

Letters and Testimony for HF 2441

Executive summary: Construction Codes and Licensing fee alignment proposal

The Minnesota Department of Labor and Industry (DLI) proposes increasing permit, inspection, plan review and certain registration fees for six units within the Construction Codes and Licensing Division (CCLD). Because CCLD operates on a fee-for-service basis, fees charged must align with the program costs of each unit. Currently, fees assessed in several areas are inadequate to fund the costs of providing services due to inflationary and cost increases. The impacted units include electrical inspections, elevator inspections, boiler inspections, plumbing plan review, plumbing inspections, and manufactured structures. In addition, the request integrates class 4 electrical systems into Minnesota law to keep up with emerging low-voltage electrical technologies.

Electrical inspections – last adjusted 2007

- New \$25 permit application fee
- Minimum inspection fee increased from \$35 to \$55
- Circuit fee increased from \$6 to \$12
- New \$10 remote virtual inspection fee

Elevator inspections – last adjusted 2007

- Annual operating permit increased from \$100 to \$145
- New \$10 virtual inspection fee

Plumbing plan review and plumbing inspections

- Review fees last adjusted in 2007
- Permit fees (inspections) last adjusted in 2013
- Both units shifting to valuation-based fees
- These fees only apply to residential buildings when there are five or more dwellings in the building

Manufactured structures – last adjusted 2008

- Installation seal fee increased from \$80 to \$130
- Shipment fee of \$75 per floor
- Resale decal fee of \$100
- Salesperson license at \$80 every two years
- IIBC/prefab plan review and inspections moving to valuation-based fee structure

Boiler inspections – last adjusted 2005

- Boiler registration fee increased from \$10 to \$25



MANUFACTURED & MODULAR HOME ASSOCIATION OF MINNESOTA

Opening doors to better living.

March 25, 2025

Dear Members of the Workforce, Labor, and Economic Development Finance and Policy Committee,

Re: HF2441/SF2373 DLI Budget Bill and Manufactured Home Provisions

On behalf of the members of the Manufactured & Modular Home Association of Minnesota, thank you for the opportunity to offer comments on the Department of Labor and Industry's Budget Bill. In consideration of the magnitude and impact of the bill's policy provisions, and limited time to explain with in-person testimony, we are providing a more detailed analysis and background.

Briefly, the MMHA was formed in 1951 and is the statewide umbrella organization representing manufactured home and modular home builders and speaks for nearly 1,000 privately owned manufactured home communities in Minnesota. Most of these communities, with over 40,000 homes, are located in Greater Minnesota. Manufactured homes are Minnesota's largest source of non-subsidized workforce housing with four plants building both new manufactured and modular homes, employing about 1,000 workers, and an additional eleven plants exclusively building new modular homes. There are four plants in the State of Minnesota building manufactured homes and around fifteen plants building modular homes. In Minnesota, 85-percent of all new manufactured homes sold are sited and affixed to real property with conventional type financing or mortgages. The remainder are placed on leased land in a community.

The MN Department of Labor and Industry is the industry's primary regulator, MMHA appreciates the Department reaching out prior to the bill's formal introduction for comments; we are continuing the dialogue in suggesting improvements to the bill. The Department has stated that certain provisions will be removed from the bill at some point in the process, including the proposed salesperson licensing program and proposed shipment fee.

Most of our concerns are in Article 2 of the bill and outlined below;

- Understanding that the DLI Construction Codes program does not receive general funding, but rather relies on fees for providing service, MMHA believes the proposed fee increase for manufactured home installation seals, going from \$80 to \$130 is necessary as this has not been increased over the past circa 15 years.
- Proposed shipment fee of \$75 added to each section of a new manufactured or modular home. MMHA expressed its concerns in opposing the new fee for several reasons. While not transportation related, the shipment fee would require a State of Minnesota Shipment decal be placed on every section of a new manufactured or modular home prior to leaving any of Minnesota's fifteen plants as well as placed on all new homes produced in other states that are shipped to Minnesota for sale. Aside from this being an administrative nightmare for compliance by the industry and the likelihood that plants in other states would simply not comply, along with concerns about a violation of the Commerce Clause, the Department has indicated it will be removing this provision from the bill.

