

efile Public Visual Render		ObjectId: 202443199349303964 - Submission: 2024-11-14	TIN: 36-2085558
Form 990	Return of Organization Exempt From Income Tax		OMB No. 1545-0047
Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except private foundations)		2023	
Do not enter social security numbers on this form as it may be made public.		Open to Public Inspection	
Go to www.irs.gov/Form990 for instructions and the latest information.			
Department of the Treasury Internal Revenue Service			

A For the 2023 calendar year, or tax year beginning 01-01-2023 , and ending 12-31-2023			
B Check if applicable: <input type="checkbox"/> Address change <input type="checkbox"/> Name change <input type="checkbox"/> Initial return <input type="checkbox"/> Final return/terminated <input type="checkbox"/> Amended return <input type="checkbox"/> Application pending		C Name of organization MANUFACTURED HOUSING INSTITUTE	
		D Employer identification number 36-2085558	
		E Telephone number (703) 558-0400	
		G Gross receipts \$ 8,141,121	
		F Name and address of principal officer: MARK BOWERSOX 1655 FORT MYER DRIVE 200 ARLINGTON, VA 22209	
I Tax-exempt status: <input type="checkbox"/> 501(c)(3) <input checked="" type="checkbox"/> 501(c) (6) (insert no.) <input type="checkbox"/> 4947(a)(1) or <input type="checkbox"/> 527		H(a) Is this a group return for subordinates? <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	
J Website: WWW.MANUFACTUREDHOUSING.ORG		H(b) Are all subordinates included? <input type="checkbox"/> Yes <input type="checkbox"/> No	
		If "No," attach a list. See instructions.	
K Form of organization: <input checked="" type="checkbox"/> Corporation <input type="checkbox"/> Trust <input type="checkbox"/> Association <input type="checkbox"/> Other		H(c) Group exemption number	
		L Year of formation: 1936	
		M State of legal domicile: IL	

Part I Summary			
Activities & Governance	1 Briefly describe the organization's mission or most significant activities: NATIONAL TRADE ORGANIZATION REPRESENTING ALL SEGMENTS OF THE FACTORY-BUILT HOUSING INDUSTRY.		
	2 Check this box <input type="checkbox"/>		
	3 Number of voting members of the governing body (Part VI, line 1a)		3 17
	4 Number of independent voting members of the governing body (Part VI, line 1b)		4 17
	5 Total number of individuals employed in calendar year 2023 (Part V, line 2a)		5 13
6 Total number of volunteers (estimate if necessary)		6 25	
7a Total unrelated business revenue from Part VIII, column (C), line 12		7a 1,167	
b Net unrelated business taxable income from Form 990-T, Part I, line 11		7b 0	
Revenue	8 Contributions and grants (Part VIII, line 1h)		Prior Year 0 Current Year 0
	9 Program service revenue (Part VIII, line 2g)		6,982,634 6,550,521
	10 Investment income (Part VIII, column (A), lines 3, 4, and 7d)		122,220 206,177
	11 Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e)		126,038 55,153
	12 Total revenue—add lines 8 through 11 (must equal Part VIII, column (A), line 12)		7,230,892 6,811,851
Expenses	13 Grants and similar amounts paid (Part IX, column (A), lines 1–3)		0 0
	14 Benefits paid to or for members (Part IX, column (A), line 4)		0 0
	15 Salaries, other compensation, employee benefits (Part IX, column (A), lines 5–10)		2,670,326 2,491,249
	16a Professional fundraising fees (Part IX, column (A), line 11e)		0 0
	b Total fundraising expenses (Part IX, column (D), line 25) 0		
	17 Other expenses (Part IX, column (A), lines 11a–11d, 11f–24e)		3,476,520 3,897,738
	18 Total expenses. Add lines 13–17 (must equal Part IX, column (A), line 25)		6,146,846 6,388,987
	19 Revenue less expenses. Subtract line 18 from line 12		1,084,046 422,864
Net Assets or Fund Balances	20 Total assets (Part X, line 16)		Beginning of Current Year 9,323,667 End of Year 9,862,453
	21 Total liabilities (Part X, line 26)		1,764,496 1,330,118
	22 Net assets or fund balances. Subtract line 21 from line 20		7,559,171 8,532,335

Part II Signature Block	
Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than officer) is based on all information of which preparer has any knowledge.	

Sign Here

Signature of officer
MARK BOWERSOX PRESIDENT
Type or print name and title

2024-11-13
Date

Paid Preparer Use Only

Print/Type preparer's name

Preparer's signature

Date
2024-11-12

Check ☐ if self-employed

PTIN
P01345960

Firm's name

CLIFTONLARSONALLEN LLP

Firm's EIN

41-0746749

Firm's address

901 NORTH GLEBE ROAD SUITE 200
ARLINGTON, VA 22203

Phone no. (571) 227-9500

May the IRS discuss this return with the preparer shown above? See Instructions. ☒ Yes ☐ No

For Paperwork Reduction Act Notice, see the separate instructions. Cat. No. 11282Y Form 990 (2023)

Part IIIStatement of Program Service Accomplishments

Check if Schedule O contains a response or note to any line in this Part III ☒

1

Briefly describe the organization's mission:
THE MANUFACTURED HOUSING INSTITUTE (MHI) IS THE ONLY NATIONAL TRADE ORGANIZATION REPRESENTING ALL SEGMENTS OF THE FACTORY-BUILT HOUSING INDUSTRY. MHI MEMBERS INCLUDE HOME BUILDERS, RETAILERS, COMMUNITY OPERATORS, LENDERS, SUPPLIERS AND AFFILIATED STATE ORGANIZATIONS. MEMBERS ARE RESPONSIBLE FOR MORE THAN 85 PERCENT OF THE HOMES PRODUCED EACH YEAR.

2

Did the organization undertake any significant program services during the year which were not listed on the prior Form 990 or 990-EZ? ☐ Yes ☒ No
If "Yes," describe these new services on Schedule O.

3

Did the organization cease conducting, or make significant changes in how it conducts, any program services? ☐ Yes ☒ No
If "Yes," describe these changes on Schedule O.

4

Describe the organization's program service accomplishments for each of its three largest program services, as measured by expenses. Section 501(c)(3) and 501(c)(4) organizations are required to report the amount of grants and allocations to others, the total expenses, and revenue, if any, for each program service reported.

4a

(Code:) (Expenses \$ including grants of \$) (Revenue \$)
PURSUED EQUITABLE INDUSTRY RECOGNITION IN THE ACTIVITIES OF THE LEGISLATIVE AND EXECUTIVE BRANCHES OF THE FEDERAL GOVERNMENT BY ANALYSIS OF FEDERAL LEGISLATION CONTAINING PROVISIONS AFFECTING THE MANUFACTURED HOUSING INDUSTRY, INITIATED FEDERAL LEGISLATION OR ADMINISTRATIVE ACTION TO ADVANCE INDUSTRY INTEREST, AND INTERACTED WITH APPROPRIATE GOVERNMENT OFFICIALS AND RELATED ORGANIZATIONS TO ENHANCE INDUSTRY RECOGNITION AND PROPER CONSIDERATION OF INDUSTRY NEEDS.

4b

(Code:) (Expenses \$ including grants of \$) (Revenue \$)
SOUGHT TO OBTAIN REASONABLE FEDERAL CONSTRUCTION AND SAFETY CODES AND STANDARDS FOR THE MANUFACTURED HOUSING INDUSTRY, OFFERED PROGRAMS TO ENHANCE THE RECOGNITION AND IMAGE OF THE MANUFACTURED HOUSING INDUSTRY, OFFERED PROGRAMS AND DISTRIBUTED COMMUNITY DEVELOPMENT INFORMATION TO PROMOTE THE SUCCESSFUL OPERATION OF MANUFACTURED HOME COMMUNITIES.

4c

(Code:) (Expenses \$ including grants of \$) (Revenue \$)
ENABLED MHI TO BE A RECOGNIZED SOURCE OF INFORMATION REGARDING THE MANUFACTURED HOUSING INDUSTRY THROUGH ACCUMULATION AND DISTRIBUTION OF INDUSTRY INFORMATION AND STATISTICS TO GOVERNMENT OFFICIALS, THE MEDIA, AND GENERAL PUBLIC. ALSO OFFERED PROGRAMS DESIGNED TO INCREASE INDUSTRY SALES NATIONWIDE BY ENCOURAGING POLICIES TO DEVELOP MANUFACTURED HOUSING COMMUNITIES AND PRIVATE LOT PLACEMENTS.

4d

Other program services (Describe in Schedule O.)
(Expenses \$ including grants of \$) (Revenue \$)

4e

Total program service expenses

Part IVChecklist of Required Schedules

1

Is the organization described in section 501(c)(3) or 4947(a)(1) (other than a private foundation)? If "Yes," complete Schedule A

1

☐ Yes ☒ No

2

Is the organization required to complete Schedule B, Schedule of Contributors? See instructions.

2

☐ Yes ☒ No

3

Did the organization engage in direct or indirect political campaign activities on behalf of or in opposition to candidates for public office? If "Yes," complete Schedule C, Part I

3

☐ Yes ☒ No

4

Section 501(c)(3) organizations. Did the organization engage in lobbying activities, or have a section 501(h)

