

The Official Magazine of the NCMHA

# *North Carolina*

*Manufactured And Modular Housing News*

*Hello*  
*Autumn*  
G O O D B Y E      S U M M E R

**Fall 2024**

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**The North Carolina Manufactured and Modular Housing News is published as a benefit of membership in NCMHA.**

# PRESIDENT'S MESSAGE



*It's been an unbelievable hot summer, and at the time of this writing summer is still in full swing! Despite the hot weather, higher than normal interest rates, inflationary pricing and a heated election year the association and industry remain strong. When I was hired some 27 years ago, I was told this business is "the best kept secret." Today, I believe it is no longer a secret. Our industry has grown so much that we now provide nearly 15% of the housing market in the state. And just think of the thousands we employ and what we provide to our state's economy.*

*I want to thank you for having the trust in me to serve as your President in 2024/2025. We have one of the strongest associations, period and it's due to the commitment of its members. Over the years, I've witnessed the hard work and dedication of many of its members. Some have driven hundreds of miles on a regular basis to attend meetings and provide their input. This is dedication and your efforts are much appreciated.*

*With this in mind, our industry still faces many challenges, and we always will. Whether its issues related to permitting, zoning, transportation, etc., the association would like to hear from you. Many cases have been resolved by simply reaching out to the association and its members. And let me add, knowing your legislators and who supports our industry is one key to all of this.*

*We have great leaders who serve on our executive committee, our board and committees. We are comprised of retailers, manufacturers, finance, developers, installation contractors, insurance and community operators. They make my job so easy and I'm proud of each one of them. If you do not serve, come to a meeting as a visitor. I promise you your time will not be wasted.*

*Once again, thank you for this great opportunity. Being in the same breath of those who have served before me is quite an honor and one I don't take lightly. I love this industry and what it stands for and our association is a big reason why. Come join us, we want to hear from you!*

*William R. Owens*

*Billy Owens  
President 2024/2025*

# LEADERSHIP

## Executive Committee

### President

Billy Owens, Clayton Richfield

### 1st Vice President

Tonnie Prevatte, Clayton Homes, Inc.

### 2nd Vice President

Jeff Jones, Down East Realty & Custom Homes of Kinston

### Treasurer

Mark Johnson, Batchelor Supply, Inc

### Secretary

Chris Cameron, Champion Home Builders

### Immediate Past President

Joe Earnhardt, Clayton Rockwell

## Division Representatives

### Finance/Insurance Representatives

Yana Billet, The Federal Savings Bank  
Dascheil Propes, Atlantic Intermediaries

### Service/Supplier Representatives

Stacy Strawn, Weyerhaeuser Company  
Vacancy

### Retail Representatives

Tom Christ, Aggressive Properties & Development  
(Independent)  
J. Williams, Clayton Homes Inc. (Multi-lot)  
Chris Lowry, Cavco Home Center

### Manufacturer Representatives

Richard Smith, Fleetwood Homes of Virginia  
(HUD)  
Jimmy Holmes, Holmes Building Systems  
Vacancy (MOD)

### Community/Developer Representatives

Michael Blackburn, Blackburn Development, LLC  
Vito Montaperto, Dana Hill Community

### Installation/Transportation Representatives

Donald Aheron, Nationwide Homes

## Calendar of Events

### Registered Housing Specialist Seminar & State Test\*

NCMHA, Raleigh, NC

September 12<sup>th</sup>, 2024  
NCMHA Board of Directors & Committee Meetings  
NCMHA Office, Raleigh, NC

October 17<sup>th</sup> - October 27<sup>th</sup>, 2024  
NC State Fair  
NC State Fairgrounds

December 12<sup>th</sup>, 2024  
NCMHA Board of Directors Meeting  
4:30 p.m. - 5:30 p.m.  
Pinehurst Resort, Pinehurst, NC

Mid-March 2025  
NCMHA Board of Directors Meeting & Legislative Day (Date TBD)  
NCMHA Office, Raleigh, NC

