

# The Builder



July 2019

## We need your participation to make upcoming HBACV events a success

During the next eight weeks the Home Building Association of Central Virginia will host three major events that will tie directly into the financial success of our organization and those in the community that we support.

On Friday, August 2nd we host the annual Scholarship Golf Tournament. As the HBACV increases its partnership efforts with local high schools, colleges and professional trade schools, developing new funding streams will be crucial. Placing a foursome in the tournament or sponsoring a hole is a way for your company to contribute to our workforce development efforts.

On Friday, August 9th and Saturday, August 10th we partner with the Central Virginia Business Coalition to bring to Lynchburg the Home & Garden Showcase at River Ridge Mall. Reserving a booth is a way for your company to increase brand awareness and gather new leads.

On Saturday, Sept. 14th we bring to the community its largest kid-friendly event with the sixth annual Touch A Truck in Forest. Our goal is to top the \$22,000 mark in gifts to the benefiting charities. We also hope to surpass the \$100,000 mark in contributions to local children's charities since the first event in 2014.

Our success can happen ONLY if you step up. We are counting on you. Contact the HBACV to get involved.

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**NEXT HAMMER TIME**  
**No July Gathering. We next meet on Tuesday, Aug. 20th, at Foster Fuels in Forest.**

## Huge Victory for NAHB on Takings Claims

In a [huge victory for NAHB and its members](#), the U.S. Supreme Court has reversed a long-standing land use decision that made it nearly impossible for property owners to bring a Fifth Amendment takings claim in federal court.

In 1985, the Supreme Court issued a decision, known as the Williamson County decision, that forced land use plaintiffs to first go through years of expensive state administrative and/or court proceedings prior to bringing a “takings” claim in federal court. Local governments often used the decision to their advantage to tire out property owners. In addition, once a property owner finally filed a case in federal court, government defendants would use the prior state court decision as leverage to throw out the federal case.

In *Knick v. Township of Scott*, the Supreme Court ruled that “the state-litigation requirement [in *Williamson*] imposes an unjustifiable burden on takings plaintiffs, conflicts with the rest of [the Court’s] jurisprudence, and must be overruled. A property owner has an actionable Fifth Amendment takings claim when the government takes his property without paying for it.”

This means that rather than going through expensive and drawn-out state court proceedings, a land use plaintiff can bring a takings claim in federal court as soon as the taking occurs.

## NAHB Leadership Council Sets Priorities

During the first week of June, NAHB convened its spring leadership meetings in Washington, D.C.

The event included meetings of NAHB’s committees and councils, the 2019 Transitional Board and the Legislative Conference, which featured Sen. John Barrasso, chair of the Senate Republican Conference.

The week-long event concluded with the first meeting of NAHB’s new Leadership Council on Saturday, June 8. You can [view videos](#) of the Leadership Council Meeting.

## NAHB Receives Grant from HUD

NAHB has received a [\\$110,000 grant](#) from the U.S. Department of Housing and Urban Development to fight housing discrimination.

The grant will be used to educate developers and multifamily building owners and managers on the Fair Housing Act’s accessibility requirements.

## What to Do if ICE Visits Your Site

With the administration announcing increased enforcement actions by the U.S. Immigration and Customs Enforcement agency (ICE), NAHB has a guide to remind members [what to do if federal officials visit their job sites](#).

Now more than ever, employers should be aware of their obligation to comply with the law and know how to handle visits from ICE.

For more information, contact David Jaffe at 800-368-5242 x8317 or Amy Chai at 800-368-5242, x8232.

## Who is the Typical Builder?

NAHB's recently published 2018 membership census reveals that the typical builder member today is a 57-year-old small business owner with a median number of five employees and a median six housing units started in 2018. These figures reinforce the need to bring younger and next-generation builders into our associations.

More than six out of 10 NAHB builder members are single-family builders, according to the NAHB census. The Home Building Association of Central Virginia, which defines a builder as one who primarily builds, remodels or renovates homes and light commercial properties, has 31 contractor/builders members.

Of the 38,233 builder members, 61% are single-family builders (spec/tract, custom, or general contracting), 22% are residential remodelers, 5% each are commercial and multifamily builders, and 4% are land developers. One percent each are commercial remodelers and manufacturers of modular/panelized log homes.