4

☐ Yes ☒ No

election in effect during the tax year? If "Yes," complete Schedule C, Part II	4		
5 Is the organization a section 501(c)(4), 501(c)(5), or 501(c)(6) organization that receives membership dues, assessments, or similar amounts as defined in Rev. Proc. 98-19? If "Yes," complete Schedule C, Part III	5	Yes	
6 Did the organization maintain any donor advised funds or any similar funds or accounts for which donors have the right to provide advice on the distribution or investment of amounts in such funds or accounts? If "Yes," complete Schedule D, Part I	6		No
7 Did the organization receive or hold a conservation easement, including easements to preserve open space, the environment, historic land areas, or historic structures? If "Yes," complete Schedule D, Part II	7		No
8 Did the organization maintain collections of works of art, historical treasures, or other similar assets? If "Yes," complete Schedule D, Part III	8		No
9 Did the organization report an amount in Part X, line 21 for escrow or custodial account liability; serve as a custodian for amounts not listed in Part X; or provide credit counseling, debt management, credit repair, or debt negotiation services? If "Yes," complete Schedule D, Part IV	9		No
10 Did the organization, directly or through a related organization, hold assets in temporarily restricted endowments, permanent endowments, or quasi endowments? If "Yes," complete Schedule D, Part V	10		No
11 If the organization's answer to any of the following questions is "Yes," then complete Schedule D, Parts VI, VII, VIII, IX, or X, as applicable.			
a Did the organization report an amount for land, buildings, and equipment in Part X, line 10? If "Yes," complete Schedule D, Part VI.	11a	Yes	
b Did the organization report an amount for investments—other securities in Part X, line 12 that is 5% or more of its total assets reported in Part X, line 16? If "Yes," complete Schedule D, Part VII	11b		No
c Did the organization report an amount for investments—program related in Part X, line 13 that is 5% or more of its total assets reported in Part X, line 16? If "Yes," complete Schedule D, Part VIII	11c		No
d Did the organization report an amount for other assets in Part X, line 15 that is 5% or more of its total assets reported in Part X, line 16? If "Yes," complete Schedule D, Part IX	11d	Yes	
e Did the organization report an amount for other liabilities in Part X, line 25? If "Yes," complete Schedule D, Part X	11e	Yes	
f Did the organization's separate or consolidated financial statements for the tax year include a footnote that addresses the organization's liability for uncertain tax positions under FIN 48 (ASC 740)? If "Yes," complete Schedule D, Part X	11f		No
12a Did the organization obtain separate, independent audited financial statements for the tax year? If "Yes," complete Schedule D, Parts XI and XII	12a		No
b Was the organization included in consolidated, independent audited financial statements for the tax year? If "Yes," and if the organization answered "No" to line 12a, then completing Schedule D, Parts XI and XII is optional	12b	Yes	
13 Is the organization a school described in section 170(b)(1)(A)(ii)? If "Yes," complete Schedule E	13		No
14a Did the organization maintain an office, employees, or agents outside of the United States?	14a		No
b Did the organization have aggregate revenues or expenses of more than \$10,000 from grantmaking, fundraising, business, investment, and program service activities outside the United States, or aggregate foreign investments valued at \$100,000 or more? If "Yes," complete Schedule F, Parts I and IV	14b		No
15 Did the organization report on Part IX, column (A), line 3, more than \$5,000 of grants or other assistance to or for any foreign organization? If "Yes," complete Schedule F, Parts II and IV	15		No
16 Did the organization report on Part IX, column (A), line 3, more than \$5,000 of aggregate grants or other assistance to or for foreign individuals? If "Yes," complete Schedule F, Parts III and IV	16		No
17 Did the organization report a total of more than \$15,000 of expenses for professional fundraising services on Part IX, column (A), lines 6 and 11e? If "Yes," complete Schedule G, Part I. See instructions.	17		No
18 Did the organization report more than \$15,000 total of fundraising event gross income and contributions on Part VIII, lines 1c and 8a? If "Yes," complete Schedule G, Part II	18		No
19 Did the organization report more than \$15,000 of gross income from gaming activities on Part VIII, line 9a? If "Yes," complete Schedule G, Part III	19		No
20a Did the organization operate one or more hospital facilities? If "Yes," complete Schedule H	20a		No
b If "Yes" to line 20a, did the organization attach a copy of its audited financial statements to this return?	20b		
21 Did the organization report more than \$5,000 of grants or other assistance to any domestic organization or domestic government on Part IX, column (A), line 1? If "Yes," complete Schedule I, Parts I and II	21		No

Form 990 (2023)

Part IV Checklist of Required Schedules (continued)

	Yes	No
22 Did the organization report more than \$5,000 of grants or other assistance to or for domestic individuals on Part IX, column (A), line 2? If "Yes," complete Schedule I, Parts I and III	22	No
23 Did the organization answer "Yes" to Part VII, Section A, line 3, 4, or 5, about compensation of the organization's current and former officers, directors, trustees, key employees, and highest compensated employees? If "Yes," complete Schedule J	23	Yes

24a	Did the organization have a tax-exempt bond issue with an outstanding principal amount of more than \$100,000 as of the last day of the year, that was issued after December 31, 2002? If "Yes," answer lines 24b through 24d and complete Schedule K. If "No," go to line 25a	24a		No
b	Did the organization invest any proceeds of tax-exempt bonds beyond a temporary period exception?	24b		
c	Did the organization maintain an escrow account other than a refunding escrow at any time during the year to defease any tax-exempt bonds?	24c		
d	Did the organization act as an "on behalf of" issuer for bonds outstanding at any time during the year?	24d		
25a	Section 501(c)(3), 501(c)(4), and 501(c)(29) organizations. Did the organization engage in an excess benefit transaction with a disqualified person during the year? If "Yes," complete Schedule L, Part I	25a		
b	Is the organization aware that it engaged in an excess benefit transaction with a disqualified person in a prior year, and that the transaction has not been reported on any of the organization's prior Forms 990 or 990-EZ? If "Yes," complete Schedule L, Part I	25b		
26	Did the organization report any amount on Part X, line 5 or 22 for receivables from or payables to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons? If "Yes," complete Schedule L, Part II	26		No
27	Did the organization provide a grant or other assistance to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or employee thereof, a grant selection committee member, or to a 35% controlled entity (including an employee thereof) or family member of any of these persons? If "Yes," complete Schedule L, Part III	27		No
28	Was the organization a party to a business transaction with one of the following parties (see the Schedule L, Part IV instructions for applicable filing thresholds, conditions, and exceptions):			
a	A current or former officer, director, trustee, key employee, creator or founder, or substantial contributor? If "Yes," complete Schedule L, Part IV	28a		No
b	A family member of any individual described in line 28a? If "Yes," complete Schedule L, Part IV	28b		No
c	A 35% controlled entity of one or more individuals and/or organizations described in line 28a or 28b? If "Yes," complete Schedule L, Part IV	28c		No
29	Did the organization receive more than \$25,000 in non-cash contributions? If "Yes," complete Schedule M	29		No
30	Did the organization receive contributions of art, historical treasures, or other similar assets, or qualified conservation contributions? If "Yes," complete Schedule M	30		No
31	Did the organization liquidate, terminate, or dissolve and cease operations? If "Yes," complete Schedule N, Part I	31		No
32	Did the organization sell, exchange, dispose of, or transfer more than 25% of its net assets? If "Yes," complete Schedule N, Part II	32		No
33	Did the organization own 100% of an entity disregarded as separate from the organization under Regulations sections 301.7701-2 and 301.7701-3? If "Yes," complete Schedule R, Part I	33		No
34	Was the organization related to any tax-exempt or taxable entity? If "Yes," complete Schedule R, Part II, III, or IV, and Part V, line 1	34	Yes	
35a	Did the organization have a controlled entity within the meaning of section 512(b)(13)?	35a	Yes	
b	If 'Yes' to line 35a, did the organization receive any payment from or engage in any transaction with a controlled entity within the meaning of section 512(b)(13)? If "Yes," complete Schedule R, Part V, line 2	35b		No
36	Section 501(c)(3) organizations. Did the organization make any transfers to an exempt non-charitable related organization? If "Yes," complete Schedule R, Part V, line 2	36		
37	Did the organization conduct more than 5% of its activities through an entity that is not a related organization and that is treated as a partnership for federal income tax purposes? If "Yes," complete Schedule R, Part VI	37		No
38	Did the organization complete Schedule O and provide explanations on Schedule O for Part VI, lines 11b and 19? Note. All Form 990 filers are required to complete Schedule O.	38	Yes	

Form 990 (2023)

Part V Statements Regarding Other IRS Filings and Tax Compliance				
Check if Schedule O contains a response or note to any line in this Part V <input type="checkbox"/>				
1a	Enter the number reported in box 3 of Form 1096. Enter -0- if not applicable	1a	25	
b	Enter the number of Forms W-2G included on line 1a. Enter -0- if not applicable	1b	0	
c	Did the organization comply with backup withholding rules for reportable payments to vendors and reportable gaming (gambling) winnings to prize winners?	1c		

Part V Statements Regarding Other IRS Filings and Tax Compliance (continued)				
2a	Enter the number of employees reported on Form W-3, Transmittal of Wage and Tax Statements, filed for the calendar year ending with or within the year covered by this return	2a	13	
b	If at least one is reported on line 2a, did the organization file all required federal employment tax returns?	2b	Yes	
2c	Did the organization have unrelated business gross income of \$1,000 or more during the year?	2c	Yes	

3a	Did the organization have unrelated business gross income of \$1,000 or more during the year?	3a	Yes	
b	If "Yes," has it filed a Form 990-T for this year? If "No" to line 3b, provide an explanation in Schedule O	3b	Yes	
4a	At any time during the calendar year, did the organization have an interest in, or a signature or other authority over, a financial account in a foreign country (such as a bank account, securities account, or other financial account)?	4a		No
b	If "Yes," enter the name of the foreign country: _____ See instructions for filing requirements for FinCEN Form 114, Report of Foreign Bank and Financial Accounts (FBAR).			
5a	Was the organization a party to a prohibited tax shelter transaction at any time during the tax year?	5a		No
b	Did any taxable party notify the organization that it was or is a party to a prohibited tax shelter transaction?	5b		No
c	If "Yes," to line 5a or 5b, did the organization file Form 8886-T?	5c		
6a	Does the organization have annual gross receipts that are normally greater than \$100,000, and did the organization solicit any contributions that were not tax deductible as charitable contributions?	6a		No
b	If "Yes," did the organization include with every solicitation an express statement that such contributions or gifts were not tax deductible?	6b		
7	Organizations that may receive deductible contributions under section 170(c).			
a	Did the organization receive a payment in excess of \$75 made partly as a contribution and partly for goods and services provided to the payor?	7a		
b	If "Yes," did the organization notify the donor of the value of the goods or services provided?	7b		
c	Did the organization sell, exchange, or otherwise dispose of tangible personal property for which it was required to file Form 8282?	7c		
d	If "Yes," indicate the number of Forms 8282 filed during the year	7d		
e	Did the organization receive any funds, directly or indirectly, to pay premiums on a personal benefit contract?	7e		
f	Did the organization, during the year, pay premiums, directly or indirectly, on a personal benefit contract?	7f		
g	If the organization received a contribution of qualified intellectual property, did the organization file Form 8899 as required?	7g		
h	If the organization received a contribution of cars, boats, airplanes, or other vehicles, did the organization file a Form 1098-C?	7h		
8	Sponsoring organizations maintaining donor advised funds. Did a donor advised fund maintained by the sponsoring organization have excess business holdings at any time during the year?	8		
9	Sponsoring organizations maintaining donor advised funds.			
a	Did the sponsoring organization make any taxable distributions under section 4966?	9a		
b	Did the sponsoring organization make a distribution to a donor, donor advisor, or related person?	9b		
10	Section 501(c)(7) organizations. Enter:			
a	Initiation fees and capital contributions included on Part VIII, line 12	10a		
b	Gross receipts, included on Form 990, Part VIII, line 12, for public use of club facilities	10b		
11	Section 501(c)(12) organizations. Enter:			
a	Gross income from members or shareholders	11a		
b	Gross income from other sources. (Do not net amounts due or paid to other sources against amounts due or received from them.)	11b		
12a	Section 4947(a)(1) non-exempt charitable trusts. Is the organization filing Form 990 in lieu of Form 1041?	12a		
b	If "Yes," enter the amount of tax-exempt interest received or accrued during the year.	12b		
13	Section 501(c)(29) qualified nonprofit health insurance issuers.			
a	Is the organization licensed to issue qualified health plans in more than one state? Note. See the instructions for additional information the organization must report on Schedule O.	13a		
b	Enter the amount of reserves the organization is required to maintain by the states in which the organization is licensed to issue qualified health plans	13b		
c	Enter the amount of reserves on hand	13c		
14a	Did the organization receive any payments for indoor tanning services during the tax year?	14a		No
b	If "Yes," has it filed a Form 720 to report these payments? If "No," provide an explanation in Schedule O	14b		
15	Is the organization subject to the section 4960 tax on payment(s) of more than \$1,000,000 in remuneration or excess parachute payment(s) during the year? If "Yes," see the instructions and file Form 4720, Schedule N.	15		No
16	Is the organization an educational institution subject to the section 4968 excise tax on net investment income? If "Yes," complete Form 4720, Schedule O.	16		No
17	Section 501(c)(21) organizations. Did the trust, or any disqualified or other person engage in any activities that would result in the imposition of an excise tax under section 4951, 4952, or 4953? If "Yes," complete Form 6069.	17		

Part VI Governance, Management, and Disclosure. For each "Yes" response to lines 2 through 7b below, and for a "No" response to lines 8a, 8b, or 10b below, describe the circumstances, processes, or changes in Schedule O. See instructions.