May 27<sup>th</sup> - May 29<sup>th</sup>, 2025  
2025 Annual Meeting and MaHIPAC Golf Tournament  
Lumina on Wrightsville Beach  
Wrightsville Beach, NC

**\*Seminars & Testing are being held monthly, attendance is on a first come first serve basis. You must have a temporary license to attend. Submit your registrations and you will be contacted with the first available date.**

# Welcome New Members

5M Properties, LLC  
Raleigh, NC

Cap City Homes  
Raleigh, NC

Carolina Rural Homes, LLC  
Raleigh, NC

Champion Enterprise, Inc  
Kings Mountain, NC

Clayton Addison HBF #974  
Addison, AL

CR Williams Construction, LLC  
Henderson, NC

Fam-Lock Construction, LLC  
Lumberton, NC

Future Homes  
Ocean Isle Beach, NC

Green Level Homes  
Burlington, NC

Griffin Mobile Home Sales &  
Rentals, LLC  
Rockingham, NC

Homeland Properties  
Winston-Salem, NC

Homes by Coare  
Gastonia, NC

Kent Ridge Property, LLC  
Candler, NC

Misty Springs Homes  
Burlington, NC

New River Cove, Inc.  
Jacksonville, NC

Orange Community Management,  
LLC  
Roxboro, NC

Parkwood Homes  
Winston-Salem, NC

Sandhill Real Estate Services  
Fayetteville, NC

SNLF Holdings, LLC  
Asheville, NC

TS Holding Company, LLC  
Raeford, NC

WNC Homes  
Morganton, NC

Uptown Investments, LLC  
Lexington, NC



# 2024 Annual

## MaHPAC Events

NCMHA's 2024 Annual Meeting was held once again at the beautiful Lumina on Wrightsville Beach. The meeting kicked off on Wednesday, May 29th with MaHPAC's annual golf tournament. This year's golf tournament was held at the Wrightsville Municipal Golf Course with a total of 72 golfers participating in the fun and friendly competition.



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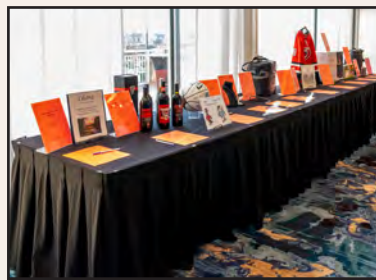
A special congratulation to this year's first place team: Weston Rogers, Al Gurner, Chris Vanderiet and Phillip Hathcock.

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Non-golfers also got to show their creative side by participating in the annual MaHPAC Wine & Design event!

## SILENT AUCTION



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THANK YOU FOR YOUR GENEROSITY AND SUPPORT!

# Annual Meeting

## Awards & Recognition

Thank you to our executive committee and outgoing board members for their dedication and service.



Jimmy Holmes (left) & Joe Earnhardt (right)



L-R -Jeff Jones, Billy Owens, John Bowers, & Joe Earnhardt (abs. Cindy Barringer)



Frank Brown (left) & Joe Earnhardt (right)



Michael Blackburn (left) & Joe Earnhardt (right)



Mark Johnson (left) & Joe Earnhardt (right)

Independent Retailer of the Year - Future Homes, Hubert, NC

Multi-lot Retailer of the Year - Clayton Homes of Raleigh



L-R Kevin Miller, Brett Dixon, Tom Russell, Keith Miller & Tonnie Prevatte

Rollan Jones Member of the Year - Michael Blackburn, Blackburn Development



Michael Blackburn (left) & Tonnie Prevatte (right)



Tonnie Prevatte (left) & Darlene Lumpkin (right)

# 2024 Annual

## General Meeting

*THE STEVE ZAMIARA EXCELLENCE IN GOVERNMENT AWARD was created in honor of former NCMHA Executive Director, Steve Zamiara, because of the work that he did for the industry in the public as well as the private sector. This award honors public servants that have demonstrated leadership, commitment and dedication to the manufactured and modular housing industry.*



Ben Hinnant (left)  
Tonnie Prevatte (right)

*Steve Zamiara Excellence in Government Award – Ben Hinnant, Director, NC Department of Transportation Oversize/Overweight Permit Division*

