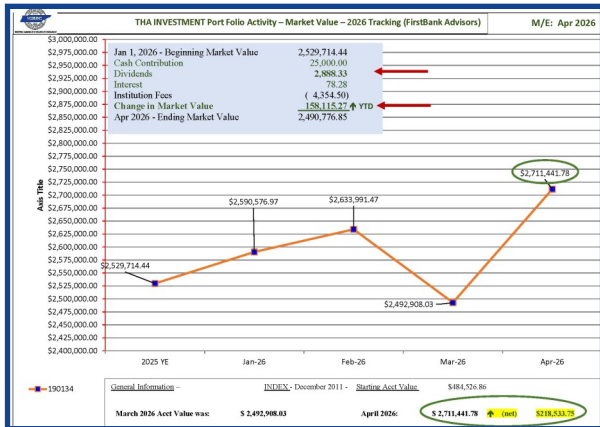
Year	Dues Rate	New MHs	Modular	Used MHs	Total Dues	\$ Incr/Decr	% Incr/Decr
2026	\$175	\$351,100.00	\$10,675.00	\$00.00	\$361,775.00	\$62,975.00	-14.8%
2025	\$175**	\$411,775.00	\$12,950.00	\$25.00	\$424,750.00	\$159,500.00	60.1%
2024	\$125*	\$255,375.00	\$9,875.00	\$0.00	\$265,250.00	\$85,875.00	47.9%
2023	\$125	\$169,375.00	\$10,000.00	\$0.00	\$179,375.00	(\$122,175.00)	-40.5%
2022	\$125	\$285,250.00	\$16,250.00	\$50.00	\$301,550.00		

With the variance in the rate of floor dues \$125* vs \$175**, the % increase is somewhat skewed. For perspective: 2,427 homes were reported to THA in 2025 versus 2122 homes in 2024, thru April.

State of Financial Affairs
Investment Diversity

STOCK MARKET INVESTMENT PORTFOLIO

THA continues to grow the investment portfolio. Associations use these reserves during economic downturns, without decreasing staff or decreasing member benefits. Equally, these long-term investments provide readily available funds, should the industry need to enter extended legal pursuits in an effort to protect the industry from predatory laws, rules or regulations.



MONEY MARKET ACCOUNT

A money market account (MMA) is an interest-bearing savings account that offers a balance of convenience and earning potential. It combines features of both savings and checking accounts. Money market accounts typically pay a higher interest rate than traditional savings accounts, making them a good option for saving for short-term goals or keeping funds readily accessible. Some restrictions may apply to the number of withdrawals per month, but you generally have more flexibility than with certificates of deposit (CDs).

Current Balance: \$612,907.10



THA has started moving \$25,000 monthly from the Money Market to the Investment Portfolio.

THA CERTIFICATE OF DEPOSIT INVESTMENT

6-Month CD - Doubled+ over 2025

\$253,166.16 @ 3.81%



A Certificate of Deposit (CD), is a savings account where you deposit money for a fixed period of time in exchange for a fixed interest rate. The term length can range from a few months to several years. CDs are generally considered a low-risk investment and are FDIC-insured. CDs generally offer higher interest rates than regular savings accounts.

THA REAL ESTATE INVESTMENT

THA is a debt-free Association with an income-producing office facility.

2026 Wilson County Tax Appraiser Value of all properties:

\$1,795,700.00



Member Benefit

<https://www>



THA currently offers Members access to four (4) websites, created specifically to meet special aspects of your business needs.

1. www.tnmha.org -

- [TNMHA.org](http://www.tnmha.org) is your member ‘business tool’ website. Member’s have access to general operational tools, links, forms, legislative/national news, research, announcements, and other member-related information.

2. www.education.tnmha.org -

- The automated platform is your access to the statutory required education needed to acquire and/or retain a manufactured home license or certification to retail sale and/or install manufactured homes in the State of Tennessee.

3. www.tennesseemanufacturedhomes.com -

- Our information center is specifically designed to drive consumers to manufactured home choices. Member’s must update their offerings periodically, to ensure a maximum benefit.
- Consumers can find answers to many home-buying questions, view video messaging, take 3-D home tours and search for the home or amenities that best meet their family’s needs. Consumers are not looking for a specific retailer or community, the consumer is looking for a specific home!

4. [Annual Meeting Website - www.thaannualmeeting.com/](http://www.thaannualmeeting.com)

- Your annual meeting website has been established for the purpose of collecting and posting annual notices and ongoing developments for future member meetings or special events. This allows for more member photos of those special events! The main THA website will link to this site and save space on the member’s ‘business tool’ site.

In addition to the above four website tools, THA is reaching more customers through social media! If you have social media accounts with Facebook, LinkedIn, Instagram or YouTube, then follow or subscribe to THA. **Members should become familiar with what consumers are seeing from THA!**



Member Benefit



KEEPING AMERICA'S DREAM AFFORDABLE

Association Members

This website is your 'business tool/resource' website.

www.tnmha.org

THA's business website allows members to view their sitting Board of Directors; access information on current events and read current newsletters; access special messaging for education (and link to the educational website); stay up-to-date on legislation, legislative sessions and support the PAC; access community resources; find Modular resources; access THA forms; view transportation notices and general information; along with viewing lists of valuable business links and organizational links.

2026 Online MH Educational Courses Available Here

HOME ABOUT US CURRENT EVENTS EDUCATION LEGISLATION MEMBERSHIP COMMUNITIES CONSUMERS RESOURCES

Tennessee Housing Association

CONSUMERS - GO HERE!

Tennessee's Affordable Housing Solution



Copyright © 2019 - 2025 - Tennessee Housing Association - All Rights Reserved.



HOME CONTACT US

Member Benefit



THA's Automated Educational Platform

www.education.tnmha.org

THA is pleased to continue offering an online fully automated platform for educational course deliveries. This delivery method allows participants to pay for educational classes directly and begin instruction whenever it is convenient for them! With the added benefit of printing a certificate of completion immediately at the end of course, this automation saves the participant time. No waiting for class schedules, no travel time, and no delays in course delivery!

THA member companies should contact THA for a discount link PRIOR to purchasing a course!

The screenshot shows the THA Education website interface. At the top, there is a navigation bar with the THA logo and the text 'All Courses Sign In'. Below the navigation bar is a large banner image of a modern house with the text 'The Tennessee Housing Association' and a brief description of their educational services. Below the banner, there is a section titled '2026 Initial Licensing & Continuing Education Classes' with a sub-header 'Licensing - Certification - General Knowledge'. Three course cards are displayed:

- 2026 Initial Education Manufactured Housing Licensed and Certified Retailer/Installer Course**: \$600.00, 20 Lessons. Course ID: MH 20262. Description: This educational curriculum is designed for individuals wishing to obtain a license or certification in TN, for retail sales and/or home installation of manufactured homes. (This class will sunset at 4:00 pm CST/5:00 pm EST on 12/04/2026.)
- Continuing Education**: \$200.00, 15 Lessons. Course ID: MH 20261. Description: This continuing education (CE) class is designed for individuals wishing to RENEW a manufactured housing license or certification in TN, for retail sales and/or home installation. (This class will sunset at 4:00 pm CST/5:00 pm EST on 12/04/2026.)
- MH Installation Basics**: \$100.00, 12 Lessons. Description: This study is intended as a resource for employees who work to support the installation process and is not intended as a pathway to obtain a state certification or license. This training will provide basic knowledge relative to home installations.