Check if Schedule O contains a response or note to any line in this Part VI ☒

Section A. Governing Body and Management

	Yes	No
1a Enter the number of voting members of the governing body at the end of the tax year If there are material differences in voting rights among members of the governing body, or if the governing body delegated broad authority to an executive committee or similar committee, explain in Schedule O.	17	
1b Enter the number of voting members included in line 1a, above, who are independent	17	
2 Did any officer, director, trustee, or key employee have a family relationship or a business relationship with any other officer, director, trustee, or key employee?	2	No
3 Did the organization delegate control over management duties customarily performed by or under the direct supervision of officers, directors or trustees, or key employees to a management company or other person?	3	No
4 Did the organization make any significant changes to its governing documents since the prior Form 990 was filed?	4	No
5 Did the organization become aware during the year of a significant diversion of the organization's assets?	5	No
6 Did the organization have members or stockholders?	6	Yes
7a Did the organization have members, stockholders, or other persons who had the power to elect or appoint one or more members of the governing body?	7a	Yes
7b Are any governance decisions of the organization reserved to (or subject to approval by) members, stockholders, or persons other than the governing body?	7b	Yes
8 Did the organization contemporaneously document the meetings held or written actions undertaken during the year by the following:		
a The governing body?	8a	Yes
b Each committee with authority to act on behalf of the governing body?	8b	No
9 Is there any officer, director, trustee, or key employee listed in Part VII, Section A, who cannot be reached at the organization's mailing address? If "Yes," provide the names and addresses in Schedule O	9	No

Section B. Policies (This Section B requests information about policies not required by the Internal Revenue Code.)

	Yes	No
10a Did the organization have local chapters, branches, or affiliates?	10a	No
b If "Yes," did the organization have written policies and procedures governing the activities of such chapters, affiliates, and branches to ensure their operations are consistent with the organization's exempt purposes?	10b	
11a Has the organization provided a complete copy of this Form 990 to all members of its governing body before filing the form?	11a	No
b Describe on Schedule O the process, if any, used by the organization to review this Form 990.		
12a Did the organization have a written conflict of interest policy? If "No," go to line 13	12a	Yes
b Were officers, directors, or trustees, and key employees required to disclose annually interests that could give rise to conflicts?	12b	Yes
c Did the organization regularly and consistently monitor and enforce compliance with the policy? If "Yes," describe on Schedule O how this was done	12c	No
13 Did the organization have a written whistleblower policy?	13	Yes
14 Did the organization have a written document retention and destruction policy?	14	Yes
15 Did the process for determining compensation of the following persons include a review and approval by independent persons, comparability data, and contemporaneous substantiation of the deliberation and decision?		
a The organization's CEO, Executive Director, or top management official	15a	Yes
b Other officers or key employees of the organization	15b	No
If "Yes" to line 15a or 15b, describe the process on Schedule O. See instructions.		
16a Did the organization invest in, contribute assets to, or participate in a joint venture or similar arrangement with a taxable entity during the year?	16a	No
b If "Yes," did the organization follow a written policy or procedure requiring the organization to evaluate its participation in joint venture arrangements under applicable federal tax law, and take steps to safeguard the organization's exempt status with respect to such arrangements?	16b	

Section C. Disclosure

17 List the states with which a copy of this Form 990 is required to be filed _____

18 Section 6104 requires an organization to make its Form 1023 (1024 or 1024-A, if applicable), 990, and 990-T (section 501(c)(3)s only) available for public inspection. Indicate how you made these available. Check all that apply.

☐ Own website ☐ Another's website ☒ Upon request ☐ Other (explain in Schedule O)

19 Describe in Schedule O whether (and if so, how) the organization made its governing documents, conflict of interest policy, and financial statements available to the public during the tax year.

20 State the name, address, and telephone number of the person who possesses the organization's books and records:
MARK BOWERSOX PRESIDENT 1655 FORT MYER DRIVE SUITE 200 ARLINGTON, VA 22209 (703) 558-0400

Check if Schedule O contains a response or note to any line in this Part VII ☐

☐ Check this box if neither the organization nor any related organization compensated any current officer, director, or trustee.

[illegible]

DIRECTOR	0.00	X								0	0	0
(14) KARL RADDE	5.00											
DIRECTOR	5.00	X								0	0	0
(15) WILLIAM RAFFOUL	5.00											
DIRECTOR	0.00	X								0	0	0
(16) MICHAEL RETZER	5.00											
DIRECTOR	0.00	X								0	0	0
(17) RONNY O ROBERTSON	5.00											
DIRECTOR	0.00	X								0	0	0

Form 990 (2023)

Form 990 (2023)

Page 8

Part VII Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees (continued)

(A) Name and title	(B) Average hours per week (list any hours for related organizations below dotted line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/1099-MISC/1099-NEC)	(E) Reportable compensation from related organizations (W-2/1099-MISC/1099-NEC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional Trustee	Officer	Key employee	Highest compensated employee	Former			
(18) NATHAN SMITH	5.00									
DIRECTOR	0.00	X						0	0	0
(19) JIM FOX	5.00									
DIRECTOR (UNTIL 10/31/23)	0.00	X						0	0	0
(20) RANDY GRUMBINE	5.00									
DIRECTOR (UNTIL 10/31/23)	0.00	X						0	0	0
(21) ERIC HAMILTON	5.00									
DIRECTOR (UNTIL 10/31/23)	0.00	X						0	0	0
(22) TOM HODGES	5.00									
DIRECTOR (UNTIL 10/31/23)	0.00	X						0	0	0
(23) MARK YOST	5.00									
DIRECTOR (UNTIL 10/31/23)	0.00	X						0	0	0
(24) MARK D BOWERSOX	40.00			X				445,590	0	51,544
PRESIDENT	0.00									
(25) LESLI MCCOLLUM GOOCH	40.00			X				443,550	0	47,991
CHIEF EXECUTIVE OFFICER	0.00									
(26) ELLEN SAVAGE	40.00					X		168,450	0	54,893
VP OF MEMBER ENGAGEMENT	0.00									
(27) ANNE LADEWIG	40.00					X		133,819	0	29,729
VP OF MARKETING AND MEMBERSHIP	0.00									
(28) GAY A WESTBROOK	40.00					X		128,650	0	25,792
SVP OF POLITICAL AND PUBLIC AFFAIRS	0.00									
(29) NAIDA STRUYK	40.00					X		118,950	0	19,374
DIRECTOR OF MEETINGS	0.00									
(30) JOSHUA ADAMS	40.00					X		125,500	0	9,218
DIRECTOR OF RESEARCH AND POLICY	0.00									
1b Sub-Total										
c Total from continuation sheets to Part VII, Section A										
d Total (add lines 1b and 1c)								1,564,509	0	238,541

2 Total number of individuals (including but not limited to those listed above) who received more than \$100,000 of reportable compensation from the organization 7

		Yes	No
3	Did the organization list any former officer, director or trustee, key employee, or highest compensated employee on line 1a? If "Yes," complete Schedule J for such individual	3	No
4	For any individual listed on line 1a, is the sum of reportable compensation and other compensation from the organization and related organizations greater than \$150,000? If "Yes," complete Schedule J for such individual	4	Yes
5	Did any person listed on line 1a receive or accrue compensation from any unrelated organization or individual for services rendered to the organization? If "Yes," complete Schedule J for such person	5	No




Section B. Independent Contractors

1 Complete this table for your five highest compensated independent contractors that received more than \$100,000 of compensation from the organization. Report compensation for the calendar year ending with or within the organization's tax year.		
(A) Name and business address	(B) Description of services	(C) Compensation
ANALYSIS GROUP 111 HUNTINGTON AVENUE 14TH FLOOR BOSTON, MA 02199	LEGAL SERVICES	332,873
MAYNARD NEXSEN PC DEPT 6575 PO BOX 11407 BIRMINGHAM, AL 35246	LEGAL SERVICES	329,393
SMGB LAW 100 CONOURSE PARKWAY STE 310 WES HOOVER, AL 35244	LEGAL SERVICES	295,964
VAULT CONSULTING LLC 8401 GREENSBORO DRIVE MCLEAN, VA 22102	ACCOUNTING SERVICES	205,199
MINDSET ADVOCACY LLC 455 MASSACHUSETTS AVENUE NW SUITE 1 WASHINGTON, DC 20001	LOBBYING SERVICES	110,000
2 Total number of independent contractors (including but not limited to those listed above) who received more than \$100,000 of compensation from the organization 5		

Form 990 (2023)

Part VIII **Statement of Revenue**

Check if Schedule O contains a response or note to any line in this Part VIII ☐

	(A) Total revenue	(B) Related or exempt function revenue	(C) Unrelated business revenue	(D) Revenue excluded from tax under sections 512 - 514
 Federated campaigns	1a			
 Contributions, Gifts, Grants, and b Membership dues	1b			
 OtherAmt Similar Amounts c Fundraising events	1c			
d Related organizations	1d			
e Government grants (contributions)	1e			
f All other contributions, gifts, grants, and similar amounts not included above	1f			
g Noncash contributions included in lines 1a - 1f:\$	1g			
h Total. Add lines 1a-1f				

2a MEMBERSHIP DUES	Business Code				
	900099	4,108,505	4,108,505		
		2,300,050	2,300,050		