*THE JAMES E. LAVASQUE AWARD is the highest honor bestowed upon a member of NCMHA. This award is presented annually by NCMHA to a member who embodies the high standards, vision and leadership ability of Oakwood Homes President James E. LaVasque, an industry pioneer who was one of the founders of the Association and served as one of its first presidents.*

*The James E. LaVasque Award - Milton “Chip” Smith, Jr*



Tonnie Prevatte (left)  
Milton “Chip” Smith, Jr (right)



Tonnie Prevatte (left)  
Joe Earnhardt (right)

*Tonnie Prevatte received the PRESIDENT’S AWARD for his love of the industry and dedication to elevating and promoting it.*

*Passing of the Gavel*



Billy Owens (left)  
Joe Earnhardt (right)



# Annual Meeting

*& Awards cont.*



# 2024 Scott Morton Educational Trust Recipients

This years Scott Morton Education Trust fund received a total of 14 applications for consideration of a scholarship. After review all of the applicants, the trustees voted to award all 14 scholarships totaling \$9,000. Congratulations to the following scholarship award winners!

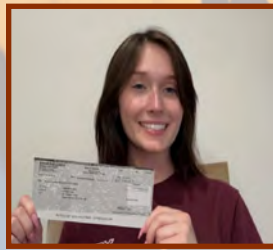
This year's renewal recipients are Aniya Cherry, Lindsey Curling, Hannah Hughes, McKenzie Lane, Jazmin Rendon, Kaleb Risen, Micah Vollrath and Alyssa Winchester who will each receive an award scholarship of \$750.



Aniya Cherry



Lindsey Curling



Hannah Hughes



McKenzie Lane



Jazmin Rendon



Kaleb Risen



Micah Vollrath



Alyssa Winchester

This year's first-time recipients are Bryson Cosby, Keria Faith, Taylor Iacovo, Hallie Jarrett, Hayden Lowder and Brooke Sancrante who will each receive an award scholarship of \$500.



Bryson Cosby



Keria Faith



Taylor Iacovo



Hallie Jarrett



Hayden Lowder

What better investment can be made than to the education of our children? When debating about where to invest your hard-earned money, consider giving your tax deductible donation to the Scott Morton Educational Trust Fund!! Every penny received is used to award scholarships to deserving students in pursuit of their dreams. By supporting the Scott Morton Educational Trust Fund you are helping the children of our fellow industry members achieve their goals of a higher education and giving them a start towards a solid future. All gifts are fully tax deductible according to IRS regulations.



Brooke Sancrante



# A Place to Call Home

With over 50 years in the industry, our manufactured housing team specializes in providing you with the responsive and personalized service you need to navigate the application and approval process with ease and confidence. Whether new or used, single or multi-wide, primary residence or vacation home, we are here to help identify the right financing solution for your manufactured home.



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# LEGISLATION



The North Carolina General Assembly wrapped up this year's primary working session. During the final days of activity, the House and Senate overrode certain gubernatorial vetoes, approved a constitutional amendment referendum for the November election, and approved many other bills.

Despite this activity, the House and Senate still failed to approve a legislative budget. Each chamber passed its own version of a spending plan for the next 12 months, yet they could not agree on a comprehensive budget to approve to send to Gov. Cooper. The House and Senate disagree on whether to fund state employees and teacher raises over and above what was already planned. The chambers also disagreed on how much funding was necessary for Opportunity Scholarships for K-12 students to attend private schools. These issues appeared to be the main sticking points as the session came to a close.

The General Assembly is continuing its practice of adjourning, while leaving open the possibility of certain "mini sessions" for the rest of this year. The adjournment resolution that was approved would adjourn all legislative business subject to the following schedule:

- reconvene for one day on July 10;
- reconvene for session starting July 29 through August 1;
- reconvene for session on September 9 through September 11;
- reconvene for one day on October 9;
- reconvene for session on November 19 through November 22; and
- reconvene for session on December 11 through December 13, at which time, the House and Senate will adjourn this session *sine die*.