- Another concern with the bill is the new requirement that every used manufactured home, prior to sale, being offered for sale, or leased, secure a State of Minnesota used manufactured home compliance decal. This repealing current statute within the Minnesota State Building Code MS§327.32 subd.1a, Notice of Compliance Form for the Sale of Used Manufactured Homes, that allows a seller and buyer to negotiate which party is responsible for making any compliance repairs and signing the Notice Form, which becomes part of the purchase agreement and is subject to a local building official's inspection for compliance. No other property types or single-family homes are required to comply with mandatory code compliance inspections.
- The Notice of Compliance Form is currently in MS§327.32 subd.1a, the bill repeals statutory placement and moves the creation of a new Notice Form under administrative rulemaking. MMHA asks that this remains in statute and clearly defined.
- The bill repeals current law that a monetary penalty is not to exceed \$1,000 for a violation of selling a used manufactured home and replaces this with federal civil and/or criminal penalties, under 24CFR 3282.10. After expressing concerns to the Department, they indicated a willingness to review the provision. This would apply to homeowners, licensed manufactured home retailers, and licensed real estate brokers who list used manufactured homes for sale on behalf of homeowners.
- The used manufactured home decal inspection program does not address in statute, but rather leaves to the rulemaking process and undefined, important issues to homeowners who may need to sell their homes quickly for a job change, family emergency, or a prospective buyer wanting a quick closing date, such as;
 1. How and where will used home decals be issued to homeowners and sellers of homes?
 2. How quickly will decals be issued so that homeowners with tight closing dates don't lose financing, interest rate locks, or potential buyers?
 3. How will Minnesota's approximately 100,000 owners of used manufactured homes be made aware of the requirement?
 4. What is the availability of inspectors statewide and overall cost or maximum fee for a used home inspection?
 5. If work needs to be completed after an initial inspection and prior to the issuance of a used home decal, will there be additional re-inspection fees?
 6. How will this be enforced for both manufactured homes on leased land, and those on permanent foundations and affixed to real property, where titles are surrendered? For manufactured homes affixed to real property, other than a homeowner, only a licensed real estate broker can sell a used manufactured home with land, knowing the difference between a modern manufactured home and a site-built or modular home, can be difficult to differentiate.

7. While we have several concerns with the Department's used manufactured home deal program as proposed, MMHA is working with the Department on improvements to the bill as we understand that the used home decal program revenue is necessary for the Department to offset to the loss of projected revenue as a result of eliminating the proposed shipment fee.
- Another concern with the bill is in Sec. 43, that changes the current definition of a manufactured home dealer or retailer to include any person who engages in the leasing of a manufactured home. Currently, licensed manufactured home dealers or retailers only sell manufactured homes, they do not lease them. Others, including the nearly 1,000 privately owned manufactured home communities, may lease a manufactured home to a resident, but they do not sell manufactured homes, yet would need a sales license if offering rental homes. The Department expressed a willingness to clarify this unintended expansion of the dealer licensing requirement. As drafted, the bill also captures homeowners who might sublease their manufactured home.

We have expressed other technical points of concern to the Department, and they are amenable to address them as the bill moves forward.

Thank you for the opportunity to comment on the bill, we would be glad to provide additional comments or clarifications.

Sincerely,



Mark Brunner

President

mark@mfgmodhome.org

Jan. 29, 2025

Re: Support for the proposed fee adjustments for the Construction Codes and Licensing Division

Dear Labor Committee members,

On behalf of the Board of Electricity, I am writing to express the Minnesota Board of Electricity's strong support for the Minnesota Department of Labor and Industry's proposal to increase permit, inspection, plan review and certain registration fees within the Construction Codes and Licensing Division (CCLD).

Given that CCLD operates on a fee-for-service basis, it is essential that the fees charged align with the actual costs of the services provided. It is evident that the current fees, last adjusted in 2007, are no longer adequate to cover the increasing costs due to inflation and other economic factors.

The proposed electrical fees adjustments, such as the new \$25 permit application fee, increased minimum inspection fee from \$35 to \$55, circuit fee increase from \$6 to \$12, and the introduction of a new \$10 remote virtual inspection fee, are prudent measures that reflect the current economic landscape and the costs associated with providing these critical services. Additionally, integrating class 4 electrical systems into the Minnesota Electrical Act is a forward-thinking approach to keep up with emerging low-voltage electrical technologies.