Program Service Revenue	d MEETINGS		900099	4,000,000	4,000,000		
	e MANAGEMENT FEES		561000	49,128	49,128		
	f BOOKSTORE		900099	1,929	1,929		
	g						
	h All other program service revenue.						
9 Total. Add lines 2a-2f.			6,550,521				
Other Revenue	3 Investment income (including dividends, interest, and other similar amounts)			208,584			208,584
	4 Income from investment of tax-exempt bond proceeds						
	5 Royalties						
	6a Gross rents	(i) Real	(ii) Personal				
		6a					
		b Less: rental expenses	6b				
		c Rental income or (loss)	6c				
	d Net rental income or (loss)						
	7a Gross amount from sales of assets other than inventory	(i) Securities	(ii) Other				
		7a	1,326,863				
		b Less: cost or other basis and sales expenses	7b	1,329,270			
		c Gain or (loss)	7c	-2,407			
	d Net gain or (loss)			-2,407			-2,407
	8a Gross income from fundraising events (not including \$ of contributions reported on line 1c). See Part IV, line 18	8a					
		b Less: direct expenses	8b				
		c Net income or (loss) from fundraising events					
	9a Gross income from gaming activities. See Part IV, line 19	9a					
		b Less: direct expenses	9b				
		c Net income or (loss) from gaming activities					
	10a Gross sales of inventory, less returns and allowances	10a					
b Less: cost of goods sold		10b					
c Net income or (loss) from sales of inventory							
11a CONTRACT DISCOUNTS	Business Code	900099	88,996	88,996			
	b WEBSITE ADVERTISING	900004	1,167		1,167		
	c						
	d All other revenue			-35,010		-35,010	
	e Total. Add lines 11a-11d			55,153			
12 Total revenue. See instructions			6,811,851	6,639,517	1,167	171,167	

Part IX Statement of Functional Expenses

Section 501(c)(3) and 501(c)(4) organizations must complete all columns. All other organizations must complete column (A).

Check if Schedule O contains a response or note to any line in this Part IX ☒

Do not include amounts reported on lines 6b, 7b, 8b, 9b, and 10b of Part VIII.	(A) Total expenses	(B) Program service expenses	(C) Management and general expenses	(D) Fundraising expenses
1 Grants and other assistance to domestic organizations and domestic governments. See Part IV, line 21				
2 Grants and other assistance to domestic individuals. See Part IV, line 22				
3 Grants and other assistance to foreign organizations, foreign governments, and foreign individuals. See Part IV, lines 15 and 16.				
4 Benefits paid to or for members				
5 Compensation of current officers, directors, trustees, and key employees	1,030,435			
6 Compensation not included above, to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B)				
7 Other salaries and wages	1,137,590			
8 Pension plan accruals and contributions (include section 401(k) and 403(b) employer contributions)	47,836			
9 Other employee benefits	155,136			
10 Payroll taxes	120,252			
11 Fees for services (non-employees):				
a Management				
b Legal	681,509			
c Accounting	206,213			
d Lobbying	360,170			
e Professional fundraising services. See Part IV, line 17				
f Investment management fees	33,208			
g Other (If line 11g amount exceeds 10% of line 25, column (A) amount, list line 11g expenses on Schedule O)	640,948			
12 Advertising and promotion	72,491			
13 Office expenses	63,298			
14 Information technology	65,025			
15 Royalties				
16 Occupancy	225,124			
17 Travel	155,114			
18 Payments of travel or entertainment expenses for any federal, state, or local public officials				
19 Conferences, conventions, and meetings	1,004,122			
20 Interest				
21 Payments to affiliates				
22 Depreciation, depletion, and amortization	60,113			
23 Insurance	14,669			
24 Other expenses. Itemize expenses not covered above (List miscellaneous expenses in line 24e. If line 24e amount exceeds 10% of line 25, column (A) amount, list line 24e expenses on Schedule O.)				
a CREDIT CARD TRANSACTION	93,558			
b DUES & SUBSCRIPTIONS	75,802			
c SPONSORSHIPS	70,643			
d EMPLOYEE DEVELOPMENT	6,144			
e All other expenses	69,587			
25 Total functional expenses. Add lines 1 through 24e	6,388,987			
26 Joint costs. Complete this line only if the organization reported in column (B) joint costs from a combined				

Form 990 (2023)

Page 11

Part X **Balance Sheet**

Check if Schedule O contains a response or note to any line in this Part IX ☐

		(A) Beginning of year		(B) End of year	
Assets	1	Cash—non-interest-bearing	1,030,890	1	432,339
	2	Savings and temporary cash investments	1,033,821	2	1,631,819
	3	Pledges and grants receivable, net		3	
	4	Accounts receivable, net	505,581	4	528,762
	5	Loans and other receivables from any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons		5	
	6	Loans and other receivables from other disqualified persons (as defined under section 4958(f)(1)), and persons described in section 4958(c)(3)(B)		6	
	7	Notes and loans receivable, net		7	
	8	Inventories for sale or use		8	
	9	Prepaid expenses and deferred charges	112,509	9	124,230
	10a	Land, buildings, and equipment: cost or other basis. Complete Part VI of Schedule D	885,061		
	10b	Less: accumulated depreciation	700,798		
	10c		151,222	10c	184,263
	11	Investments—publicly traded securities	5,696,368	11	6,366,062
	12	Investments—other securities. See Part IV, line 11		12	
	13	Investments—program-related. See Part IV, line 11		13	
	14	Intangible assets		14	
15	Other assets. See Part IV, line 11	793,276	15	594,978	
16	Total assets. Add lines 1 through 15 (must equal line 33)	9,323,667	16	9,862,453	
Liabilities	17	Accounts payable and accrued expenses	476,496	17	390,355
	18	Grants payable		18	
	19	Deferred revenue	213,071	19	139,076
	20	Tax-exempt bond liabilities		20	
	21	Escrow or custodial account liability. Complete Part IV of Schedule D		21	
	22	Loans and other payables to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons		22	
	23	Secured mortgages and notes payable to unrelated third parties		23	
	24	Unsecured notes and loans payable to unrelated third parties		24	
	25	Other liabilities (including federal income tax, payables to related third parties, and other liabilities not included on lines 17 - 24). Complete Part X of Schedule D	1,074,929	25	800,687
	26	Total liabilities. Add lines 17 through 25	1,764,496	26	1,330,118
Net Assets or Fund Balances	Organizations that follow FASB ASC 958, check here <input checked="" type="checkbox"/> and complete lines 27, 28, 32, and 33.				
	27	Net assets without donor restrictions	7,287,544	27	8,247,683
	28	Net assets with donor restrictions	271,627	28	284,652
	Organizations that do not follow FASB ASC 958, check here <input type="checkbox"/> and complete lines 29 through 33.				
	29	Capital stock or trust principal, or current funds		29	
	30	Paid-in or capital surplus, or land, building or equipment fund		30	
	31	Retained earnings, endowment, accumulated income, or other funds		31	
	32	Total net assets or fund balances	7,559,171	32	8,532,335
	33	Total liabilities and net assets/fund balances	9,323,667	33	9,862,453

Part XI Reconciliation of Net AssetsCheck if Schedule O contains a response or note to any line in this Part XI ☐

1	Total revenue (must equal Part VIII, column (A), line 12)	1	6,811,851
2	Total expenses (must equal Part IX, column (A), line 25)	2	6,388,987
3	Revenue less expenses. Subtract line 2 from line 1	3	422,864
4	Net assets or fund balances at beginning of year (must equal Part X, line 32, column (A))	4	7,559,171
5	Net unrealized gains (losses) on investments	5	550,300
6	Donated services and use of facilities	6	
7	Investment expenses	7	
8	Prior period adjustments	8	
9	Other changes in net assets or fund balances (explain in Schedule O)	9	0
10	Net assets or fund balances at end of year. Combine lines 3 through 9 (must equal Part X, line 32, column (B))	10	8,532,335

Part XII Financial Statements and ReportingCheck if Schedule O contains a response or note to any line in this Part XII ☒

	Yes	No
1 Accounting method used to prepare the Form 990: <input type="checkbox"/> Cash <input checked="" type="checkbox"/> Accrual <input type="checkbox"/> Other _____ If the organization changed its method of accounting from a prior year or checked "Other," explain on Schedule O.		
2a Were the organization's financial statements compiled or reviewed by an independent accountant? If 'Yes,' check a box below to indicate whether the financial statements for the year were compiled or reviewed on a separate basis, consolidated basis, or both: <input type="checkbox"/> Separate basis <input type="checkbox"/> Consolidated basis <input type="checkbox"/> Both consolidated and separate basis		No
b Were the organization's financial statements audited by an independent accountant? If 'Yes,' check a box below to indicate whether the financial statements for the year were audited on a separate basis, consolidated basis, or both: <input type="checkbox"/> Separate basis <input checked="" type="checkbox"/> Consolidated basis <input type="checkbox"/> Both consolidated and separate basis	Yes	
c If "Yes," to line 2a or 2b, does the organization have a committee that assumes responsibility for oversight of the audit, review, or compilation of its financial statements and selection of an independent accountant? If the organization changed either its oversight process or selection process during the tax year, explain in Schedule O.	Yes	
3a As a result of a federal award, was the organization required to undergo an audit or audits as set forth in the Uniform Guidance, 2 C.F.R. Part 200, Subpart F?		No
b If "Yes," did the organization undergo the required audit or audits? If the organization did not undergo the required audit or audits, explain why in Schedule O and describe any steps taken to undergo such audits.		

Form **990** (2023)**Additional Data****Return to Form****Software ID:****Software Version:****Form 990, Special Condition Description:**

Special Condition Description

SCHEDULE C
(Form 990)Department of the Treasury
Internal Revenue Service**Political Campaign and Lobbying Activities**

OMB No. 1545-0047

2022Open to Public
Inspection

For Organizations Exempt From Income Tax Under section 501(c) and section 527

▶ **Complete if the organization is described below.** ▶ **Attach to Form 990 or Form 990-EZ.**
▶ Go to www.irs.gov/Form990 for instructions and the latest information.**If the organization answered "Yes" on Form 990, Part IV, Line 3, or Form 990-EZ, Part V, line 46 (Political Campaign Activities), then**

- Section 501(c)(3) organizations: Complete Parts I-A and B. Do not complete Part I-C.
- Section 501(c) (other than section 501(c)(3)) organizations: Complete Parts I-A and C below. Do not complete Part I-B.
- Section 527 organizations: Complete Part I-A only.

If the organization answered "Yes" on Form 990, Part IV, Line 4, or Form 990-EZ, Part VI, line 47 (Lobbying Activities), then

- Section 501(c)(3) organizations that have filed Form 5768 (election under section 501(h)): Complete Part II-A. Do not complete Part II-B.
- Section 501(c)(3) organizations that have NOT filed Form 5768 (election under section 501(h)): Complete Part II-B. Do not complete Part II-A.