During each "mini session" only certain issues may be considered, including veto overrides, legislative appointments, action on gubernatorial nominations, bills responding to legal challenge of legislation, election laws, impeachment, simple resolutions, conference reports, and further amendments to the adjournment resolution. During the November mini session (notably after the election), eligible issues are considerably more expansive.

NCMHA will monitor and lobby the legislative mini sessions, and any other legislative activity, and will keep you updated. As always, please let me know if you have any questions or concerns. **Please see on the following page specific bills of interest to the manufactured and modular homebuilding industry.**

# WE UPDATE

## **Bills of Interest**

- **House Bill 199- Division of Motor Vehicle Legislative Changes**  
<https://www.ncleg.gov/Sessions/2023/Bills/House/PDF/H199v7.pdf>  
**NCMHA Supports- Bill passed. Signed by the Governor and is now law**

This Bill removes the provision that a MH dealer would have to have a separate salesroom. This is an important change for a community owner who uses their office for both leasing/rental use and would like to obtain a dealer's license to sell homes within the community.

### *AMEND DEFINITION OF ESTABLISHED SALESROOM*

*SECTION 26. G.S. 20-286(6) reads as rewritten:*

Established salesroom. – A salesroom that meets the following requirements:

- a. Contains at least 96 square feet of floor space in a permanent enclosed building. This requirement does not preclude a dealer from utilizing the same permanent enclosed building for other business uses, including uses conducted by a separate business entity, as long as all requirements for an established salesroom are met.

- **Senate Bill 225- An Act to Allow Local Governments to Enact Rent Control.**  
<https://www.ncleg.gov/Sessions/2023/Bills/Senate/PDF/S225v1.pdf>  
**NCMHA Opposes- Bill was defeated**

This bill does exactly as the title suggests. It gives local governments the ability to set rental rates and control the rate of increase from year to year (or month to month). The Bill has been sent to the House Rules Committee and has many groups in opposition including NCMHA.

- **House Bill 584- Mobile Home Park Act**  
<https://www.ncleg.gov/BillLookup/2023/h584>  
**NCMHA Opposes. Bill was defeated**

Introduced by Rep. Autry (D-Mecklenburg) would put major restrictions on manufactured home communities in NC. It would direct the NC Human Rights Commission to set up a dispute resolution program and enforcement program, require forced mediation, require community owner to pay for cost of moving tenant, restrict the community owners right to sell property, require community to host HOA's/renters group meetings, restrict community owners right to rent lots, require fees for Human Rights Council to monitor complaints, and many more stringent regulations. This has been referred to the House Rules Committee.

# LEGISLATIVE UPDATE

CONT.

## **(Bills of Interest-Cont.)**

- **Senate Bill 607- Regulatory Reform Act of 2024**  
<https://www.ncleg.gov/Sessions/2023/Bills/Senate/PDF/S607v7.pdf>  
**NCMHA Supports. Bill passed. It became law w/o the Governor's signature**

This bill includes a host of regulatory reform for many State agencies. For the Department of Transportation, it clarifies the minimum age for escort vehicle drivers, allows third party training and certification, and creates additional requirements for escort vehicles. Many NCMHA transporters and manufacturers had expressed concern over the regulations for escort drivers. This bill will solve many of our problems and make it easier to find and license escort drivers.

Section 19 would do all the following:

1. Provide that the minimum age to obtain an escort vehicle certification cannot be higher than 18 years and prohibit any requirement that an escort vehicle driver have a commercial driver's license.
2. Allow anyone with a commercial driver's license to take an escort vehicle certification examination without completing any other training.
3. Authorize third parties to train and certify escort drivers pursuant to DOT's published rules for certifying escort drivers.
4. Set certain size, lighting, and operation requirements for escort vehicles.