At the bottom of the page, there is a footer with 'Home All Courses' and social media icons for Facebook, Instagram, and LinkedIn. The copyright notice reads '© Copyright THA Education 2026'.



Member Benefit



KEEPING AMERICA'S DREAM AFFORDABLE

**Association Membership Support Offerings
Consumer-Facing Website - Lead Generator
www.tennesseemanufacturedhomes.com**

This time two years ago, THA was pleased to bring a fully automated platform online, to drive consumers towards manufactured housing choices and to our members. This website is full of content, information, videos and general resources to assist in the home-buying or home-living search process. **To date, THA has logged more than 2480+ direct requests for home quotes or loan products.** That's real dollars! Do you respond to those inquiries?

As part of this effort, members receive a monthly toolkit consisting of one or two short video clips along with graphics, which may be utilized within your own websites and social media accounts.

It is important for consumers to see consistent messaging, and this makes it easy for you to join the wave of elevating the 'reality versus perception' story of today's manufactured homes.

Members are reminded to **keep your accounts up-to-date** with the latest home models and community amenities. Someone out there is searching for the homes you sell or the communities you manage! Make it easy for consumers to find the products you offer!



Member Benefit



KEEPING AMERICA'S DREAM AFFORDABLE

MARKETING TOOLS

As a Member, have you been utilizing the graphics sent to you monthly?

You may use these on your website, FB posts or other social media interactions!

Below are examples of those graphics!

Generated for you through our partnership with ManufacturedHomes.com!



Member Benefit

Annual Meeting Website

www.thaannualmeeting.com

The annual meeting website has been established for the purpose of collecting and posting annual notices and ongoing developments for future member meetings or special events. The main website (tnmha.org) will link to this site and save space on the member's 'business tool' website and allow for more member photos of those special events!

Plus, this will allow us to leave our sponsoring members and vendors visible for a longer period of time, to provide an opportunity for others to see their commitment to the Association and it's members!

Look to this site shortly after the Annual Meeting for a collection of event photos!

Thank You Sponsors!

Thank You Partners!

Follow THA on Social Media!



<https://www.facebook.com/tnmha.org>

<https://www.instagram.com/tennesseemha/>



<https://www.linkedin.com/company/tennessee-housing-association/>

<https://www.youtube.com/@tennesseemha>





Our Legislative Mission!

The mission of the Association is to promote and protect the industry and its members. To achieve that goal, a primary function of the Association is to be the legislative, regulatory and educational voice for the factory-built industry. This can only be accomplished through networking, building and maintaining relationships with federal, state, local and other regulatory officials.

When we look back on the primary work of the Association, the track record looks great! Proven leadership through your respective Board of Directors has accomplished several milestones for the industry, here in Tennessee. You can find a year-by-year history of highlights on THA's business website (www.tnmha.org).

2025/2026 TN STATE LEGISLATION

- **The 114th Tennessee General Assembly adjourned its two-year session sine die on April 23, 2026.**

1st Session

- ⇒ During the 1st Session of the 114th General Assembly, THA successfully introduced legislation to update Tennessee's legal definition of a "manufactured home" across three different sections of state code (Titles 47, 55, and 68), by directly referencing the definition found in 42 U.S.C. § 5402 (6), a federal statute. The Governor signed the bill on April 3rd and THA's bill became Public Chapter 112 on April 8th. The act took effect on July 1, 2025.

2nd Session

- ⇒ Senate Bill 1916/House Bill 1969 would have redefined "movable structure" and reclassified mobile homes and manufactured homes used as temporary residences to permanent residences for tax purposes. (Taken off notice.)
 - ⇒ House Bill 2235/Senate Bill 2506 would have prohibited manufactured home community operators from denying tenancy based solely on an applicant's criminal record. (Failed.)
 - ⇒ Senate Bill 2622/House Bill 2288 would have increased from 20 to 25 business days the timeframe within which the required inspection of an installed manufactured home must occur after the receipt of the installer's report. (Caption bill, no process.)
- **New MH Rule 0780-02-04, Manufactured Housing, effective February 2026.**
 - ⇒ The Manufactured Housing Section combined Chapter 0780-02-05 (Installation of Manufactured Homes), and Chapter 0780-02-08 (Used Factory Manufactured Homes), into Chapter 0780-02-04 (New Manufactured Homes and Recreational Vehicles), renamed "Manufactured Housing". All rules concerning park trailers and recreational vehicles have been removed.



2025/2026 TN STATE LEGISLATION

--continued--

- **Special Projects:**

- ⇒ Department of Revenue - Electronic Titling; Data Harvesting - *Ongoing*
- ⇒ TDOT - Single Trip Permits - Time restraints and solutions. - *Permit modifications allowed once.*

- **The 115th Tennessee General Assembly and will convene for it's 2nd Session on January 16, 2027.**

- ⇒ Legislative summer/fall study for THA leadership: 'Brick and Mortar' requirements for retail home sales to Tennessee consumers and warranty assignments; and/or strengthening of the definitions of a retailer and builder/developers. Each subject relating to internet sales and straw purchases via brokers (unlicensed retailer actors).

Identified Concern – Field Introduced

Industry leadership has submitted a concern to the Association after identifying investor entities coming into Tennessee who are bypassing general laws, rules, and regulations for MH processes, via internet sales of homes.

Brief Background/Research

THA has jointly identified four newly licensed actors through discussions with the Department of Commerce & Insurance (C & I) and we will be monitoring field activity.

The industry (a factory) recently found a specific example where an investor legally obtained a MH Retailer License and then made straw purchases (homes) from an in-state factory, for 3rd-parties who sold to consumers via the internet.

Consumer Vulnerability

As Tennessee is not a 'brick and mortar' state for physical product display, this leaves our customers vulnerable in many aspects, not the least of which is the installation process and the warranty guarantees for 1st-time homeowners/buyers.

- An internet sale typically leaves the customer with no direction or knowledge that the home must be installed by a Tennessee licensed installer. Access to power is tied to this process.
- Further, in this type of sales scenario, the customer is technically the 2nd owner, which means while the home is new, there is now no warranty. A second pass through means the home is classified as 'Used'. This should be disclosed. This often leaves the manufacturer vulnerable to consumer social media complaints and derogatory reviews.

Proposed Options to Enhance:

- Strengthening the definition of a retailer.
- Develop a statement for a 'brick and mortar' presence, whether in or out of TN.
(Texas law defines a retailer as someone who "maintains a location for the display of manufactured homes" when selling to consumers.)



Proposed Options to Enhance - *continued*:

- Add a definition/category for a builder/developer.
- Create a separate license for the category of builder/developer.

Note, if/when the industry opens the MH statute (T.C.A. 68-126), the Department will have an opportunity to raise inspection fees, which the industry has been supporting for some time and would not oppose, but hope to have concurrence. Additionally, anytime you open a statute there is the possibility of non-industry individuals who wish to amend language and make process changes. THA would need to be prepared to address those amendments as well.