If the organization answered "Yes" on Form 990, Part IV, Line 5 (Proxy Tax) (see separate instructions) or Form 990-EZ, Part V, line 35c (Proxy Tax) (see separate instructions), then

- Section 501(c)(4), (5), or (6) organizations: Complete Part III.

Name of the organization
MANUFACTURED HOUSING INSTITUTE**Employer identification number**

36-2085558

Part I-A Complete if the organization is exempt under section 501(c) or is a section 527 organization.

- 1 Provide a description of the organization's direct and indirect political campaign activities in Part IV. See instructions for definition of "political campaign activities."
- 2 Political campaign activity expenditures. See instructions ▶ \$ _____
- 3 Volunteer hours for political campaign activities. See instructions ▶ _____

Part I-B Complete if the organization is exempt under section 501(c)(3).

- 1 Enter the amount of any excise tax incurred by the organization under section 4955 ▶ \$ _____
- 2 Enter the amount of any excise tax incurred by organization managers under section 4955 ▶ \$ _____
- 3 If the organization incurred a section 4955 tax, did it file Form 4720 for this year? ☐ Yes ☐ No
- 4a Was a correction made? ☐ Yes ☐ No
- b If "Yes," describe in Part IV.

Part I-C Complete if the organization is exempt under section 501(c), except section 501(c)(3).

- 1 Enter the amount directly expended by the filing organization for section 527 exempt function activities ▶ \$ _____
- 2 Enter the amount of the filing organization's funds contributed to other organizations for section 527 exempt function activities ▶ \$ _____
- 3 Total exempt function expenditures. Add lines 1 and 2. Enter here and on Form 1120-POL, line 17b..... ▶ \$ _____
- 4 Did the filing organization file **Form 1120-POL** for this year? ☐ Yes ☐ No
- 5 Enter the names, addresses and employer identification number (EIN) of all section 527 political organizations to which the filing organization made payments. For each organization listed, enter the amount paid from the filing organization's funds. Also enter the amount of political contributions received that were promptly and directly delivered to a separate political organization, such as a separate segregated fund or a political action committee (PAC). If additional space is needed, provide information in Part IV.

(a) Name	(b) Address	(c) EIN	(d) Amount paid from filing organization's funds. If none, enter -0-.	(e) Amount of political contributions received and promptly and directly delivered to a separate political organization. If none, enter -0-.
1				
2				
3				
4				
5				
6				

For Paperwork Reduction Act Notice, see the instructions for Form 990.

Cat. No. 50084S

Schedule C (Form 990) 2022

- A** Check ☐ if the filing organization belongs to an affiliated group (and list in Part IV each affiliated group member's name, address, EIN, expenses, and share of excess lobbying expenditures).
- B** Check ☐ if the filing organization checked box A and "limited control" provisions apply.

Limits on Lobbying Expenditures (The term "expenditures" means amounts paid or incurred.)	(a) Filing organization's totals	(b) Affiliated group totals												
1a Total lobbying expenditures to influence public opinion (grass roots lobbying)														
b Total lobbying expenditures to influence a legislative body (direct lobbying)														
c Total lobbying expenditures (add lines 1a and 1b)														
d Other exempt purpose expenditures														
e Total exempt purpose expenditures (add lines 1c and 1d)														
f Lobbying nontaxable amount. Enter the amount from the following table in both columns.														
<table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="width: 50%;">If the amount on line 1e, column (a) or (b) is:</th> <th style="width: 50%;">The lobbying nontaxable amount is:</th> </tr> </thead> <tbody> <tr> <td>Not over \$500,000</td> <td>20% of the amount on line 1e.</td> </tr> <tr> <td>Over \$500,000 but not over \$1,000,000</td> <td>\$100,000 plus 15% of the excess over \$500,000.</td> </tr> <tr> <td>Over \$1,000,000 but not over \$1,500,000</td> <td>\$175,000 plus 10% of the excess over \$1,000,000.</td> </tr> <tr> <td>Over \$1,500,000 but not over \$17,000,000</td> <td>\$225,000 plus 5% of the excess over \$1,500,000.</td> </tr> <tr> <td>Over \$17,000,000</td> <td>\$1,000,000.</td> </tr> </tbody> </table>	If the amount on line 1e, column (a) or (b) is:	The lobbying nontaxable amount is:	Not over \$500,000	20% of the amount on line 1e.	Over \$500,000 but not over \$1,000,000	\$100,000 plus 15% of the excess over \$500,000.	Over \$1,000,000 but not over \$1,500,000	\$175,000 plus 10% of the excess over \$1,000,000.	Over \$1,500,000 but not over \$17,000,000	\$225,000 plus 5% of the excess over \$1,500,000.	Over \$17,000,000	\$1,000,000.		
If the amount on line 1e, column (a) or (b) is:	The lobbying nontaxable amount is:													
Not over \$500,000	20% of the amount on line 1e.													
Over \$500,000 but not over \$1,000,000	\$100,000 plus 15% of the excess over \$500,000.													
Over \$1,000,000 but not over \$1,500,000	\$175,000 plus 10% of the excess over \$1,000,000.													
Over \$1,500,000 but not over \$17,000,000	\$225,000 plus 5% of the excess over \$1,500,000.													
Over \$17,000,000	\$1,000,000.													
g Grassroots nontaxable amount (enter 25% of line 1f)														
h Subtract line 1g from line 1a. If zero or less, enter -0-														
i Subtract line 1f from line 1c. If zero or less, enter -0-														
j If there is an amount other than zero on either line 1h or line 1i, did the organization file Form 4720 reporting section 4911 tax for this year?		<input type="checkbox"/> Yes <input type="checkbox"/> No												

4-Year Averaging Period Under Section 501(h)
(Some organizations that made a section 501(h) election do not have to complete all of the five columns below. See the separate instructions for lines 2a through 2f.)

Lobbying Expenditures During 4-Year Averaging Period					
Calendar year (or fiscal year beginning in)	(a) 2019	(b) 2020	(c) 2021	(d) 2022	(e) Total
2a Lobbying nontaxable amount					
b Lobbying ceiling amount (150% of line 2a, column(e))					
c Total lobbying expenditures					
d Grassroots nontaxable amount					
e Grassroots ceiling amount (150% of line 2d, column (e))					
f Grassroots lobbying expenditures					

Schedule C (Form 990) 2022

Part II-B Complete if the organization is exempt under section 501(c)(3) and has NOT filed Form 5768 (election under section 501(h)).

For each "Yes" response on lines 1a through 1i below, provide in Part IV a detailed description of the lobbying activity.

	(a)		(b)
	Yes	No	Amount
1 During the year, did the filing organization attempt to influence foreign, national, state or local legislation, including any attempt to influence public opinion on a legislative matter or referendum, through the use of:			
a Volunteers?			
b Paid staff or management (include compensation in expenses reported on lines 1c through 1i)?			
c Media advertisements?			
d Mailings to members, legislators, or the public?			
e Publications, or published or broadcast statements?			

f	Grants to other organizations for lobbying purposes?			
g	Direct contact with legislators, their staffs, government officials, or a legislative body?			
h	Rallies, demonstrations, seminars, conventions, speeches, lectures, or any similar means?			
i	Other activities?			
j	Total. Add lines 1c through 1i			
2a	Did the activities in line 1 cause the organization to be not described in section 501(c)(3)?			
b	If "Yes," enter the amount of any tax incurred under section 4912			
c	If "Yes," enter the amount of any tax incurred by organization managers under section 4912			
d	If the filing organization incurred a section 4912 tax, did it file Form 4720 for this year?			

Part III-A Complete if the organization is exempt under section 501(c)(4), section 501(c)(5), or section 501(c)(6).

	Yes	No
1 Were substantially all (90% or more) dues received nondeductible by members?	1	No
2 Did the organization make only in-house lobbying expenditures of \$2,000 or less?	2	No
3 Did the organization agree to carry over lobbying and political expenditures from the prior year?	3	No

Part III-B Complete if the organization is exempt under section 501(c)(4), section 501(c)(5), or section 501(c)(6) and if either (a) BOTH Part III-A, lines 1 and 2, are answered "No" OR (b) Part III-A, line 3, is answered "Yes."

1 Dues, assessments and similar amounts from members	1	4,104,205
2 Section 162(e) nondeductible lobbying and political expenditures (do not include amounts of political expenses for which the section 527(f) tax was paid).		
a Current year	2a	1,212,656
b Carryover from last year	2b	
c Total	2c	1,212,656
3 Aggregate amount reported in section 6033(e)(1)(A) notices of nondeductible section 162(e) dues .	3	1,067,093
4 If notices were sent and the amount on line 2c exceeds the amount on line 3, what portion of the excess does the organization agree to carryover to the reasonable estimate of nondeductible lobbying and political expenditure next year?	4	145,563
5 Taxable amount of lobbying and political expenditures. See Instructions	5	

Part IV Supplemental Information

Provide the descriptions required for Part I-A, line 1; Part I-B, line 4; Part I-C, line 5; Part II-A (affiliated group list); Part II-A, lines 1 and 2 (see instructions), and Part II-B, line 1. Also, complete this part for any additional information.

Return Reference	Explanation
PART I-A, LINE 1:	MHI-PAC IS FEDERALLY-REGULATED AND CAN ONLY ACCEPT PERMISSIBLE CONTRIBUTIONS FROM INDIVIDUALS AT MHI MEMBER COMPANIES THAT HAVE GIVEN PRIOR APPROVAL. INDIVIDUAL CONTRIBUTIONS TO MHI-PAC AND DISBURSEMENTS FROM THE PAC TO FEDERAL CANDIDATE COMMITTEES ARE REPORTED ON THE FEC FORM 3X. MHI-PAC IS PROHIBITED FROM ACCEPTING CORPORATE CONTRIBUTIONS, BUT THE PAC ADMINISTRATIVE FUND, A NON-FEDERAL ACCOUNT, IS ALLOWED TO ACCEPT CORPORATE DONATIONS FROM MHI MEMBER COMPANIES TO BE USED TOWARD THE ADMINISTRATIVE AND SOLICITATION COSTS OF RAISING MONEY FOR MHI-PAC AND NOT DISBURSEMENTS TO FEDERAL CANDIDATE CAMPAIGNS.

Schedule C (Form 990) 2022

Additional Data

Return to Form

Software ID:
Software Version:

SCHEDULE D

(Form 990)

Department of the Treasury
Internal Revenue Service

Supplemental Financial Statements

▶ Complete if the organization answered "Yes," on Form 990, Part IV, line 6, 7, 8, 9, 10, 11a, 11b, 11c, 11d, 11e, 11f, 12a, or 12b.
▶ Attach to Form 990.
▶ Go to www.irs.gov/Form990 for instructions and the latest information.