Ensuring that these fees are adequately aligned with the program costs will help maintain the high standards and efficiency of the services provided by CCLD. This is crucial for the safety and compliance of construction projects within Minnesota. The board firmly believes that these adjustments will enhance the division's ability to effectively serve the community and uphold the integrity of our state's construction standards.

Thank you for your consideration of this important proposal. The Board of Electricity fully supports the Minnesota Department of Labor and Industry's efforts to align fees with the true costs of services and ensure the continued excellence of the Construction Codes and Licensing Division.

Sincerely,



Duane Hendricks

Chair, Minnesota Board of Electricity

CC: Senator McEwen: sen.jennifer.mcewen@mnsenate.gov

Senator Dornink: sen.gene.dornink@mnsenate.gov

Representative Baker: rep.dave.baker@house.mn.gov

Representative Pinto: rep.dave.pinto@house.mn.gov

c/o Department of Labor and Industry, 443 Lafayette Road N., St. Paul 55155 • dli.cclboards@state.mn.us

dli.mn.gov/about-department/boards-and-councils/board-electricity



3100 Humboldt Ave S
Minneapolis, MN 55408

February 12, 2025

The Electrical Association is writing to express our collective support for the Minnesota Department of Labor and Industry's proposed fee adjustments for electrical permitting and inspection services.

Rationale for Support

After careful consideration, we believe these fee increases are essential and justified for the following reasons:

1. The current fee structure has remained unchanged since 2007, failing to keep pace with the actual costs of providing critical safety inspection services.
2. The proposed fee adjustments represent a responsible approach to ensuring adequate funding for the electrical inspections unit.
3. The modest increases will directly support the continued high-quality work of electrical inspectors who play a crucial role in public safety.

Proposed Fee Adjustments

We specifically endorse the following proposed changes:

- Support the new \$25 application fee
- Support the \$10 remote virtual inspection fee
- Increasing the minimum inspection fee from \$35 to \$55
- Raising the circuit fee from \$6 to \$12

Closing Statement

We urge the Minnesota Legislature to approve these necessary and reasonable fee increases to maintain the highest standards of electrical safety and inspection services.

Respectfully submitted,

A handwritten signature in black ink that reads "Jay A. Lewis".

Jay Lewis
Lewis Electrical Contracting and Consulting Services Inc.
Chair of the Electrical Association Board
Electrical Association

Empowering Contractors



525 Park Street, Suite #110
Saint Paul, MN 55103

651.632.8929

March 25, 2025

Co-Chair Dave Pinto
Co-Chair Dave Baker
Committee on Workforce, Labor, Economic Development Finance and Policy
Centennial Office Building
St. Paul, MN 55155

Re: HF 2441 - Pinto: Department of Labor and Industry, Workers Compensation Court of Appeals and Bureau of Mediation Services Budget Bill

Co-Chairs Pinto and Baker, and Committee Members:

Associated General Contractors of Minnesota (AGC of MN) is a construction industry trade association that promotes opportunity and excellence in the building and road construction industries. The legislature has taken significant action in the last six years in attempts to stop wage theft and, lately, improper misclassification of employees in the construction industry. We have had differing viewpoints from the Department of Labor and Industry at times, particularly on changes specific to construction contracting, on how to root out bad actors while mitigating unintended consequences on people and businesses who do the right thing and follow the law.

Despite these differing beliefs on some policy, AGC views ourselves as partners with DLI and have always supported their ability to enforce current law. It is not in the State nor the construction industry's interest to craft more laws without enforcing the laws we have, such as tax fraud or unemployment or workers' compensation fraud. We support DLI's request for base funding plus additional 2.5 FTEs for worker misclassification enforcement (line 3.19 – 3.22 of H.F. 2441) to follow through on enforcement. We understand the Legislature has a big task to balance the budget with the current fiscal outlook and appreciate your consideration as the budget setting process continues.

Sincerely,

Laura Ziegler
Director of Highway/Heavy and Government Affairs



March 12, 2025

Co-Chair Pinto, Co-Chair Baker, and Honorable Members of the House Labor Committee,

I am writing on behalf of the Minnesota State Building and Construction Trades Council to express our strong support for HF2441, the Minnesota Department of Labor and Industry (DLI) budget bill currently under consideration. Adequate funding for DLI is crucial for ensuring the efficient operation of inspections, permitting, and plan reviews, which are essential for advancing construction projects across our state.