Current National Discussions

Other states are beginning to experience this issue and there was a collective effort to present ***drafted*** language to the Retail Board Division during the Winter MHI Meeting in February. The language below was designed to address some of the pitfalls consumers could face with digital/internet sales. **The THA Board of Directors will review this draft language in their discussions.**

As Presented:

- ◆ As our industry evolves, we recognize the ever-growing impact technology has on the operations of the industry, including in the expansion of digital-based retailers. To support this shift while maintaining quality and customer satisfaction, we propose the following considerations for licensing digital/internet-based retailers:
 1. **Commercial Office Space**

The retailer should operate from a commercial office space that is customer-facing. This could be located in a retail strip center and may be either in-state or out-of-state.
 2. **Installation Services**

A key concern with digital/ internet retailers is the sale of homes without installation, leaving customers with an incomplete product. Licensed retailers should be required to **provide** installation services to ensure a complete and satisfactory customer experience. **(Tennessee already has a statute in place to address this item.)**
 3. **Warranty Services**

Retailers must offer warranty services directly, rather than shifting this responsibility solely to the manufacturing facilities. This ensures accountability and builds trust with customers.
- ◆ We believe these requirements will allow the industry to adapt to a non-inventory model while still delivering a complete, worry-free homeownership experience for customers.

Comments on this item may be emailed to Marla@tnmha.org.



Housing is a bi-partisan issue!

For a full report, visit THA's member website at <https://tnmha.org/legislative-information>.

THA's legislative committee members, THA staff, THA legal, and THA lobbyists work for you state-side, and in Washington.

THA ANNUAL MEMBERS MEETING

June 7 - 9, 2026



THA-PAC REPORT



A healthy Political Action Committee (PAC) is critical to industries such as manufactured housing!

The ability to impact the outcome of important decisions made by legislators is strengthened by our success in backing winning candidates who are industry-friendly. Candidates who look to solve problems in the affordable housing arena, rather than those who have pre-conceived opinions and search for ways to limit access of choice to new homebuyers.

Annually, we encourage our members to support THA's legislative efforts, by contributing to the THA-Political Action Committee (PAC) campaign.

Support Your Industry!

The 2026 THA-PAC Summer Campaign is now underway, with an annual fundraising goal of \$65,000.

In 2025, the campaign raised \$58,892, against our \$65,000 goal. **Thank you!**

Visit <https://tmha.org/pac-political-action> often, to stay up-to-date on the progress of this year's campaign!

Contribute online at <https://tmha.org/pac-contributions>, or pickup a hardcopy form during this event!

	Funds
Balance December 31, 2025:	\$185,504.48
FY2026 Member Contributions:	\$1,133.00
FY2026 THA Contributions::	\$25,000.00
Banking Fees:	\$30.00
FY2026 Legislative Contributions:	\$40,500.00
Organizational Expenses:	\$150.00
Current PAC Account Balance:	\$170,957.48

The Tennessee Housing Association (THA) is Bi-Partisan, Pro-Industry.

THA works with legislators from all parties, to ensure consumers are afforded the opportunity of housing choice.

THA's Legislative and Legal Team





Ask a THA Staff Member for one of these forms,
 or go online to pay at <https://tnmha.org/pac-contributions>

PLEASE MAKE YOUR PAC CONTRIBUTION TODAY
 Tennessee accepts corporate, personal and LLC contributions.



Your contribution is critical!



Enter your contribution amount, next to the corresponding level:

President's Club:	\$1000 & Up	\$ _____
Executive's Club:	\$500 - \$999	\$ _____
Director's Club:	\$133 - \$499	\$ _____
132 Club:	\$132	\$ _____
Other Amount:	\$1 - \$131	\$ _____

NAME: _____

COMPANY: _____ POSITION: _____

ADDRESS: _____

CITY: _____ STATE: _____ ZIP: _____

CIRCLE ONE:  a. Corporate Donation or b. Personal Donation

Payment Information: Check (Make payable to TMHA-PAC) or charge to credit card:

___ MasterCard ... ___ Visa ... ___ American Express

Card Number: _____ CVV # _____

Expiration: _____

Signature: _____

Please mail your THA-PAC contribution to: THA, P.O. Box 569 – Mount Juliet, TN 37121
 Credit Card Payment may be e-mailed to Office@tnmha.org or faxed to (615) 255-8869.

[2026 Campaign]



**ELECTIONS OF OFFICERS AND DIRECTORS
for the 2026 - 2027 THA BOARD OF DIRECTORS
June 9, 2026 - General Membership Meeting**

Presiding

Owen Robertson, a Immediate Past President; THA Nominating Committee Co-Chairman

THA’s Nominating Committee has completed the annual nomination process for the 2025 - 2026 slate of Officers and Directors. Officers are elected to a one (1) year term and may be re-elected to an unlimited number of terms with no more than two (2) consecutive terms within the same position. Directors are elected to a two (2) year term, and may only serve two (2) consecutive terms within the same position. This year’s elected candidates will begin their respective terms on July 1, 2025. As always, members have the right to bring nominations from the floor.

Please note the following Directors are currently serving a term which DOES NOT expire until 2026.

'At Large' Director:	James McGee, Deer Valley Homebuilders	[2nd Term]
'At Large' Director:	Michael Johnson, 21st Mortgage	[1st Term]
Builder/Developer:	Marty Mansfield, Appalachia HBF	[1st Term]
Community Director:	Tom Roche, Grove Communities	[1st Term]
Installer/Transporter Director:	Tony Baker, B & B MH Service	[1st Term]
Insurance/Finance Director:	Mark Byers, Cascade Financial	[2nd Term]
Insurance/Finance Director:	Rob Peterson, CSL Financial, LLC	[2nd Term]
Manufacturer Director:	Stephen Cole, Champion Home Builders, Inc.	[1st Term]
Manufacturer Director:	Wade Wells, Cavco Manufacturing, LLC	[2nd Term]
Retailer Director:	Tammy Collett, CMH Retail - Columbia	[1st Term]
Service/Supplier Director:	Trey Moyer, Blevins, Inc	[2nd Term]
Northeast TN Regional Director:	Dave Thomas, CMH Homes, Inc.	[1st Term]
Mid-TN Regional Director:	Barry Noffsinger, CMH Homes, Inc.	[2nd Term]
Mid-West TN Regional Director:	Scott Oliver, Oliver Technologies, Inc	[2nd Term]
West TN Regional Director:	Betty Davis, CMH Retail - Lexington	[1st Term]

↓ Slated for Member Voting Consideration ↓

1. OFFICERS: - The following Officers are slated for Member voting consideration . 1-Year Term.

President	(1st Term)	Rhyn Brogden, HouseSmart Construction
Vice President	(1st Term)	Matt Belcher, Clayton Home Building Group
Secretary	(1st Term)	Paula Reeves, Land Home Financial Services
Treasurer	(1st Term)	Bobby Campbell, Champion Home Builders, Inc.
Immediate Past President position will be filled by :		Owen Robertson, UFP Factory Built (Bylaws)
MHI Delegate		James McGee, Deer Valley Homebuilders, Inc.

**ELECTIONS OF OFFICERS AND DIRECTORS
 for the 2025 - 2026 THA BOARD OF DIRECTORS
 June 10, 2025 - General Membership Meeting**

-- continued --

↓ **Slated for Member Voting Consideration** ↓

2. DIRECTORS: - The following Directors are slated for Member voting consideration. 2-Year Term.

Community Director	Kristinia Clark, YES! Communities	[1st Term]
Installer/Transporter	Charlie Morgan, HouseSmart Construction	[2nd Term]
Retailer Director	Ben Cudzilo, Preferred Modular Homes	[1st Term]
Service/Supplier	Sean Norem, LP Building Solutions	[2nd Term]
East TN Regional Director	Steve Trent, Preferred Choice Homes, LLC	[2nd Term]

Recognition of THA Directors

The following THA **Directors** are being recognized for their current position of service, which is now ending.