OMB No. 1545-0047

2022

Open to Public
Inspection

Name of the organization MANUFACTURED HOUSING INSTITUTE	Employer identification number 36-2085558
--	--

Part I Organizations Maintaining Donor Advised Funds or Other Similar Funds or Accounts.

Complete if the organization answered "Yes" on Form 990, Part IV, line 6.

	(a) Donor advised funds	(b) Funds and other accounts
1 Total number at end of year		
2 Aggregate value of contributions to (during year)		
3 Aggregate value of grants from (during year)		
4 Aggregate value at end of year		
5 Did the organization inform all donors and donor advisors in writing that the assets held in donor advised funds are the organization's property, subject to the organization's exclusive legal control?		<input type="checkbox"/> Yes <input type="checkbox"/> No
6 Did the organization inform all grantees, donors, and donor advisors in writing that grant funds can be used only for charitable purposes and not for the benefit of the donor or donor advisor, or for any other purpose conferring impermissible private benefit?		<input type="checkbox"/> Yes <input type="checkbox"/> No

Part II Conservation Easements.

Complete if the organization answered "Yes" on Form 990, Part IV, line 7.

1 Purpose(s) of conservation easements held by the organization (check all that apply). <input type="checkbox"/> Preservation of land for public use (e.g., recreation or education) <input type="checkbox"/> Preservation of an historically important land area <input type="checkbox"/> Protection of natural habitat <input type="checkbox"/> Preservation of a certified historic structure <input type="checkbox"/> Preservation of open space											
2 Complete lines 2a through 2d if the organization held a qualified conservation contribution in the form of a conservation easement on the last day of the tax year.	<table><thead><tr><th></th><th>Held at the End of the Year</th></tr></thead><tbody><tr><td>a Total number of conservation easements</td><td>2a</td></tr><tr><td>b Total acreage restricted by conservation easements</td><td>2b</td></tr><tr><td>c Number of conservation easements on a certified historic structure included in (a)</td><td>2c</td></tr><tr><td>d Number of conservation easements included in (c) acquired after July 25, 2006, and not on a historic structure listed in the National Register</td><td>2d</td></tr></tbody></table>		Held at the End of the Year	a Total number of conservation easements	2a	b Total acreage restricted by conservation easements	2b	c Number of conservation easements on a certified historic structure included in (a)	2c	d Number of conservation easements included in (c) acquired after July 25, 2006, and not on a historic structure listed in the National Register	2d
	Held at the End of the Year										
a Total number of conservation easements	2a										
b Total acreage restricted by conservation easements	2b										
c Number of conservation easements on a certified historic structure included in (a)	2c										
d Number of conservation easements included in (c) acquired after July 25, 2006, and not on a historic structure listed in the National Register	2d										
3 Number of conservation easements modified, transferred, released, extinguished, or terminated by the organization during the tax year ▶											
4 Number of states where property subject to conservation easement is located ▶											
5 Does the organization have a written policy regarding the periodic monitoring, inspection, handling of violations, and enforcement of the conservation easements it holds?	<input type="checkbox"/> Yes <input type="checkbox"/> No										
6 Staff and volunteer hours devoted to monitoring, inspecting, handling of violations, and enforcing conservation easements during the year ▶											
7 Amount of expenses incurred in monitoring, inspecting, handling of violations, and enforcing conservation easements during the year ▶ \$											
8 Does each conservation easement reported on line 2(d) above satisfy the requirements of section 170(h)(4)(B)(i) and section 170(h)(4)(B)(ii)?	<input type="checkbox"/> Yes <input type="checkbox"/> No										
9 In Part XIII, describe how the organization reports conservation easements in its revenue and expense statement, and balance sheet, and include, if applicable, the text of the footnote to the organization's financial statements that describes the organization's accounting for conservation easements.											

Part III Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets.

Complete if the organization answered "Yes" on Form 990, Part IV, line 8.

1a If the organization elected, as permitted under FASB ASC 958, not to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide, in Part XIII, the text of the footnote to its financial statements that describes these items.	
b If the organization elected, as permitted under FASB ASC 958, to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide the following amounts relating to these items: (i) Revenue included on Form 990, Part VIII, line 1 ▶ \$ (ii) Assets included in Form 990, Part X ▶ \$	
2 If the organization received or held works of art, historical treasures, or other similar assets for financial gain, provide the following amounts required to be reported under FASB ASC 958 relating to these items: a Revenue included on Form 990, Part VIII, line 1 ▶ \$ b Assets included in Form 990, Part X ▶ \$	

Part III Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets (continued)

3 Using the organization's acquisition, accession, and other records, check any of the following that are a significant use of its collection items (check all that apply):

- a** ☐ Public exhibition **d** ☐ Loan or exchange programs
- b** ☐ Scholarly research **e** ☐ Other _____
- c** ☐ Preservation for future generations

4 Provide a description of the organization's collections and explain how they further the organization's exempt purpose in Part XIII.

5 During the year, did the organization solicit or receive donations of art, historical treasures or other similar assets to be sold to raise funds rather than to be maintained as part of the organization's collection? ☐ Yes ☐ No

Part IV Escrow and Custodial Arrangements.

Complete if the organization answered "Yes" on Form 990, Part IV, line 9, or reported an amount on Form 990, Part X, line 21.

1a Is the organization an agent, trustee, custodian or other intermediary for contributions or other assets not included on Form 990, Part X? ☐ Yes ☐ No

b If "Yes," explain the arrangement in Part XIII and complete the following table:

	Amount
1c Beginning balance	
1d Additions during the year	
1e Distributions during the year	
1f Ending balance	

2a Did the organization include an amount on Form 990, Part X, line 21, for escrow or custodial account liability? ☐ Yes ☐ No

b If "Yes," explain the arrangement in Part XIII. Check here if the explanation has been provided in Part XIII ☐

Part V Endowment Funds.

Complete if the organization answered "Yes" on Form 990, Part IV, line 10.

	(a) Current year	(b) Prior year	(c) Two years back	(d) Three years back	(e) Four years back
1a Beginning of year balance					
b Contributions					
c Net investment earnings, gains, and losses					
d Grants or scholarships					
e Other expenditures for facilities and programs					
f Administrative expenses					
g End of year balance					

2 Provide the estimated percentage of the current year end balance (line 1g, column (a)) held as:

- a** Board designated or quasi-endowment ▶ _____
- b** Permanent endowment ▶ _____
- c** Term endowment ▶ _____

The percentages on lines 2a, 2b, and 2c should equal 100%.

3a Are there endowment funds not in the possession of the organization that are held and administered for the organization by:

(i) Unrelated organizations

(ii) Related organizations

b If "Yes" on 3a(ii), are the related organizations listed as required on Schedule R?

	Yes	No
3a(i)		
3a(ii)		
3b		

4 Describe in Part XIII the intended uses of the organization's endowment funds.

Part VI Land, Buildings, and Equipment.

Complete if the organization answered "Yes" on Form 990, Part IV, line 11a. See Form 990, Part X, line 10.

Description of property	(a) Cost or other basis (investment)	(b) Cost or other basis (other)	(c) Accumulated depreciation	(d) Book value
1a Land				
b Buildings				
c Leasehold improvements		389,375	375,194	14,181
d Equipment		166,153	138,608	27,545
e Other		329,533	186,996	142,537
Total. Add lines 1a through 1e. (Column (d) must equal Form 990, Part X, column (B), line 10(c).)				184,263

Part VII Investments - Other Securities.

Complete if the organization answered "Yes" on Form 990, Part IV, line 11b. See Form 990, Part X, line 12.

(a) Description of security or category (including name of security)	(b) Book value	(c) Method of valuation: Cost or end-of-year market value
(1) Financial derivatives		
(2) Closely-held equity interests		
(3) Other _____		
(A)		
(B)		
(C)		
(D)		
(E)		
(F)		
(G)		
(H)		
Total. (Column (b) must equal Form 990, Part X, col. (B) line 12.)		

Part VIII Investments - Program Related.

Complete if the organization answered "Yes" on Form 990, Part IV, line 11c. See Form 990, Part X, line 13.

(a) Description of investment	(b) Book value	(c) Method of valuation: Cost or end-of-year market value
(1)		
(2)		
(3)		
(4)		
(5)		
(6)		
(7)		
(8)		
(9)		
Total. (Column (b) must equal Form 990, Part X, col.(B) line 13.)		

Part IX Other Assets.

Complete if the organization answered "Yes" on Form 990, Part IV, line 11d. See Form 990, Part X, line 15.

(a) Description	(b) Book value
(1) ROU ASSET	474,838
(2) 457B LONG TERM INVESTMENT	120,140
(2)	
(3)	
(4)	
(5)	
(6)	
(7)	
(8)	
(9)	
Total. (Column (b) must equal Form 990, Part X, col.(B) line 15.)	594,978

Part X Other Liabilities.

Complete if the organization answered "Yes" on Form 990, Part IV, line 11e or 11f. See Form 990, Part X, line 25.

1. (a) Description of liability	(b) Book value
(1) Federal income taxes	

457B LONG TERM LIABILITY	120,140
LEASE LIABILITY OPERATING	680,547
Total. (Column (b) must equal Form 990, Part X, col.(B) line 25.)	800,687

2. Liability for uncertain tax positions. In Part XIII, provide the text of the footnote to the organization's financial statements that reports the organization's liability for uncertain tax positions under FIN 48 (ASC 740). Check here if the text of the footnote has been provided in Part XIII ☐

Schedule D (Form 990) 2022

Part XI Reconciliation of Revenue per Audited Financial Statements With Revenue per Return.

Complete if the organization answered 'Yes' on Form 990, Part IV, line 12a.

1	Total revenue, gains, and other support per audited financial statements	1	
2	Amounts included on line 1 but not on Form 990, Part VIII, line 12:		
a	Net unrealized gains (losses) on investments	2a	
b	Donated services and use of facilities	2b	
c	Recoveries of prior year grants	2c	
d	Other (Describe in Part XIII.)	2d	
e	Add lines 2a through 2d	2e	
3	Subtract line 2e from line 1	3	
4	Amounts included on Form 990, Part VIII, line 12, but not on line 1 :		
a	Investment expenses not included on Form 990, Part VIII, line 7b	4a	
b	Other (Describe in Part XIII.)	4b	
c	Add lines 4a and 4b	4c	
5	Total revenue. Add lines 3 and 4c . (This must equal Form 990, Part I, line 12.)	5	

Part XII Reconciliation of Expenses per Audited Financial Statements With Expenses per Return.

Complete if the organization answered 'Yes' on Form 990, Part IV, line 12a.