- **Senate Bill 166- 2024 Building Code Regulatory Reform.**  
<https://www.ncleg.gov/Sessions/2023/Bills/Senate/PDF/S166v5.pdf>  
**NCMHA Supports. Bill Passed. It was vetoed by the Governor**

This bill would amend various development regulations, amend various North Carolina State Building Codes, amend various construction contractors and design professionals regulations, amend various environment and environmental health regulations, reorganize the Building Code Council. It is an extensive piece of legislation. For a "easier" way to understand all the provisions in the bill use the following link. It will provide for a more in depth understanding of each provision and section:

[https://dashboard.ncleg.gov/api/Services/BillSummary/2023/S166-SMBR-124\(e4\)-v-1](https://dashboard.ncleg.gov/api/Services/BillSummary/2023/S166-SMBR-124(e4)-v-1)

# Mark Your Calendars



## 2024 NC State Fair

**October 17<sup>th</sup> - October 27<sup>th</sup>**

Fall is right around the corner and that means it's almost time for the NC State Fair. With sponsoring a home at the fair, we have the opportunity for thousands of people to get a chance to see the quality, craftsmanship and beauty of our factory built houses.

This is the largest educational and marketing event of the year and we need your help to staff the home. Don't miss your chance to promote our industry and educate the public about our products.



For more information or to sign up to volunteer for this important event contact NCMHA at 919-872-2740  
Kim Mruk at [kim@nc-mha.org](mailto:kim@nc-mha.org)  
Bobbi Peterman at [bobbi@nc-mha.org](mailto:bobbi@nc-mha.org)

Volunteer shifts are:  
Thursday, October 17 - Sunday, October 27<sup>th</sup>  
12:00 noon - 4:00 pm  
4:00 pm - 8:00 pm

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# Industry News!

**HUD Launches New Program to Invest in Manufactured Home Communities**  
*New program offers affordable financing for organizations to purchase or refinance and revitalize manufactured home communities to lower housing costs across the*

**WASHINGTON** - Tuesday, June 4, 2024, the U.S. Department of Housing and Urban Development, through the Federal Housing Administration (FHA), announced the launch of its new Manufactured Home Community loan product, which will provide an FHA-insured financing option for the purchase, refinance, and revitalization of manufactured home communities. This action will help entities to preserve, stabilize, and revitalize these vital sources of affordable housing. The announcement was made this morning by **HUD Acting Secretary Adrienne Todman** at a media preview for the **2024 Innovative Housing Showcase** on the National Mall in Washington, D.C.

“Manufactured home communities offer a stable and affordable housing option for many families. Today, HUD is providing new resources for preserving and revitalizing these communities by providing FHA-insured financing to mission-focused groups to buy or refinance and revitalize manufactured homes,” **said HUD Acting Secretary Adrienne Todman**. “This is just one of many ways HUD is empowering residents, industry leaders, and governments to expand access to innovative, affordable housing solutions, particularly in rural communities.”

Beginning today, certain mission-focused entities such as resident-owned manufactured home communities, cooperatives, non-profit entities and consortia, state and local governments, community development financing institutions, and Indian Tribes, will be eligible to use this program to finance the acquisition of or to improve existing communities, including making updates to common area resources and helping to maintain rent affordability. This tool provides an alternative to purchase of these communities by private equity funds and similar financial interests, whose track record reportedly includes unaffordable rent increases, failure to invest in community infrastructure, and regulations that don't respect the community's culture.

This permanent financing tool complements HUD's recently announced **PRICE program**, which offers competitive grant opportunities for investments in affordable manufactured home communities.

HUD estimates that more than 5,000 individuals and families, based on average community size, could benefit from the program within the next five years. This Manufactured Home Communities program leverages FHA's Multifamily 223(f) program, which will now provide permanent mortgage financing for manufactured home communities that may have previously been ineligible, and for previously ineligible manufactured home cooperative borrowers to be eligible to acquire and obtain financing for existing communities.