Timely and thorough inspections, efficient permit pulling processes, and rigorous plan reviews form the bedrock of a predictable and conducive environment for both workers and businesses in the construction sector. These activities not only uphold safety standards but also facilitate the smooth progression of projects, contributing to economic growth and job creation in Minnesota.

A key part of this bill is ensuring the financial stability of DLI's Construction Codes and Licensing Division (CCLD), which plays a critical role in keeping projects moving safely and efficiently. The reality is that essential units have been operating at a deficit for years. If left unaddressed, this funding shortfall threatens to slow down the services that our industry depends on to maintain momentum on job sites. The proposed fee adjustments are necessary to align these programs with the costs of providing services. Importantly, these fees have remained unchanged since 2007, despite inflation and rising operational costs. Ensuring CCLD can fund itself through these fees will allow for timely inspections and reviews, reducing bottlenecks and uncertainty for both workers and contractors, while maintaining high safety and quality standards.

By maintaining stable funding levels for DLI, we can ensure that projects proceed without unnecessary delays, providing certainty to workers, contractors, and developers alike. This predictability fosters investment and innovation within our industry, supporting a robust economic environment that benefits all Minnesotans.

Supporting the DLI budget bill is a prudent investment in Minnesota's future prosperity. By prioritizing full and stable funding for inspections, permitting, and plan reviews, we can ensure that our state remains a desirable place to live, work, and do business. Thank you for your attention to this critical matter.

Sincerely,

Tom Dicklich
Executive Director
Minnesota State Building and Construction Trades Council

Re: SF2373, McEwen

March 12, 2025

Chair McEwen and members of the Labor Committee,

On behalf of the housing industry in Minnesota, Housing First Minnesota offers this letter in support of reasonable adjustments to the electrical inspections and plumbing review and inspections included in SF2373, authored by Senator McEwen.

By way of background, Housing First Minnesota is a trade association of nearly one thousand members of the housing industry with the mission of homeownership opportunities for all.

Electrical and plumbing inspections are an important piece of the construction process in Minnesota. Today, we proudly build some of the safest, most durable and most-energy efficient homes in the country. As we've shared with the committee in recent hearings, the housing industry supports proper fees for service. With these fees not being adjusted since 2007, we believe that an adjustment is fair and appropriate.

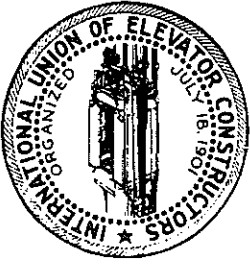
We urge the committee to approve these necessary and reasonable adjustments in an effort to maintain the highest standards of construction safety and inspection services.

Sincerely,



Mark Foster,
Vice President, Legislative & Political Affairs
Housing First Minnesota





INTERNATIONAL UNION OF ELEVATOR CONSTRUCTORS

LOCAL UNION NO. 9
433 Little Canada Road E.
Little Canada, MN 55117

AFFILIATED WITH THE AFL-CIO
Phone: (651) 287-0817
Fax: (651) 287-0820

March 11, 2025

Senator Jennifer A. McEwen
Chair, Labor Committee
Minnesota Senate
3217 Minnesota Senate Bldg.
St. Paul, MN 55155

Re: Elevator inspection fee changes included in SF2373

Chair McEwen and Members of the Senate Labor Committee:

I am writing on behalf of the International Union of Elevator Constructors (IUEC) Local 9 in support of the Minnesota Department of Labor's (DLI) proposed increase to the annual elevator operating permit and inspection fee included within SF2373.

The IUEC Local 9 is a trade union representing more than 550 members who construct, modernize, repair, and service elevators, escalators, moving walkways, and other conveyances across Minnesota, North Dakota, and Western Wisconsin.

Our members are proud to exceed the state's rigorous training, work experience, and licensing examination requirements to earn their elevator constructor license, and we work every day in our communities to ensure all elevator equipment in Minnesota meets the highest standards of safety and reliability. In support of this mission, DLI's timely inspections of all newly installed and altered elevators, as well as periodic safety inspections of the state's more than 24,000 existing elevators, is critical to keeping the state's elevators safe and dependable.