1	Total expenses and losses per audited financial statements	1	
2	Amounts included on line 1 but not on Form 990, Part IX, line 25:		
a	Donated services and use of facilities	2a	
b	Prior year adjustments	2b	
c	Other losses	2c	
d	Other (Describe in Part XIII.)	2d	
e	Add lines 2a through 2d	2e	
3	Subtract line 2e from line 1	3	
4	Amounts included on Form 990, Part IX, line 25, but not on line 1 :		
a	Investment expenses not included on Form 990, Part VIII, line 7b	4a	
b	Other (Describe in Part XIII.)	4b	
c	Add lines 4a and 4b	4c	
5	Total expenses. Add lines 3 and 4c . (This must equal Form 990, Part I, line 18.)	5	

Part XIII Supplemental Information

Provide the descriptions required for Part II, lines 3, 5, and 9; Part III, lines 1a and 4; Part IV, lines 1b and 2b; Part V, line 4; Part X, line 2; Part XI, lines 2d and 4b; and Part XII, lines 2d and 4b. Also complete this part to provide any additional information.

Return Reference	Explanation
------------------	-------------

Schedule D (Form 990) 2022

Software ID:
Software Version:

Schedule J

(Form 990)

Compensation Information

OMB No. 1545-0047

For certain Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees
▶ **Complete if the organization answered "Yes" on Form 990, Part IV, line 23.**
▶ **Attach to Form 990.**
▶ **Go to www.irs.gov/Form990 for instructions and the latest information.**

2023

Open to Public Inspection

Department of the Treasury

Internal Revenue Service

Name of the organization MANUFACTURED HOUSING INSTITUTE	Employer identification number 36-2085558
--	--

Part I Questions Regarding Compensation

		Yes	No
1a	Check the appropriate box(es) if the organization provided any of the following to or for a person listed on Form 990, Part VII, Section A, line 1a. Complete Part III to provide any relevant information regarding these items. <div><div><input type="checkbox"/> First-class or charter travel</div><div><input type="checkbox"/> Travel for companions</div><div><input type="checkbox"/> Tax idemnification and gross-up payments</div><div><input type="checkbox"/> Discretionary spending account</div><div><input type="checkbox"/> Housing allowance or residence for personal use</div><div><input type="checkbox"/> Payments for business use of personal residence</div><div><input type="checkbox"/> Health or social club dues or initiation fees</div><div><input type="checkbox"/> Personal services (e.g., maid, chauffeur, chef)</div></div>		
b	If any of the boxes on Line 1a are checked, did the organization follow a written policy regarding payment or reimbursement or provision of all of the expenses described above? If "No," complete Part III to explain	1b	
2	Did the organization require substantiation prior to reimbursing or allowing expenses incurred by all directors, trustees, officers, including the CEO/Executive Director, regarding the items checked on Line 1a?	2	
3	Indicate which, if any, of the following the filing organization used to establish the compensation of the organization's CEO/Executive Director. Check all that apply. Do not check any boxes for methods used by a related organization to establish compensation of the CEO/Executive Director, but explain in Part III. <div><div><input type="checkbox"/> Compensation committee</div><div><input checked="" type="checkbox"/> Independent compensation consultant</div><div><input type="checkbox"/> Form 990 of other organizations</div><div><input type="checkbox"/> Written employment contract</div><div><input type="checkbox"/> Compensation survey or study</div><div><input checked="" type="checkbox"/> Approval by the board or compensation committee</div></div>		
4	During the year, did any person listed on Form 990, Part VII, Section A, line 1a, with respect to the filing organization or a related organization: <div><div>a Receive a severance payment or change-of-control payment?</div><div>b Participate in, or receive payment from, a supplemental nonqualified retirement plan?</div><div>c Participate in, or receive payment from, an equity-based compensation arrangement?</div></div> If "Yes" to any of lines 4a-c, list the persons and provide the applicable amounts for each item in Part III.	4a	No
		4b	No
		4c	No
Only 501(c)(3), 501(c)(4), and 501(c)(29) organizations must complete lines 5-9.			
5	For persons listed on Form 990, Part VII, Section A, line 1a, did the organization pay or accrue any compensation contingent on the revenues of: <div><div>a The organization?</div><div>b Any related organization?</div></div> If "Yes," on line 5a or 5b, describe in Part III.	5a	
		5b	
6	For persons listed on Form 990, Part VII, Section A, line 1a, did the organization pay or accrue any compensation contingent on the net earnings of: <div><div>a The organization?</div><div>b Any related organization?</div></div> If "Yes," on line 6a or 6b, describe in Part III.	6a	
		6b	
7	For persons listed on Form 990, Part VII, Section A, line 1a, did the organization provide any nonfixed payments not described in lines 5 and 6? If "Yes," describe in Part III	7	
8	Were any amounts reported on Form 990, Part VII, paid or accrued pursuant to a contract that was subject to the initial contract exception described in Regulations section 53.4958-4(a)(3)? If "Yes," describe in Part III	8	
9	If "Yes" on line 8, did the organization also follow the rebuttable presumption procedure described in Regulations section 53.4958-6(c)?	9	

Part II Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees. Use duplicate copies if additional space is needed.

For each individual whose compensation must be reported on Schedule J, report compensation from the organization on row (i) and from related organizations, described in the instructions, on row (ii). Do not list any individuals that are not listed on Form 990, Part VII.

Note. The sum of columns (B)(i)-(iii) for each listed individual must equal the total amount of Form 990, Part VII, Section A, line 1a, applicable column (D) and (E) amounts for that individual.

(A) Name and Title		(B) Breakdown of W-2, 1099-MISC compensation, and/or 1099-NEC			(C) Retirement and other deferred compensation	(D) Nontaxable benefits	(E) Total of columns (B)(i)-(D)	(F) Compensation in column (B) reported as deferred on prior Form 990
		(i) Base compensation	(ii) Bonus & incentive compensation	(iii) Other reportable compensation				
1 MARK D BOWERSOX PRESIDENT	(i)	397,485	48,105	0	16,500	35,044	497,134	0
	(ii)	0	0	0	0	0	0	0
2 LESLI MCCOLLUM GOOCH CHIEF EXECUTIVE OFFICER	(i)	395,445	48,105	0	16,500	31,491	491,541	0
	(ii)	0	0	0	0	0	0	0
3 ELLEN SAVAGE VP OF MEMBER ENGAGEMENT	(i)	163,450	5,000	0	8,592	46,301	223,343	0
	(ii)	0	0	0	0	0	0	0
4 ANNE LADEWIG VP OF MARKETING AND MEMBERSHIP	(i)	133,819	0	0	4,890	24,839	163,548	0
	(ii)	0	0	0	0	0	0	0
5 GAY A WESTBROOK SVP OF POLITICAL AND PUBLIC AFFAIRS	(i)	128,650	0	0	6,318	19,474	154,442	0
	(ii)	0	0	0	0	0	0	0

SCHEDULE O
(Form 990)Department of the Treasury
Internal Revenue Service**Supplemental Information to Form 990 or 990-EZ**Complete to provide information for responses to specific questions on
Form 990 or 990-EZ or to provide any additional information.

Attach to Form 990 or 990-EZ.

Go to www.irs.gov/Form990 for the latest information.

OMB No. 1545-0047

2023Open to Public
InspectionName of the organization
MANUFACTURED HOUSING INSTITUTE