THA Community Director
Ken McPherson
YES! Communities
Term 2022 - 2026

Thank you for your service!



THA Retailer Director
Tupper Baker
Baker Housing, LLC
d/b/a Preferred Living Homes
Term 2022 - 2026



2026 Most Beautiful Home Award



Jamey Robbins



Matthew & Lauren Duffield
Harriman, TN
32 x 56 Manufactured Home



2027 Most Beautiful Home Award



ATTENTION RETAILERS!

ENTER YOUR CUSTOMERS TO WIN \$2,500



**HOMES MUST BE SOLD BETWEEN
April 1, 2025 - March 31, 2027**

- 1. Home site must have established landscaping with neat surroundings.**
- 2. Retailer must submit information forms, along with home photos.**
- 3. Third-party reviewers will select the 'Most Beautiful Home'.**
- 4. Customer participation is required in the form of a written comment; a consent and release of photos and information for use on social media, press releases, etc.; and finalists may be asked for an in-person video interview.**
- 5. Retailer will receive social media awareness, along with a recognition plaque for office display and bragging rights for future contests.**
- 6. Home photos collected for this event will be used to create a story-board for future home contests.**
- 7. Announcement of winners will be made during THA's Annual Meeting, scheduled for June 6 - 8, 2027.**
- 8. More information and forms are enclosed.**



2027 RETAILER SUBMITTAL FORM

"Most Beautiful Home Award"

Retailer: _____

Address: _____

City/ST/Zip: _____

Phone #: _____

E-Mail: _____

Installer: _____

Address: _____

City/ST/Zip: _____

Phone #: _____

E-Mail: _____

Customer: _____

Address: _____

County: _____

City/ST/Zip: _____

Project Descriptors:

Qualified Projects must have been completed between 04/01/2025 - 03/31/2027, and have established landscaping with neat surroundings.

- Date Home Project Completed: _____
- Please note below* if this is a Manufactured Home, CrossMod™ Home, or Modular Home.
* _____
- Home Manufacturer: _____
- Size of Home: _____

Please include this submittal form, with your home photo(s) (no night photos), your customer comment form, and social media release form. You may email your submission to Office@tnmha.org, or mail your submission to the Association office at THA * P.O. Box 569 * Mount Juliet, TN 37121.

Submissions **must be received by March 31st, 2027.**



KEEPING AMERICA'S DREAM AFFORDABLE

CONSENT AND RELEASE OF PHOTO AND INFORMATION
(Homeowner)

I, _____ (“RELEASOR”) grant permission and give my personal consent and consent for my family to the Tennessee Housing Association (“RELEASEE”) 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 by the RELEASEE 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.

RELEASOR

NAME: _____

ADDRESS: _____

PHONE: _____

SIGNATURE: _____

DATE: _____

RELEASEE

Tennessee Housing Association (THA)

TITLE: _____

NAME: _____

SIGNATURE: _____

DATE: _____



2027 INSTALLER RECOGNITION

'Installer of the Year' Award

Announcement

Over the course of the next few months, the THA Board of Directors and members of the Awards Committee will be finalizing a short list of criteria for an 'Installer of the Year' recognition program.

Retailers will drive this program through an installer nomination process, and the final winner announcement will take place during the 2027 THA Annual Member's Meeting to be held June 6 - 8, 2027, at Dollywood's HeartSong Lodge & Resort.

A representative/owner from up to 10 installation partnering companies may be selected as an award finalist from across the state, through the retailer nomination process.

- Selected installer companies/owner will choose their representative/owner, and the individual will have their event registration fees waived (along with spouse).
- A HeartSong Resort lodging night will be provided.
- Installation companies may register other company attendees/guests at the standard event attendee rates and negotiated resort lodging rates.

Criteria below is a starting point, *but has not yet been finalized*:

- Submitting Retailer must be a THA Member in good standing.
 - ⇒ Installer partner nominated does not have to be a current THA member.
- Nominated installer must have a current TN license in good standing.
- 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.

One installation company/owner/individual will be selected as
'Installer of the Year',
based on a final list of criteria.

Award Presented: Monday, June 7, 2027.

EDUCATING OUR YOUTH

2026 Stan and Thelma Plumlee Scholarship Winners

**Alexis Tompkins,
 Morristown East High School (Hamblen)**



Alexis will receive a \$5,000 degree scholarship.

**Ben Brogden,
 White County High School**



Ben will receive a \$5,000 degree scholarship.

**Brycen Baxter,
 Cosby High School**



Brycen will receive a \$2,500 technical scholarship.

**Gracie Reagan,
 Grainger High School**



Gracie will receive a \$2,500 technical scholarship.

**Triston Leveque,
 Penn Foster High School**



Triston will receive a \$2,500 technical scholarship.



2027 Stan and Thelma Plumlee Scholarships

⇒ Each year in October, THA posts scholarship criteria for the new educational season under the Scholarship TAB on the THA website (<https://tnmha.org/scholarship>.)

Number of Scholarships Awarded

In 2027, multiple scholarships will be available. The amounts will vary between \$2,500 and \$8,000. Amounts will depend on the type of program a student has chosen, degree or technical.

Qualifications:

Scholarship applicants **MUST** be associated with the manufactured or modular housing construction industry, to be considered.

For example:

- a) the student/individual currently lives in a manufactured or modular home; or
- b) 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
- c) the student/individual is currently working in the industry via one of the intern/apprenticeship programs; or
- d) the student/individual is directly employed by a manufactured or modular housing construction-related company.

In order for a student to be eligible to receive one of the stated financial awards from the Stan & Thelma Plumlee Scholarship fund, the following criteria must be followed:

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

Scholarship assistance opportunities are not limited to graduating seniors, but are specific to the pursuit of technical or trades-related training or degrees which supports the construction or manufactured housing industry.

It is the policy and commitment of the Stan & Thelma Plumlee Scholarship Fund not to discriminate on the basis of race, religion, national origin, age, disability, marital status, or veteran status.

Other criteria may be developed. See the October 2026 posting for the 2027 Application.



THA website (<https://tnmha.org/scholarship>)



June

Keys to the Dream
CONSTRUCTING HOMES
and
CREATING FUTURES



KEEPING AMERICA'S DREAM AFFORDABLE



NATIONAL *Homeownership* MONTH



It's time to rethink what
modern homeownership
can look like.



LEARN MORE TODAY: [TENNESSEEMANUFACTUREDHOMES.COM](https://www.tennesseemanufacturedhomes.com)

-- Section End --

THA ANNUAL MEMBERS MEETING

June 7 - 9, 2026



Member Resources!



Federal Policy Objectives



Energy Standards for Manufactured Housing

- Ensure the federal government's energy efficiency standards for manufactured housing are realistic and keep homes affordable.
- Ensure HUD is the sole regulator of manufactured housing construction standards, including energy.

Financing

- Ensure federal financing programs that support homeownership include manufactured housing.
- Support state associations with legislative and regulatory advocacy impacting consumer financing.

HUD Code

- Finalize pending HUD Code updates and ensure a more regular cadence for updates.
- Delete the requirement in federal law that manufactured homes are only those built on a permanent chassis and ensure changes to HUD Code and state statutes to facilitate a regulatory process for new home types built to the federal code.

Zoning

- Include manufactured housing in federal efforts to eliminate exclusionary local land-use policies.
- Strengthen HUD's policy and engagement regarding zoning and preemption.
- Support efforts at the state and local level to overcome zoning and land-use barriers.