The current elevator operating permit fee was set in statute in 2007 to fund these safety inspections and the enforcement of the state's elevator code. After nearly 20 years and an ever-growing number of elevators requiring inspection, IUEC Local 9 is supportive of DLI's proposal to increase to the annual elevator operating permit fee from \$100 to \$145 in order to support additional FTE elevator inspectors.

Thank you for supporting our union and our mission to make sure Minnesota's elevators are constructed and maintained to the highest standards.

Ryan Parkos
Business Manager
International Union of Elevator Constructors Local 9



January 24, 2025

On behalf of the Minnesota Pipe Trades Association representing over 9,000 union members in the piping industry and the Minnesota Mechanical Contractors Association representing 130 mechanical contractors, we are submitting this joint letter in support of the plumbing plan review and plumbing inspection fee increases proposed by the Minnesota Department of Labor and Industry.

Since the Construction Code and Licensing Division (CCLD) operates on a fee for service basis, fees charged for these services must align with the department's costs. With these fees not being adjusted in nearly 20 years the plumbing plan review and inspection units are operating at a deficit. A growing number of construction projects, inflationary and other cost increases are contributing to this deficit.

If this deficit is not addressed, it will lead to layoffs and a decrease in the quality of service the department is able to provide primarily leading to increased wait times for inspections and plan reviews. This will delay our industry's ability to build on reasonable timelines, harming contractors, workers, and consumers alike. Also, it is imperative for the health of the public and the protection of the potable water supply that the CCLD plumbing units have the capacity to review and inspect plumbing systems to a high standard ensuring correct installation. Thank you for your time and consideration in this matter.

Andrew Campeau
President of the Minnesota
Pipe Trades Association

Ryan SanCartier
Government Affairs Liaison
MN Mechanical Contractors Association

March 25, 2025

Chair Pinto, Chair Baker, and Members of the House Workforce, Labor, and Economic Development Finance and Policy Committee:

Thank you for the opportunity to submit written testimony on HF 2441, establishing a biennial budget for the Department of Labor and Industry, Workers' Compensation Court of Appeals, and Bureau of Mediation Services.

Minnesota Realtors® (MNR) was founded in 1919 and is a business trade association with a membership of over 21,000 real estate professionals statewide.

Article 2 of the bill includes Department of Labor and Industry policy provisions, including several provisions that would affect the sale and transfer of manufactured homes. MNR is still in the process of reviewing these manufactured home provisions and how these proposed changes would affect the transfer of used manufactured homes.

We are in ongoing conversations with both the Minnesota Department of Labor and Industry (DLI) and the Manufactured and Modular Home Association of Minnesota regarding these provisions, particularly the changes proposed in Article 2, Sec. 25, which replaces the current Notice of Compliance Form with a new form and requirements for the sale of used manufactured homes. We are concerned that this provision will result in the owner having to complete all the work required on the property before offering it for sale. This would be a significant financial burden for many manufactured homeowners.

MNR looks forward to continuing this discussion with DLI and other affected stakeholders to ensure the proposed changes do not place significant costs and administrative barriers on owners of used manufactured homes who want or need to sell their property.

Thank you again for the opportunity to offer written testimony on HF 2441.

Sincerely,



Paul Eger
Senior Vice President, Governmental Affairs
Minnesota Realtors®



Date, 2025

Elected Official Title and Name,

On behalf of the Minnesota International Brotherhood of Electrical Workers (IBEW) State Council representing over 15,000 union members in the electrical industry and the Minnesota Contractors of the National Electrical Contractors Association representing over 120 electrical contractors, we are submitting this joint letter in support of the electrical inspection fee increases proposed by the Minnesota Department of Labor and Industry.

Since the Construction Code and Licensing Division (CCLD) operates on a fee for service basis, fees charged for these services must align with the department's costs. With these fees not being adjusted in nearly 20 years the electrical inspections unit is operating at a deficit. A growing number of construction projects, inflationary and other cost increases are contributing to this deficit.

If this deficit is not addressed, it will decrease the quality of service the department is able to provide primarily leading to increased wait times for inspections. This will delay our industry's ability to build on reasonable timelines harming contractors, workers, building owners and consumers alike. Also, it is incredibly important for public safety that the CCLD electrical inspections unit has the capacity to inspect electrical systems to a high standard ensuring correct installation. Thank you for your time and consideration in this matter.