“With this product, HUD aims to support resident-owned communities and other mission-focused owners who are committed to high-quality, affordable manufactured housing that is not at risk of exorbitant land rent increases that jeopardize the stability of their homes and futures,” **said Assistant Secretary for Housing and Federal Housing Commissioner Julia Gordon.**

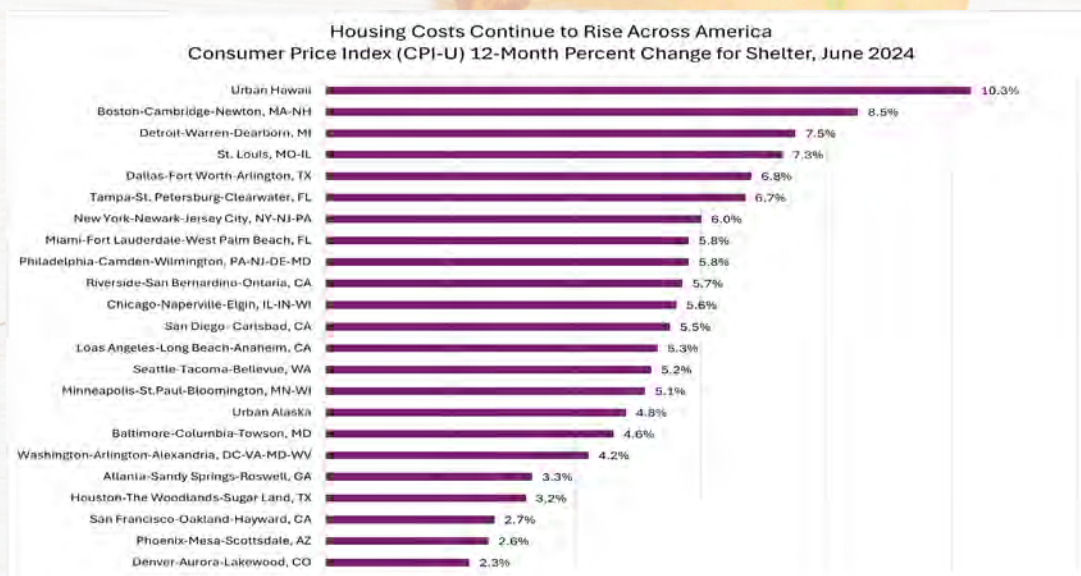
“Today’s announcement is an important first step for a program that we hope will provide a meaningful path to both affordable manufactured home community creation and preservation,” **said Deputy Assistant Secretary for Multifamily Housing Programs Ethan Handelman.** “As we progress with the program implementation, we will continue to assess both its scope and entity eligibility.”

## Inflation Slows, Housing Costs Continue to Rise

In July, the Bureau of Labor Statistics (BLS) released the Consumer Price Index (CPI), which measures the average change over time in the prices paid for various consumer goods and services.

Housing costs increased 5.3% in June year-over-year, while the overall inflation rate was 3%, as measured by CPI for all urban consumers (CPI-U). BLS measures the housing inflation rate by considering changes in rent (5.1% increase in June 2024 from June 2023) and owners’ equivalent rent (OER), the amount of rent that would have to be paid to substitute a currently owned house as a rental property. OER increased 5.4% year-over-year in June. The metric also includes lodging away from home and renter’s/homeowner’s insurance. Here are MHI’s key takeaways from regional and metro area analysis:

- New England had the steepest increase in housing costs over the past year (8.4%), followed by North West Central (7%), East South Central (5.8%), Mid-Atlantic (5.7%), and East North Central (5.3%).
- By metro area, the places with the steepest increases in housing costs were urban Hawaii (10.3%), Boston (8.5%), Detroit (7.5%), St. Louis (7.3%), and Dallas-Fort Worth (6.8%).
- In the Northeast and the South, smaller metro areas saw greater increases in housing costs. The opposite was true in the Midwest and West, where large metro areas had steeper increases in housing costs.



# News from Washington

On July 16<sup>th</sup>, President Biden proposed a five percent cap on rent increases as a part of his efforts to lower housing costs. The proposal, which would require Congressional approval, would deny the ability of landlords to utilize depreciation tax benefits if they increase rents by more than 5%. This would apply to landlords with more than 50 units in their portfolio and include an exception for new construction and substantial renovation or rehabilitation. July 16<sup>th</sup>'s announcement also included planned administrative actions to repurpose federal lands for affordable housing development and rolled out grants under an existing program to support affordable housing development.