Land-Lease Communities

- Educate policymakers about the benefits of land-lease communities
- Ensure that federal actions to support affordable housing include support for land-lease communities
- Combat efforts to impose national landlord-tenant policies
- Support state associations with pending legislative and regulatory proposals that impact land-lease communities.

Manufactured Homes Benefit TENNESSEE



10

Homebuilding Facilities



733

Manufactured Home Communities



118

Retailers and Distributors



By the Numbers: From Factories to Families



New Home Shipments, 2024

4,120

1,401
Single-Section Homes
Avg. Price \$76.7K

2,719
Multi-Section Homes
Avg. Price \$152.3K

39.9%
YOY Change
in Shipments

8th
in New Manufactured
Home Shipments

New Home Production, 2024

15,534

8,307
Single-Section Homes

9,227
Multi-Section Homes

3rd
in New Manufactured
Home Production



Manufactured Housing Footprint in Tennessee



Manufactured homes are a solution to the affordable housing challenge. They are the only type of housing built to a federal construction and safety standards (the HUD Code).

222,690
Total Manufactured
Homes Provide Housing
for 544K People

8%
of housing units in the state that are
manufactured homes compared to
5% Nationwide

Number of Homes Built

1979 and earlier* **39,005**
1980-1999 **119,995**
2000-2009 **54,598**
2010-2023 **35,831**
*mobile homes



Congressional District Breakdown

Congressional District	Manufactured Homes 2023	As % of Occupied Housing Units
1	49,214	14.9%
2	24,755	7.7%
3	30,299	9.3%
4	26,286	8.6%
5	12,025	3.7%

Congressional District	Manufactured Homes 2023	As % of Occupied Housing Units
6	25,120	7.6%
7	23,305	6.9%
8	27,131	8.9%
9	4,555	1.5%

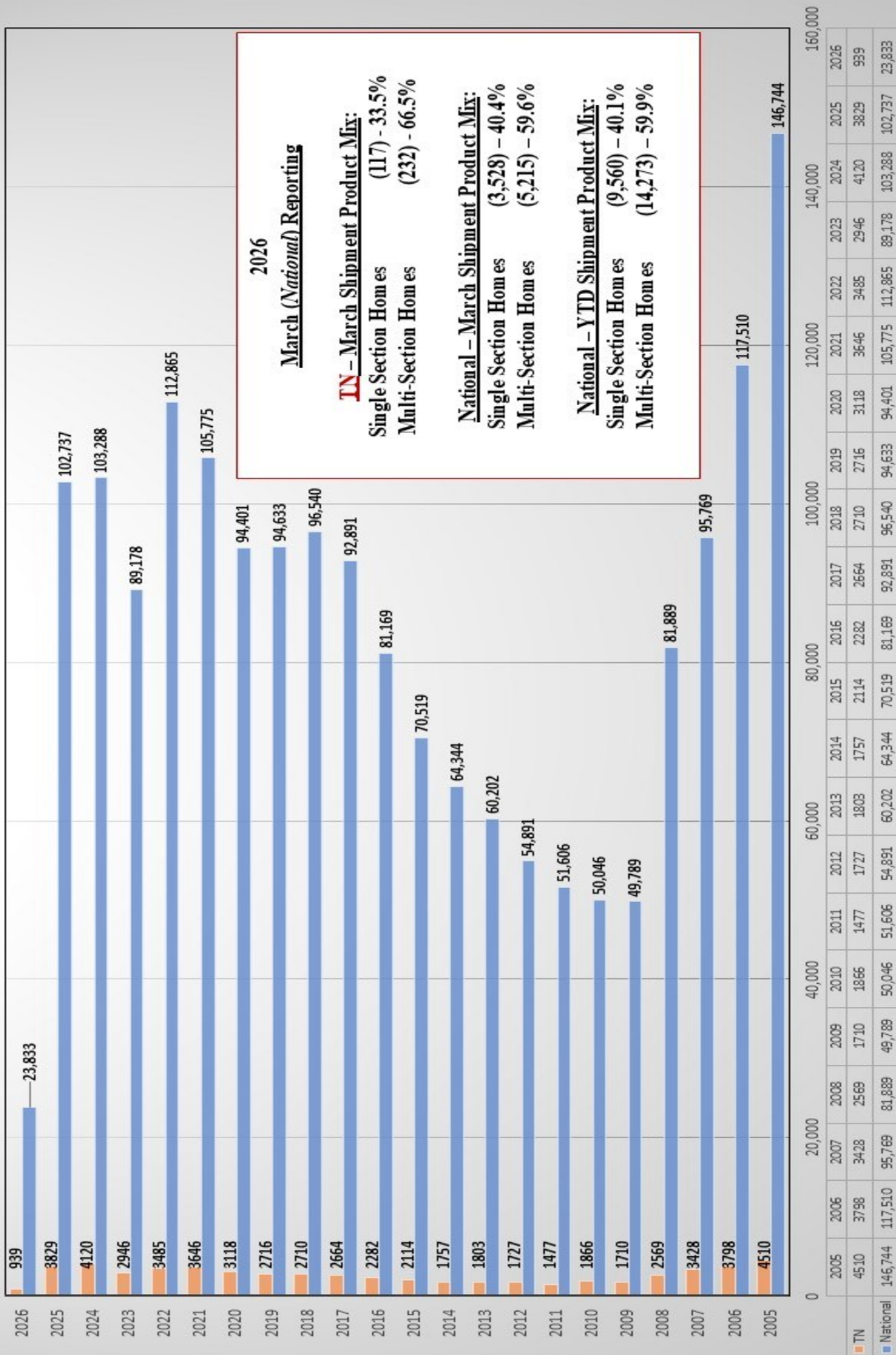
August 2025

Sources: Census American Community Survey; Census and HUD Manufactured Housing Survey; DataComp Community Attributes System; Institute for Building Technology and Safety; MHI Monthly Economic Reports; MHI Consumer Research, 2023.



MH Shipment Trend

(March 2026)



2026 Year - Total Shipments
 Tennessee Ranks 9th, by State for March 2026 Shipments
 Tennessee Ranks 9th, by State, YTD

2026 Year - Total Production
 Tennessee Ranks 3rd, for March 2026 Production
 Tennessee Ranks 3rd, by State, YTD

Tennessee Shipments - Product Mix By Year

2026 numbers are through March (National/ TN) shipment reporting.

Year	MH Single Section	% of mix	Year	MH Multi-Section	% of mix	Year	Total TN Annual Shipments
2005	1376	30.51%	2005	3134	69.49%	2005	4510
2006	867	22.83%	2006	2931	77.17%	2006	3798
2007	973	28.38%	2007	2455	71.62%	2007	3428
2008	570	22.19%	2008	1999	77.81%	2008	2569
2009	461	26.96%	2009	1249	73.04%	2009	1710
2010	587	31.46%	2010	1279	68.54%	2010	1866
2011	588	39.81%	2011	889	60.19%	2011	1477
2012	630	36.48%	2012	1097	63.52%	2012	1727
2013	656	36.38%	2013	1147	63.62%	2013	1803
2014	673	38.30%	2014	1084	61.70%	2014	1757
2015	845	39.97%	2015	1269	60.03%	2015	2114
2016	866	37.95%	2016	1416	62.05%	2016	2282
2017	983	36.90%	2017	1681	63.10%	2017	2664
2018	991	36.57%	2018	1719	63.43%	2018	2710
2019	1045	38.48%	2019	1671	61.52%	2019	2716
2020	1092	35.02%	2020	2026	64.98%	2020	3118
2021	1145	31.40%	2021	2501	68.60%	2021	3646
2022	1108	31.79%	2022	2377	68.21%	2022	3485
2023	920	31.23%	2023	2026	68.77%	2023	2946
2024	1401	34.10%	2024	2719	65.90%	2024	4120
2025	1054	27.50%	2025	2775	72.50%	2025	3829
2026	286	30.50%	2026	653	69.50%	2026	939



Manufactured Housing Educational Institute (MHEI)

PROFESSIONAL HOUSING CONSULTANT

Sharpen Your Sales Skills - with PHC Designation

Step into the next level of excellence. The Manufactured Housing Educational Institute (MHEI) has completely reimagined the PHC® program - bringing you refreshed, higher-quality content on a modern, easy-to-use learning platform.