Joel Johnson
Legislative Director
IBEW State Council

Ryan SanCartier
Government Affairs Liaison
MN National Electrical Contractors Association



Opening doors to better living.

**THE VOICE OF FACTORY-BUILT MANUFACTURED HOMES AND
MODULAR HOMES IN MINNESOTA**

Testimony of Mark Brunner, MMHA
2025 Session

An Overview of Today's Factory-Built Homes

Manufactured & Modular Homes



Manufactured Home or Modular Home



Modular Home



Modular Home



**Duplex Modular or
Manufactured Home**



Manufactured Home



Manufactured Home



Manufactured Home

MMHA

The Voice of the Minnesota's Factory-Built Housing Industry

MMHA Speaks for:

- Minnesota's Factory Home Builders
- Minnesota's 900+ Privately Owned Manufactured Home Communities
- Manufactured Home & Modular Home Sales Centers
- Manufactured Home Installers and Residential Contractors
- Financial Services and Mortgage Companies
- Service and Supplier Companies

www.mnmanufacturedhome.com

www.mnmanufacturedhome.com



Opening doors to better living

Today's Factory-Built Homes

**A Bipartisan
Solution**



HUD Secretary Marcia Fudge Tours Manufactured Homes on the National Mall

“This may, in fact, be the future of housing, and we are on the cutting edge of making it happen for every single American. They are energy efficient, they are resilient, and they are really, nice looking. We are more than 1 million and a half homes short, right now, today. We are finding ways to do more financing of manufactured homes, so it is going to be a major part of the solution.”

Today's Factory-Built Homes

**A Bipartisan
Solution**



HUD Secretary-Designate Scott Turner

Tours Manufactured Homes on the National Mall

“Manufactured homes are such a viable option for cities and other entities and could be life changing for many, thank you for being innovative and risk takers in creating these types of homes.” (2019)



MANUFACTURED & MODULAR HOMES

**Minnesota's Largest Source of
Non-Subsidized
Attainable Workforce Housing**



Today's Factory-Built Homes

- Factory-built homes are Minnesota's largest source of non-subsidized, attainable housing, accounting for nearly 15% of all new single-family homes sold. For many Minnesotans, factory-built homes represent the difference between joining the ranks of those realizing the dream of homeownership, versus remaining perpetual renters.

Today's Factory-Built Homes

- The industry in Minnesota employs around 3,000 workers at 1,200 mostly small businesses. There are 14 factories authorized to build manufactured and/or modular homes in Minnesota, the largest of which are in **Redwood Falls, Montevideo, Red Lake Falls, Worthington, and Detroit Lakes.**
- There are nearly 1,000 privately owned, licensed manufactured home communities in the state, providing land-lease home sites to 50,000 families.

Today's Factory-Built Homes

- The industry estimates that 85% of all new manufactured homes sold in Minnesota are affixed to real property and financed with traditional or conventional Fannie/Freddie mortgages. The remaining 15% of new homes sold are sited on leased land in one of the State's nearly 1,000 manufactured home communities, or on family farmland for adult children who desire to remain involved in the family's business. In either situation, manufactured homes are classified as single-family residential dwellings and qualify for the mortgage interest tax deduction.

Today's Factory-Built Homes

- Factory-built home construction costs can be 20-40% less than the cost of traditional on-site construction. Oftentimes, the savings are the difference for someone being able to afford a down payment as a first-time homebuyer or remaining perpetual renters.
- Some of the savings are achieved by the climatically controlled environment in which homes are built, eliminating weather damage to materials or lost days or weeks due to outdoor weather conditions.
- Factory home builders purchase their building materials in large quantities, taking advantage of volume pricing from supplies.
- Theft of building materials and vandalism at the home site can account for up to 5% of site-constructed home costs. With the factory-building process, these threats are virtually eliminated.
- Finally, construction financing costs caused by delays from the weather and subcontractor scheduling problems are reduced.