In a White House briefing on the announcement, National Economic Council (NEC) Director, Lael Brainard, said that their rent-control policy is aimed at “institutional investors” some of whom she suggested are “raising rents by more than their costs,” and also mentioned what she characterized as “junk fees” imposed by landlords in this context (e.g. move-in fees). President Biden, during his keynote address at an NAACP conference in Las Vegas, expounded, “[t]he idea that corporate-owned housing is able to raise your rent three-, four-hundred bucks a month or something – under what I’m about to announce, they can’t raise them more than \$55.” He later added, “We’re going to bring rents down. We’re going to build 2 million more affordable homes and cap rent increases at 5% a year so corporate landlords can’t gouge you...they’re just gouging Americans.” Watch a video of his remarks [here](#).

As MHI’s research team demonstrated in a March 2023 paper, rent control has damaging long-term effects due to reduced investment and development. Further, former President Obama’s chair of the Council of Economic Advisers, Jason Furman, told the Washington Post in response to the proposal: “Rent control has been about as disgraced as any economic policy in the tool kit. The idea we’d be reviving and expanding it will ultimately make our housing supply problems worse, not better.”

According to MHI’s advocacy team, the latest proposal has no immediate effect, other than perhaps normalizing among Democrats nationally support for what had until recently been seen as a somewhat fringe policy position in support of rent control, and as the latest signal of the increasingly populist tone the administration intends to take toward housing costs generally, and institutional landlords specifically, leading up to the November elections.

MHI is working alongside its partners in the rental housing industry to counter the narrative about housing providers and the mischaracterization of landlords and for-profit owners. As a coalition, we continue to counter the President’s push for rent control using clear facts and proposing effective strategies to expand the affordable housing supply that could be implemented immediately.

Regional Shipment, % Change and Market Share					
Region	Through MAY 2024		Through MAY 2023		% Change
	Shipments	Market Share	Shipments	Market Share	
New England	533	1.2%	677	1.9%	-21.3%
Middle Atlantic	1,464	3.4%	1,628	4.6%	-10.1%
East North Central	3,318	7.8%	3,819	10.7%	-13.1%
West North Central	1,502	3.5%	1,373	3.8%	9.4%
South Atlantic	11,514	27.0%	9,276	26.0%	24.1%
East South Central	7,536	17.7%	5,060	14.2%	48.9%
West South Central	11,884	27.9%	8,736	24.5%	36.0%
Mountain	2,564	6.0%	2,542	7.1%	0.9%
Pacific	2,243	5.3%	2,423	6.8%	-7.4%
Outside US	0	0.0%	2	0.0%	-
Destination Pending	92	0.2%	180	0.5%	-48.9%
Total	42,650	100.0%	35,714	100.0%	19.4%

Top 10 States, % Change and Market Share							
State	Through MAY 2024			Through MAY 2023			% Change
	Shipments	Market Share	Rank	Shipments	Market Share	Rank	
Texas	7,811	18.3%	1	5,923	16.6%	1	31.9%
Florida	3,306	7.8%	2	3,256	9.1%	2	1.5%
North Carolina	2,816	6.6%	3	2,116	5.9%	3	33.1%
Alabama	2,513	5.9%	4	1,1760	4.9%	4	42.8%
South Carolina	2,173	5.1%	5	1,493	4.2%	5	45.5%
Louisiana	2,172	5.1%	6	1,387	3.9%	8	56.6%
Georgia	1,909	4.5%	7	1,450	4.1%	7	31.7%
Mississippi	1,688	4.0%	8	1,018	2.9%	13	65.8%
Tennessee	1,677	3.9%	9	1,129	3.2%	12	48.5%
Kentucky	1,658	3.9%	10	1,153	3.2%	10	43.8%
Total	27,723	65.0%		20,685	57.9%		34.0%

North Carolina Product Mix May 2024					
Shipments			Production		
Single Section	Multi Section	Total Shipments	Single Section	Multi Section	Total Shipments
228	342	570	216	345	561

North Carolina	2023	2024	% Change
Home Production	1,765	2,686	52.20%
Home Shipments	2,116	2,816	33.10%

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