This isn't just an update - it's a bold new standard for professional development in manufactured housing. You'll gain cutting-edge skills, proven sales strategies, and the confidence to meet the expectations of today's buyers.



Invest in your success. Elevate your team. Redefine what it means to be a Professional Housing Consultant.

Stop Winging It — Start Winning With PHC® Certification



If you sell, manage, or develop in the manufactured housing industry, the **Professional Housing Consultant (PHC®) Certification Program** is your game-changer. Created by MHEI in collaboration with industry expert César Mascorro, Jr. of Manufactured Home Sales Mastery, this all-new, interactive training system is built specifically for manufactured housing professionals — not recycled from car sales or general real estate.

Whether you're a Sales Consultant, Retailer, Community Manager, or Builder-Developer, PHC® gives you the structure, confidence and tools to close more deals and build lasting trust with today's savvy buyers. Learn how to become a trusted advisor, guide buyers through a proven sales process, and stand out as a true professional — all at your own pace, 100% online.

This isn't just training. It's the foundation for a high-performing career in manufactured housing. With real-world scenarios, progress tracking and access to an exclusive community of top-tier professionals, PHC® helps you master influence without sounding salesy and lead with integrity.

Enroll today and be among the first to access this breakthrough program.

- Register for the PHC class by going to:

<https://www.manufacturedhousing.org/courses-certifications/professional-housing-consultant-phc/>



Manufactured Housing Educational Institute (MHEI)

ACCREDITED COMMUNITY MANAGER (ACM®)

If you own, manage or work in a land-lease community, the ACM® program & designation will give you everything you need to keep your residents satisfied and your business successful.



ACM® Courses

The ACM® program and designation will give you a comprehensive understanding of topics from federal and fair housing law to taxes, insurance, and physical asset management.

ACM® Course 1

In the Accredited Community Manager Course 1, Professional Community Management, you will learn how to set community management policies and understand market issues. The course also covers best practices for resident relations, including communications and handling rent payments, collections and increases. You'll gain the knowledge you need about personnel policies and federal laws that govern manufactured home communities.

REGISTER FOR ACM 1 >

ACM® Course 2

In the Accredited Community Manager Course 2, Advanced Community Management, you'll gain in-depth understanding of community financial analysis and the budget process. You'll learn the facts about insurance, taxes and assessment. At the end of the course, you'll be able to take your knowledge from the classroom to real life!

ACM® Course 1 is a prerequisite for ACM® Course 2. To apply for the ACM® designation, you must have a minimum of two years experience managing manufactured home communities.

REGISTER FOR ACM 2 >



Go online to find out more information and watch a short video!

<https://www.manufacturedhousing.org/courses-certifications/accredited-community-manager-acm/>

Regulatory Department



Carter Lawrence
Commissioner

State of Tennessee, Department of Commerce & Insurance
State Fire Marshal's Office
500 James Robertson Parkway
10th Floor, Davy Crockett Tower
Nashville, TN 37243-1162
(615) 741-7192 (main line)

web address: www.state.tn.us/commerce/sfm



Mike Bell
Asst. Commissioner
State Fire Marshal

Manufactured Housing Division

Department E-Mail... Manufactured.Housing@tn.gov



Director Jimmy Hightower
(615) 741-7192 (Main Office Line), Option #1
(615) 388-1460 (Cell)
Best Contact Method: Jim.Hightower@tn.gov

Field Manager - _____ **Daniel Hyne, Daniel.Hyne@tn.gov, (629) 213-8243**

West to East:

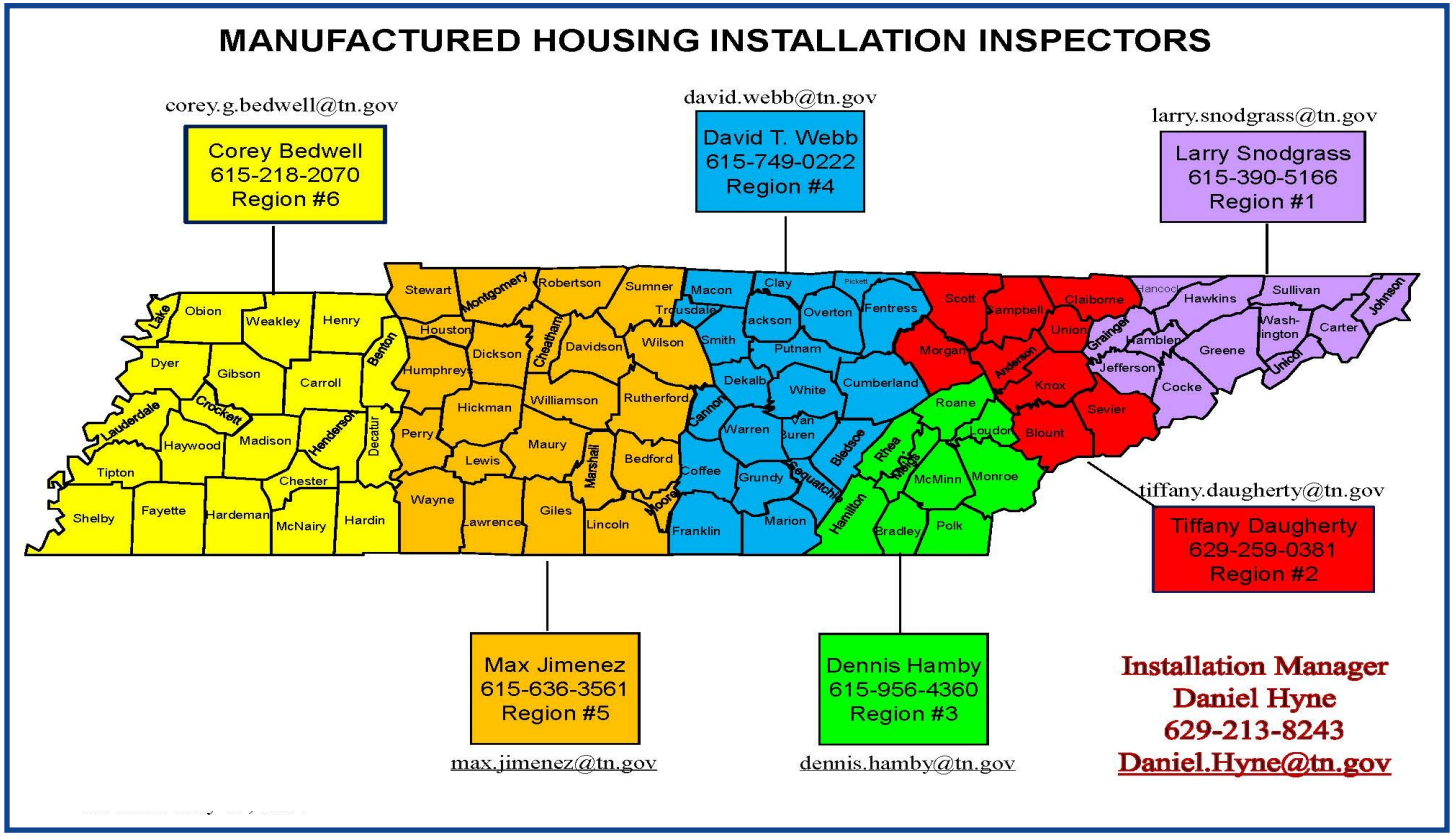
Region #6 - Corey Bedwell	(731) 467-1530 Corey.G.Bedwell@tn.gov
Region #5 - Max Jimenez	(615) 636-3561 Max.Jimenez@tn.gov
Region #4 - David Web	(615) 749-0222 David.Webb@tn.gov
Region #3 - Dennis Hamby	(615) 956-4360 Dennis.Hamby@tn.gov
Region #2 - Tiffany Daugherty	(629) 259-0381 Tiffany.Daugherty@tn.gov
Region #1 - Larry Snodgrass	(615) 390-5166 Larry.Snodgrass@tn.gov