Today's Factory-Built Homes

- Generally, modular homes and manufactured homes are built in the same factory with many of the same component products and by the same highly skilled workers – the difference is in the building code.
- Manufactured homes are built to a Federal Building Code, often referred to as the “HUD Code,” which is a performance-based building code and adopted as a part of the Minnesota State Building Code.
- Modular homes are built to the Minnesota’s Residential or Site Built Building Code and transported from the plant to the home site on a removable chassis, which is then returned to the factory and recycled.
- Both are rigorously inspected throughout the entire construction process receiving a seal of approval with a State of Minnesota IIBC label or Federal HUD label before a final Certificate of Occupancy is issued.

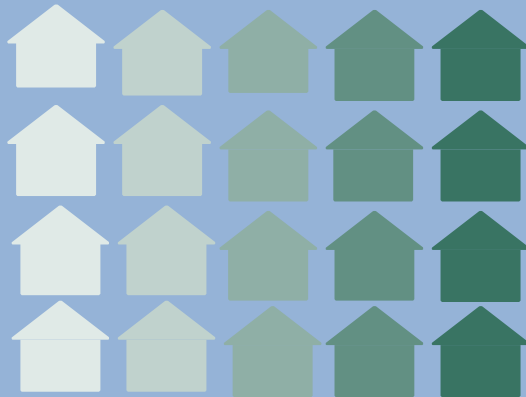
Today's Factory-Built Homes

Economic Impact:

- Over \$1-Billion economic impact on Minnesota's economy.
- Approximately 200,000 Minnesotans reside in manufactured homes.
- Average sales price of a new manufactured home without land; \$71,000.
- Approximately 1,400 manufacturing jobs in Minnesota are related to factory-built homes.
- In Greater Minnesota, factory-built homes play a critical role in economic expansion and the ability to attract new businesses and employees as a source of workforce housing.

Manufactured Homes in the United States

Manufactured Home Communities



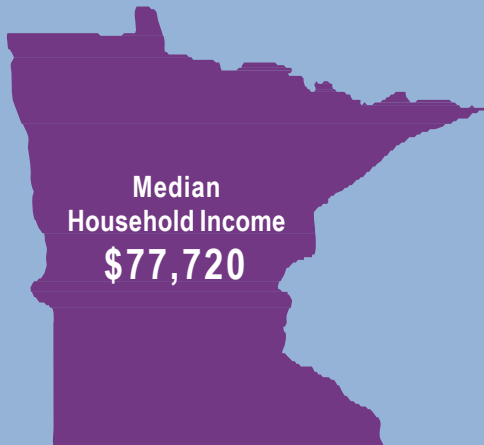
**45,000 land-lease manufactured
home communities**

4.3 million home sites

**Nearly 1,000 licensed manufactured
home communities in the State of
Minnesota with 50,000 home sites**

Manufactured Homes in the United States

Average Sales Price of a New Manufactured Home



*U.S. Median Household Income \$69,717

	Overall*	Single Section*	Multi-Section*	New Site-Built
Minnesota State Total	\$69,500	\$53,800	\$86,300	\$331,000 [†]
United States Total	\$68,000	\$45,600	\$86,700	\$276,284*

*Without Land

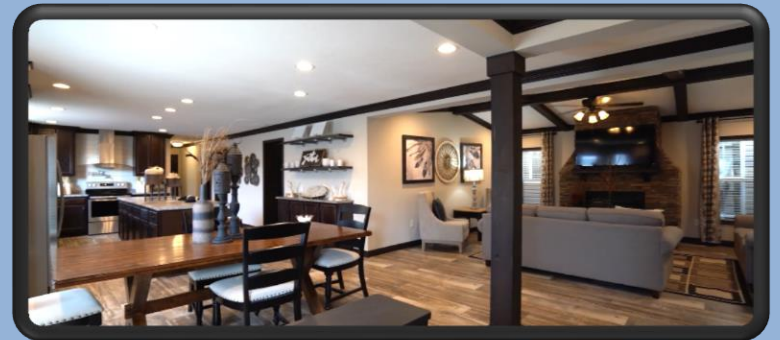
[†]With Land by Census Region



Sources: 2021 U.S. Census Bureau ACS One Year Estimates; U.S. Census Bureau Survey of Construction



About the MMHA and Minnesota
Factory Built Homes



Factory Built Homes Offer a Variety
of Choices in Floorplans and
Designs for Minnesota Families



Going Green with Today's
Factory Built Homes



Understanding Factory Built
Construction Terminology and
Code Differences