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Membership Summary: Next Step® Network, Inc.

Putting sustainable homeownership within reach of everyone, while transforming the manufactured housing industry one home at a time.

Next Step built the first national nonprofit distribution system to deliver high-quality, energy-efficient factory-built housing. The Next Step System allows nonprofits to help homeowners achieve wealth by growing equity, preserving assets and replacing substandard mobile homes with new ENERGY STAR homes. We believe factory-built housing offers a viable housing solution for millions of Americans.

Next Step offers access to homes built in a factory and finished onsite that are designed to meet the unique program needs for federal and state subsidy programs. Across the nation, our Network Members are developing homes with our manufacturing, retail and lending partners, while building volume and scaled approaches for delivering their missions.

Next Step partners with the leading manufacturing companies – [Clayton](#), [Champion](#), [Cavco](#), and [KIT HomeBuilders West](#) – and has approved homebuilding facilities across the country that can transport homes up to 500 miles, providing nearly nationwide coverage. These unprecedented partnerships create a new market dynamic that makes it easier for more low to moderate income families to realize homeownership. We are constantly searching for additional qualified manufacturers to increase capabilities and model availability while reducing costs.

Delivering Value - What Can My Organization Expect?

Members are supported by experienced factory-built housing experts and developers who understand the nonprofit business model and can “speak the factory language.”

By participating in the Next Step Network, Members can achieve greater predictability in managing construction time and costs, employ local subcontractors, serve more families annually, meet their mission and enhance their financial sustainability. Ultimately, they can engage in a system for doing business that ensures success for their organization and customers.

Members’ homebuyers gain access to high-quality ENERGY STAR homes on permanent foundations that, when properly maintained, will hold and even appreciate in value. They receive homebuyer education and are prepared and supported by a Network that has homebuyer success as its mission. They are qualified for sustainable loans with good terms and assistance at a price they can afford.

Products and Services Available To Nonprofits

Next Step worked with its manufacturing and retail partners to develop a unique line of homes, meeting the Network's expectations at favorable pricing.

Members receive quality training, online and in the field, on development, installation, home models/specifications, sales, lending and the Next Step System.

The Next Step System for doing business includes:

1. Prepared and supported homebuyers;
2. ENERGY STAR homes on permanent foundations;
3. Transparent life-cycle pricing that includes the cost to operate and maintain the home over its lifetime;
4. Fair loans that enable families to earn wealth and/or preserve assets; and,
5. "A Home is a Home" policy commitment advocating for homeowners' rights and to remove the unfair stigma and stereotypes.

Next Step provides manufactured homes through three channels:

Factory Direct

Once trained and certified, Members use the Next Step System to market homes, find and prepare homebuyers, sell and order homes from approved manufacturing facilities, taking advantage of preferential pricing. Next Step monitors ordering and assists the member in preparing for delivery. The Member completes the homes following Next Step's specifications. Next Step facilitates warranty work between the factory and Member when necessary.

Retail Direct

The Member partners with a Next Step approved Retailer to prepare a customer who orders a home through the Retailer, while the Member acts as the customer's trusted advisor. The Retailer orders a home with a small deposit from the Member and completes the home, managing construction, and after closing assuming warranty liability. All construction costs are absorbed by the Retailer.

SmartMH KY

Next Step supports an alliance of manufactured housing retailers, lenders, nonprofits, utilities and other stakeholders to increase ENERGY STAR manufactured home production in Kentucky from 1% to 50%. We are striving for statewide coverage of utilities and public agencies paying ENERGY STAR upgrades to manufacturers. Next Step identifies SmartMH loans that are consistent with mission to finance ENERGY STAR manufactured homes.

How Does My Nonprofit Participate In This Opportunity?

Next Step invites high-performing, results-oriented nonprofits to participate in our nationally growing Network.

To qualify as a Next Step Member, nonprofits must demonstrate the following capacities: operational, financial, marketing, sales, homebuyer preparation, loan origination and development. Your nonprofit must have the interest and be willing to certify and license to sell and develop with factory-built homes. Next Step membership is currently by invitation only for volume producers. There is no membership fee.

Key Partners

- The [Ford Foundation](#) has provided generous support to launch the social enterprise, allowing Next Step to build our Members' knowledge and their ability to deliver innovative affordable housing solutions.
- [NeighborWorks America](#) has provided generous support to launch the social enterprise and factory-built construction is taught at the National Training Institute.
- Next Step partners with [CFED's I'M HOME](#) partners in addressing the nation's critical affordable housing needs by providing quality factory built homes and mobile home replacement. I'M HOME also provides a training forum for our Members and Partners.
- Next Step has entered into strategic alliances with the nation's leading factory-built home manufacturers – [Clayton](#), [Champion](#), [Cavco](#), and [KIT HomeBuilders West](#) – to build Next Step homes.
- A national network of the best retailers have been personally selected by Next Step as trusted partners in the Next Step Retail Direct Program.
- Next Step partners with [Community Development Financial Institutions](#) like [NeighborWorks Capital](#) and [Fahe](#) to underwrite interim financing for home orders by Members.

For additional information, please contact us:

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