Modular Building Section

Department Email: Modular.Housing@tn.gov
(615) 741-7192 (Main Office Line), Option #1

Commerce & Insurance, State Fire Marshal
Current Inspector Map

[Manufactured.Housing@tn.gov]
[Modular.Buildings@tn.gov]



Tennessee Manufactured Housing Licensed MH Companies and Certified MH Employees Commerce and Insurance Registry

	License	Manufacturer	Retailer	Installer	Certified Employees
No State Listed/Labeled				131	335
Alabama		15	11		
Arkansas		1	1		
Florida		1			
Georgia		6	8		
Idaho			1		
Illinois			1		
Indiana		3	1		
Kentucky		1	19		
Louisiana		1			
Massachusetts			1		
Mississippi			5		
North Carolina		5	4		
Ohio		1			
South Carolina			3		
Tennessee		11	234		
Texas		1			
Utah			1		
Virginia		1	3		
Wisconsin		1			
Totals:	472	48	293	131	335

Last Updated: 05/27/2026

THA ANNUAL MEMBERS MEETING

June 7 - 9, 2026

STATE MEMBERSHIP APPLICATION

Date: _____

Tennessee Housing Association (THA)

P.O. Box 569, Mount Juliet, Tennessee 37121

Phone (615) 255-4733; Fax (615) 255-8869

Visit our web site at www.tnmha.org

E-mail: Office@tnmha.org



Special Attention:

Membership in this Association is an entirely voluntary matter, and the THA Board of Directors reserves the right to approve or reject any application for membership. By requesting membership, you agree you have read and accept the expected Membership Code of Ethics, contained in the application for membership.

Contact Name: _____ Title: _____

Company: _____

Mailing Address: _____

City: _____ State: _____ Zip: _____

Phone: _____ Fax: _____

E-mail Address: _____ Website: _____

Signature: _____ Title: _____

Sponsored by (if applicable): _____

1. What is your industry affiliation? _____

2. Do you currently hold a license in Tennessee as a Manufactured or Modular Housing Retailer, Installer or Manufacturer? No Yes ... If yes, which license? _____

3. If out of state, are you a member of your state Manufactured Housing Association?
 No Yes

4. List (3) current THA Members as references with contact phone numbers:

(contact number)

(contact number)

(contact number)

THA ANNUAL MEMBERS MEETING

June 7 - 9, 2026

STATE MEMBERSHIP APPLICATION, Page 2
Tennessee Housing Association (THA)

PLEASE CHECK THE APPROPRIATE MEMBERSHIP CATEGORY.

- | | | |
|--------------------------|--------------------------------|--|
| <input type="checkbox"/> | BUILDER / DEVELOPERS | \$200 annually |
| <input type="checkbox"/> | COMMUNITY / PARKS | \$200 annually. Additional locations - \$75 annually. |
| <input type="checkbox"/> | FINANCE / INSURANCE | \$200 annually |
| <input type="checkbox"/> | GOVERNMENT AGENCY | \$200 annually |
| <input type="checkbox"/> | INSTALLER | \$200 annually |
| <input type="checkbox"/> | INSTALLER / TRANSPORTER | \$200 annually |
| <input type="checkbox"/> | MANUFACTURER | \$200 annually, plus \$175 per floor [Floor Report]. |
| <input type="checkbox"/> | REALTORS / APPRAISERS | \$200 annually |
| <input type="checkbox"/> | RETAILER | \$200 annually. Additional locations - \$75 annually. |
| <input type="checkbox"/> | SERVICE / SUPPLIERS | \$200 annually |
| <input type="checkbox"/> | TRANSPORTER | \$200 annually |

A check made payable to THA must accompany this application or fill out credit card payment information below. Dues are billed annually in November, for payment receipt no later than December 31st of every year.

New Members: Please send the following amount based on the month you are joining. This prorated amount is only for new members. **Returning members or those members delinquent in payment, are not allowed to take this discount.**

- | | | |
|--------------------------|---|-------------|
| <input type="checkbox"/> | January 1 st - March 31 st | (\$200.00)* |
| <input type="checkbox"/> | April 1 st - June 30 th | (\$150.00)* |
| <input type="checkbox"/> | July 1 st - September 30 th | (\$100.00)* |

* Educational discounts may not be used in conjunction with a new membership application, as membership requests must be reviewed for approval.

Payment Methods:

- | | |
|--------------------------|--|
| <input type="checkbox"/> | <u>Check or Money Order:</u>
Made payable to THA (P.O. Box 569, Mount Juliet, TN 37121) |
| <input type="checkbox"/> | <u>Credit Card:</u> <input type="radio"/> <i>AMEX</i> <input type="radio"/> <i>Mastercard</i> <input type="radio"/> <i>Visa</i> |

Card Number: _____ CVV# _____ Exp. Date: _____

Signature: _____ [Rev. 0] Amount: _____

- I have read the Membership Code of Ethics and principles, contained on pages 3 and 4 of the application.**

THA ANNUAL MEMBERS MEETING

June 7 - 9, 2026

THA Membership Code of Ethics and 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:



- ⇒ 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.
- ⇒ ASSOCIATION members shall contribute constructively to the public image of manufactured housing living and enjoyment, in Tennessee and the country.
- ⇒ ASSOCIATION members shall merchandise their industry, products, and services, honestly, without false promises or misrepresentation, giving good value to their customers.
- ⇒ 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.
- ⇒ 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.
- ⇒ 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.
- ⇒ WE further pledge that all obligations to our customers contained in guaranties or warranties offered regarding the manufacture, sale or installation of our homes will be properly fulfilled within a reasonable period.
- ⇒ ASSOCIATION members shall not engage in methods of operation that are unlawful, unsanitary, or detrimental to the health and welfare of the public.
- ⇒ 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.
- ⇒ 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.
- ⇒ 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.
- ⇒ WE assume these responsibilities with the understanding that to do so is part of our obligation as members of the *Tennessee Housing Association*.

THA ANNUAL MEMBERS MEETING

June 7 - 9, 2026

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.