Employer identification number

36-2085558

Return Reference	Explanation
FORM 990, PART VI, SECTION A, LINE 1A	THE EXECUTIVE COMMITTEE MAY ACT IN PLACE OF THE BOARD OF DIRECTORS BETWEEN BOARD MEETINGS. NOTICE OF ALL ACTIONS TAKEN AT SUCH MEETINGS SHALL BE SENT TO THE BOARD OF DIRECTORS WITHIN TEN DAYS. THREE OF THE FIVE MEMBERS, WHICH MUST INCLUDE EITHER THE CHAIR OR VICE CHAIR, SHALL CONSTITUTE A QUORUM. A MAJORITY OF THOSE PRESENT AT A VALIDLY CONSTITUTED MEETING SHALL BE NECESSARY FOR INITIATION, APPROVAL OR RATIFICATION OF ANY ACTION OF THE EXECUTIVE COMMITTEE. THE EXECUTIVE COMMITTEE SHALL CONSIST OF THE CHAIR, VICE CHAIR, SECRETARY, TREASURER, AND IMMEDIATE PAST CHAIR OF MHI, ALL OF WHOM ALSO SERVE ON THE BOARD OF DIRECTORS.
FORM 990, PART VI, SECTION A, LINE 6	1. MANUFACTURER MEMBER: A MANUFACTURER MEMBER FABRICATES MANUFACTURED AND/OR MODULAR HOUSING UNITS. THE CLASSIFICATION, QUALIFICATION, AND PRIVILEGES OF MANUFACTURER MEMBERS SHALL BE GOVERNED BY ARTICLE X OF THESE BYLAWS. MANUFACTURERS WILL BE ORGANIZED IN A MANUFACTURED HOUSING DIVISION AND A MODULAR HOUSING DIVISION. MANUFACTURER MEMBERS ARE ELIGIBLE TO VOTE AND HOLD ELECTIVE OFFICE. 2. COMMUNITY OWNER MEMBER: A COMMUNITY OWNER MEMBER IS AN ENTITY THAT IS EITHER AN OWNER OR A FEE MANAGER OF A LAND-LEASE COMMUNITY. THE CLASSIFICATION, QUALIFICATION, AND PRIVILEGES OF COMMUNITY OWNER MEMBERS SHALL BE GOVERNED BY ARTICLE X OF THESE BYLAWS. COMMUNITY OWNER MEMBERS WILL BE ORGANIZED IN A COMMUNITIES DIVISION, ALSO KNOWN AS THE NATIONAL COMMUNITIES COUNCIL. COMMUNITY OWNER MEMBERS ARE ELIGIBLE TO VOTE AND HOLD ELECTIVE OFFICE. A COMMUNITY OWNER MEMBER MUST BE A MEMBER OF A STATE ASSOCIATION MEMBER REPRESENTING THE STATE IN WHICH THE COMMUNITY OWNER MEMBER'S HEADQUARTERS OFFICE IS LOCATED OR THE STATE IN WHICH THE PLURALITY OF ITS COMMUNITIES ARE LOCATED. 3. COMMUNITY AFFILIATE MEMBER: A COMMUNITY AFFILIATE MEMBER IS AN ENTITY WHOSE PRIMARY BUSINESS SUPPORTS THE DEVELOPMENT, FINANCE OR OPERATION OF LAND-LEASE COMMUNITIES BUT IS NOT A COMMUNITY OWNER, COMMUNITY MANAGER OR BUILDER-DEVELOPER. THE CLASSIFICATION, QUALIFICATION, AND PRIVILEGES OF COMMUNITY AFFILIATE MEMBERS SHALL BE GOVERNED BY ARTICLE X OF THESE BYLAWS. COMMUNITY AFFILIATE MEMBERS WILL BE ORGANIZED IN A COMMUNITIES DIVISION, ALSO KNOWN AS THE NATIONAL COMMUNITIES COUNCIL. COMMUNITY AFFILIATE MEMBERS ARE ELIGIBLE TO VOTE AND HOLD ELECTIVE OFFICE. 4. FINANCIAL SERVICES MEMBER: A FINANCIAL SERVICES MEMBER PROVIDES FINANCIAL SERVICES TO MANUFACTURERS, RETAIL SELLERS, BUYERS OR OWNERS OF MANUFACTURED HOMES. THE CLASSIFICATION, QUALIFICATION AND PRIVILEGES OF FINANCIAL SERVICES MEMBERS SHALL BE GOVERNED BY ARTICLE X OF THESE BYLAWS. FINANCIAL SERVICES MEMBERS WILL BE ORGANIZED IN A FINANCIAL SERVICES DIVISION. FINANCIAL SERVICES MEMBERS ARE ELIGIBLE TO VOTE AND HOLD ELECTIVE OFFICE. 5. SUPPLIER MEMBER: A SUPPLIER MEMBER PROVIDES SERVICES (OTHER THAN FINANCIAL SERVICES), GOODS OR EQUIPMENT TO MANUFACTURERS AND OWNERS OF MANUFACTURED AND/OR MODULAR HOMES. THE CLASSIFICATION, QUALIFICATION AND PRIVILEGES OF SUPPLIER MEMBERS SHALL BE GOVERNED BY ARTICLE X OF THESE BYLAWS. SUPPLIERS WILL BE ORGANIZED IN A SUPPLIERS DIVISION. SUPPLIER MEMBERS ARE ELIGIBLE TO VOTE AND HOLD ELECTIVE OFFICE. 6. STATE ASSOCIATION MEMBER: A STATE ASSOCIATION MEMBER IS A STATE ASSOCIATION REPRESENTING ANY ASPECT OF THE FACTORY-BUILT HOUSING INDUSTRY. THE CLASSIFICATION, QUALIFICATION AND PRIVILEGES OF STATE ASSOCIATION MEMBERS SHALL BE GOVERNED BY ARTICLE X OF THESE BYLAWS. STATE ASSOCIATION MEMBERS WILL BE ORGANIZED IN A FEDERATED STATES DIVISION AND SHALL APPOINT ONE CERTIFIED REPRESENTATIVE AND UP TO TWO ALTERNATE CERTIFIED REPRESENTATIVES. STATE ASSOCIATION EXECUTIVES MAY BE APPOINTED AS STATE ASSOCIATION CERTIFIED REPRESENTATIVES TO THE FEDERATED STATES DIVISION. RETAILER CERTIFIED REPRESENTATIVES OF STATE ASSOCIATION MEMBERS WILL BE ORGANIZED IN A RETAIL DIVISION, ALSO KNOWN AS THE NATIONAL RETAILERS COUNCIL. COMMUNITY CERTIFIED REPRESENTATIVES OF STATE ASSOCIATIONS WILL BE ORGANIZED IN A COMMUNITIES DIVISION, ALSO KNOWN AS THE NATIONAL COMMUNITIES COUNCIL. STATE ASSOCIATION MEMBERS ARE ELIGIBLE TO VOTE AND HOLD ELECTIVE OFFICE. 7. RETAILER MEMBER: A RETAILER MEMBER IS AN ENTITY THAT IS AN OWNER OF A MANUFACTURED AND/OR MODULAR HOME RETAIL SALES CENTER WITH A PHYSICAL LOCATION FOR THE DISPLAY OF MODELS (ON SITE, ON PRIVATE PROPERTY OR IN PLANNED OR LAND-LEASE COMMUNITIES) FOR THE SALE OF MANUFACTURED AND/OR MODULAR HOMES. THE CLASSIFICATION, QUALIFICATION, AND PRIVILEGES OF RETAILER MEMBERS SHALL BE GOVERNED BY ARTICLE X OF THESE BYLAWS. RETAILER MEMBERS WILL BE ORGANIZED IN A RETAIL DIVISION, ALSO KNOWN AS THE NATIONAL RETAILERS COUNCIL. RETAILER MEMBERS ARE ELIGIBLE TO VOTE AND HOLD ELECTIVE OFFICE. A RETAILER MEMBER MUST BE A MEMBER OF A STATE ASSOCIATION MEMBER IN EACH STATE IN WHICH THAT RETAILER MEMBER OPERATES PHYSICAL RETAIL SALES CENTERS AND ALSO MUST BE LICENSED BY EACH STATE IN WHICH LICENSING IS REQUIRED. 8. BUILDER-DEVELOPER MEMBER: A BUILDER-DEVELOPER MEMBER IS AN ENTITY THAT DEVELOPS, BUT DOES NOT OWN OR MANAGE, MANUFACTURED AND/OR MODULAR HOME COMMUNITIES AND SUBDIVISIONS (EXCEPT PRIOR TO FILLING AND SELLING THE PROPERTY OR LOTS IN THE PROPERTY). THE CLASSIFICATION, QUALIFICATION AND PRIVILEGES OF BUILDER-DEVELOPER MEMBERS SHALL BE GOVERNED BY ARTICLE X OF THESE BYLAWS. UPON JOINING MHI, BUILDER-DEVELOPER MEMBERS SHALL CHOOSE WHETHER TO BECOME MEMBERS OF THE COMMUNITIES DIVISION, THE MODULAR HOUSING DIVISION OR THE RETAIL DIVISION. BUILDER-DEVELOPER MEMBERS ARE ELIGIBLE TO VOTE AND HOLD ELECTIVE OFFICE. 9. INDIVIDUAL MEMBER: ANY PERSON EMPLOYED BY, OR WITH A SIGNIFICANT OWNERSHIP OR MANAGEMENT INTEREST IN A MANUFACTURER, COMMUNITY OWNER, COMMUNITY AFFILIATE, FINANCIAL SERVICES, SUPPLIER, STATE ASSOCIATION, RETAILER OR BUILDER-DEVELOPER MEMBER.
FORM 990, PART VI,	SEE EXPLANATION ABOVE REGARDING CLASSES OF MEMBERS.

SECTION A, LINE 7A	
FORM 990, PART VI, SECTION A, LINE 7B	SEE EXPLANATIONS ABOVE REGARDING CLASSES OF MEMBERS AND VOTING RIGHTS.
FORM 990, PART VI, SECTION A, LINE 8B	WHILE THERE ARE NO MINUTES KEPT FOR EXECUTIVE COMMITTEE MEETINGS, ANY SIGNIFICANT DECISIONS MADE AT THOSE MEETINGS WILL BE PRESENTED AT THE FULL BOARD MEETING AND DOCUMENTED IN THOSE MINUTES.
FORM 990, PART VI, SECTION B, LINE 11B	THE PRESIDENT AND CEO REVIEW THE 990 BEFORE FILING. THE FINAL 990 IS SHARED WITH THE TREASURER. THE FORM 990 IS PREPARED BY AN INDEPENDENT ACCOUNTING FIRM.
FORM 990, PART VI, SECTION B, LINE 15A	THE COMPENSATION IS SET BY INDEPENDENT PERSONS USING COMPARABILITY DATA. CONTEMPORANEOUS DOCUMENTATION IS MAINTAINED. THE PROCESS DESCRIBED HERE WAS LAST COMPLETED IN 2023
FORM 990, PART VI, SECTION C, LINE 19	THE ORGANIZATION'S GOVERNING DOCUMENTS ARE AVAILABLE TO THE PUBLIC UPON WRITTEN REQUEST TO THE PRESIDENT OF THE ORGANIZATION.
FORM 990, PART IX, LINE 11G	SPECIAL PROJECTS 8,047. PAYROLL PROCESSING FEES 12,141. OTHER PROFESSIONAL FEES 620,760.
FORM 990, PART XII, LINE 2C:	THE PROCESS FOR OVERSIGHT OF THE AUDIT AND SELECTION OF AN INDEPENDENT ACCOUNTANT HAS NOT CHANGED SINCE THE PRIOR YEAR.

For Paperwork Reduction Act Notice, see the Instructions for Form 990 or 990-EZ.

Cat. No. 51056K

Schedule O (Form 990) 2023

Additional Data

[Return to Form](#)

Software ID:

Software Version:

(a) Name, address, and EIN of related organization	(b) Primary activity	(c) Legal domicile	(d) Direct controlling entity	(e) Type of entity (C corp, S	(f) Share of total income	(g) Share of end-of- year	(h) Percentage ownership	(i) Section 512(b)(13) controlled entity?
--	-------------------------	--------------------------	-------------------------------------	-------------------------------------	---------------------------------	---------------------------------	--------------------------------	---

[illegible]

Part V Transactions With Related Organizations. Complete if the organization answered "Yes" on Form 990, Part IV, line 34, 35b, or 36.

Note. Complete line 1 if any entity is listed in Parts II, III, or IV of this schedule.

Note. Complete line 1 if any entity is listed in Parts II, III, or IV of this schedule.		Yes	No
1 During the tax year, did the organization engage in any of the following transactions with one or more related organizations listed in Parts II-IV?			
a	Receipt of (i) interest, (ii) annuities, (iii) royalties, or (iv) rent from a controlled entity	1a	No
b	Gift, grant, or capital contribution to related organization(s)	1b	No
c	Gift, grant, or capital contribution from related organization(s)	1c	No
d	Loans or loan guarantees to or for related organization(s)	1d	No
e	Loans or loan guarantees by related organization(s)	1e	No
f	Dividends from related organization(s)	1f	No
g	Sale of assets to related organization(s)	1g	No
h	Purchase of assets from related organization(s)	1h	No
i	Exchange of assets with related organization(s)	1i	No
j	Lease of facilities, equipment, or other assets to related organization(s)	1j	No
k	Lease of facilities, equipment, or other assets from related organization(s)	1k	No
l	Performance of services or membership or fundraising solicitations for related organization(s)	1l	Yes
m	Performance of services or membership or fundraising solicitations by related organization(s)	1m	No
n	Sharing of facilities, equipment, mailing lists, or other assets with related organization(s)	1n	Yes
o	Sharing of paid employees with related organization(s)	1o	Yes
p	Reimbursement paid to related organization(s) for expenses	1p	No
q	Reimbursement paid by related organization(s) for expenses	1q	Yes
r	Other transfer of cash or property to related organization(s)	1r	No
s	Other transfer of cash or property from related organization(s)	1s	No

2 If the answer to any of the above is "Yes," see the instructions for information on who must complete this line, including covered relationships and transaction thresholds.

[illegible]Part VI **Unrelated Organizations Taxable as a Partnership.** Complete if the organization answered "Yes" on Form 990, Part IV, line 37.

Provide the following information for each entity taxed as a partnership through which the organization conducted more than five percent of its activities (measured by total assets or gross revenue) that was not a related organization. See instructions regarding exclusion for certain investment partnerships.

[illegible]