THA ANNUAL MEMBERS MEETING

June 7 - 9, 2026

THA EXECUTIVE COMMITTEE (OFFICERS)

<p>Rhyn Brogden, THA President</p>  <p><i>Up for Re-Election</i></p> <p>CMH Homes, Inc. dba HouseSmart Construction</p> <p>942 Fred Hill Road Sparta, TN 38583 (931) 738-7496</p> <p>1st Term - Expires 2026</p>	<p>Matt Belcher, THA Vice-President</p>  <p><i>Up for Re-Election</i></p> <p>Clayton Home Building Group</p> <p>5000 Clayton Road Maryville, TN 37804 (865) 380-3000</p> <p>1st Term - Expires 2026</p>	<p>Paula Reeves, THA Secretary</p>  <p><i>Up for Re-Election</i></p> <p>Land Home Financial Services, Inc.</p> <p>11352 US Hwy 278 Hamilton, AL 35570 (205) 412-1225</p> <p>1st Term - Expires 2026</p>	<p>Bobby Campbell, THA Treasurer</p>  <p><i>Up for Re-Election</i></p> <p>Champion Home Builders</p> <p>200 Venture Lane Benton, KY 42025 (260) 593-4172</p> <p>1st Term - Expires 2026</p>	<p>Owen Robertson, THA Immediate Past President</p>  <p><i>By-laws</i></p> <p>UFP Factory Built</p> <p>P.O. Box 749 Cordele, GA 31010 (919) 889-5555</p> <p>1st Term - Expires 2026</p>
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THA DIRECTORS

<p>James McGee, 'At Large' Director</p>  <p>Deer Valley Homebuilders, Inc P.O. Box 310 205 Carriage Street Guin, AL 35563 (205) 468-8258</p> <p>2nd Term - Expires 2027</p>	<p>Michael Johnson, 'At Large' Director</p>  <p>21st Mortgage Corporation 620 Market St. One Center Square Knoxville, TN 37902 (800) 955-0021, Ext. 1481</p> <p>1st Term - Expires 2027</p>	<p>Marty Mansfield, Builder/Developer Director</p>  <p>CMH Manufacturing, Inc., dba Clayton Appalachia 1420 Mountain Road Andersonville, TN 37705 (865) 494-7800</p> <p>1st Term - Expires 2027</p>	<p>Ken McPherson, Community Director</p>  <p><i>Terming Off.</i></p> <p>Yes! Communities 2606 Seattle Slew Way Sevierville, TN 37876 (865) 908-3719</p> <p>2nd Term - Expires 2026</p>
<p>Tom Roche, Community Director</p>  <p>Grove Communities 1306 Bell Grimes Road Nashville, TN 37207 (931) 580-0469</p> <p>1st Term - Expires 2027</p>	<p>Charlie Morgan, Installer/Transporter Director</p>  <p><i>Up for Re-Election</i></p> <p>CMH Homes, Inc. dba HouseSmart Construction 1290 Monterey Drive Loudon, TN 37774 (865) 963-8427</p> <p>1st Term - Expires 2026</p>	<p>Tony Baker Installer/Transporter Director</p>  <p>B & B MH Service 283 Bass Haven Drive Sharps Chapel, TN 37866 (423) 489-9419</p> <p>1st Term - Expires 2027</p>	<p>Mark Byers Insurance/Finance Director</p>  <p>Cascade Financial Services 2701 E. Insight Way, Suite 150 Chandler, AZ 85286 Phone: (865) 323-5995</p> <p>2nd Term - Expires 2027</p>

THA ANNUAL MEMBERS MEETING

June 7 - 9, 2026

THA DIRECTORS - *continued*

Rob Peterson
Insurance/Finance Director



Common Sense Lending (CSL)
500 Office Park Drive, Suite 310
Birmingham, AL 35223
(205) 313-3118

2nd Term - Expires 2027

Stephen Cole,
Manufacturer Director



Champion Home Builders, Inc.
P. O. Box 200
Dresden, TN 38225
(731) 364-4625

1st Term - Expires 2027

Wade Wells,
Manufacturer Director



CAVCO Industries, Inc.
739 Hwy 52 Bypass West
Lafayette, TN 37083
(615) 476-0084

2nd Term - Expires 2027

Tupper Baker,
Retailer Director



Terming Off.
Baker Housing, LLC
dba Preferred Living Homes
6221 Clinton Hwy.
Knoxville, TN 39712
(865) 719-2867

2nd Term - Expires 2026

Tammy Collett,
Retailer Director



CMH Homes, Inc
dba Clayton Homes #89
2420 Pulaski Hwy.
Columbia, TN 38401
(931) 381-2028

1st Term - Expires 2027

Trey Moyer,
Service/Supplier Director



Blevins, Inc.
421 Hart Lane
Nashville, TN 37216
(615) 226-6453

2nd Term - Expires 2027

Sean Norem,
Service/Supplier Director



Up for Re-Election

LP Building Solutions
2081 Kidd Road
Nolensville, TN 37135
(615) 305-6057

1st Term - Expires 2026

Dave Thomas, NE TN
Regional Director



CMH Homes, Inc
5000 Clayton Road
Maryville, TN 37804
(865) 621-8144

1st Term - Expires 2027

Steve Trent, East TN
Regional Director



Up for Re-Election

Preferred Choice Homes
5027 W. Andrew Johnson Hwy
Morristown, TN 37814
(423) 433-7130

1st Term - Expires 2026

Barry Noffsinger, Middle TN
Regional Director



CMH Homes, Inc
5000 Clayton Road
Maryville, TN 37804
(859) 797-4002

2nd Term - Expires 2027

Scott Oliver, Mid-West TN
Regional Director



Oliver Technologies, Inc
P. O. Box 9
Hohenwald, TN 38462
(800) 284-7437

2nd - Expires 2027

Betty Davis, West TN
Regional Director



CMH Homes, Inc.,
Dba Clayton Homes #823
27 Flanagan Acres Rd.
Lexington, TN 38351
(731) 968-4937

1st Term - Expires 2027

THA's Legislative and Legal Team



David McMahan
McMahan Winstead & Richardson



Beth Winstead
McMahan Winstead & Richardson



Anna Richardson
McMahan Winstead & Richardson



Caroline Simmons
McMahan Winstead & Richardson



JP Homik
McMahan Winstead & Richardson



Andrea Bennett-Punke
McMahan Winstead & Richardson



Kurtis J. Winstead
Attorney



James McGee
THA Legislative Committee



Marla Y. McAfee
THA Executive Director

SPECIAL ANNOUNCEMENT

JOIN US IN 2027!

**SAVE
the
DATE**



June 6 - 8, 2027

**HeartSong Resort & Lodge
1210 Dollywood Resorts Boulevard
Pigeon Forge, TN 37863
Dollywood.com/resort**



KEEPING AMERICA'S DREAM AFFORDABLE



KEEPING AMERICA'S DREAM AFFORDABLE

Here is a Snapshot of the **2025** Event! Can't wait to see who makes the memory vault this year!



We would like to take this opportunity to thank each and every member AND guest in attendance!

We appreciate your support throughout the year, and we are very grateful for the opportunity to serve you, in this industry which we all love!

Thank You

Please visit our websites often at
<https://tnmha.org>
<https://education.tnmha.org>
<https://thaannualmeeting.com>
<https://www.tennesseemanufacturedhomes.com>

~ Marla Y. McAfee, Executive Director ~
~ Rhonda Sevier, Executive Administrator ~