The median dollar volume of builder members in 2018 was \$2.7 million, unchanged from 2017 and the highest level since the inception of the NAHB census in 2008. The median dollar volume of business essentially plateaued between 2008 and 2011, with levels ranging from \$900,000 to \$1 million, then rose sharply between 2012 (\$1.1 million) and 2015 (\$2.5 million). It slipped to \$2.4 million in 2016.

NAHB's builder members reported that they had a median of five employees on payroll in 2018, which has remained unchanged since 2015. A further breakdown of the number of workers on payroll is as follows:

- ❑ One employee: 13%
- ❑ Two to four employees: 32%
- ❑ Five to nine employees: 24%
- ❑ 10 to 49 employees: 23%
- ❑ 50 to 49 employees: 3%
- ❑ 100 employees or more: 2%

In 2018, builder members started a median of six housing units, up from five in 2017.

## CALENDAR OF EVENTS

- **August 2nd (Friday) Annual Scholarship Golf Tournament: At London Downs.** Registration / lunch at 12:30 pm; Shotgun start 1:30 pm; prizes and post-event social and awards at 6 pm.

- **August 9-10 (Fri/Sat) Central Virginia Home & Garden Showcase:** At River Ridge Mall featuring 80+ booths. (In the former Macy's Space) Exhibitor registration deadline 7/26). Discounts for HBACV Members.

- **August 20 (Tues.) Hammer Time:** Hammer Time: Touch A Truck Sponsors and fall membership.. Starts at 5 pm. (HOSTED BY FOSTER FUELS)

- **Sept. 18 (Wed.) HBAV Fall State Meetings:** In Richmond at Marriott. Committee and Board of Directors. 1 pm.

- **Sept. 19 (Wed.) HBAV Builders Summit Trade and Education Show:** 9 am to 4 pm In Richmond at Marriott downtown. 50 vendors. Discounts available.

- **September 24 (Tues.) Hammer Time:** Hammer Time: Touch A Truck Charity Awards. Starts at 5 pm. (HOSTED BY SELECT BANK)

**DEADLINE TO RESERVE BOOTH SPACE IS JULY 26**

## Time running out to get a booth in Home Show

More than 75 booth spaces are filled for the August Central Virginia Home & Garden Showcase and only a limited number remain with the 60% rate discount for HBACV members.

The event is August 9-10 at the former Macys' space at River Ridge Mall. Vendor registration deadline is July 26. [Click here to get info and a registration form.](#)

The event is being conducted by the Home Builders Association of Central Virginia in partnership with the Central Virginia Business Coalition. HBACV member F&S Building Innovations is the presenting sponsor.

The Home & Garden Showcase offers HBACV and CVABC members significant discounts on booth rates. "Our committee sees an event like this as a service to our membership," said HBACV Executive Director Bob Morgan, co-chairman of the event with CVABC Director Heather Alto. "Showcasing the products, services and people of our member companies was the first priority for the show." The Member

### **BOOTH FEES:**

**(Includes electricity & wifi)**

- **HBACV/CVABC Member rate (10x10) \$350**
- Additional 10x10 spaces are \$225.
- **"Join HBACV/CVABC Today" Rate (10x10) \$650**  
(Businesses choosing this option receives Booth space AND a 1 year membership with both HBACV and CVBC)
- **Non-member rate (10x10) \$850**
- Non-member Additional 10x10 space is \$275.

Rate for a 10x10 booth is \$350 - a \$500 discount.

The show will be open to the public on Friday, Aug. 9 from noon until 6:30 pm and on Saturday, Aug. 10 from 10 am until 6:30 pm. A single \$5 donation gives attendees access to the exhibit floor and all education and workshop sessions. The show is accepting requests from vendors for presentations and workshop sessions.

**NEED INFO: Contact Bob Morgan at (434) 385-7588 or [bob@hbacv.org](mailto:bob@hbacv.org) OR Contact Heather Alto at (434) 528-1732 or [heather@cvabc.org](mailto:heather@cvabc.org)**

## **Foster Fuels hosts next Hammer Time at its Forest location**

The next HBACV membership monthly meet - Hammer Time - will be hosted on August 20 at the Foster Fuels location at 17898 Forest Road in Forest, near Graves Mill Shopping Center. Please plan to join us then for networking, food and drink and updates on HBACV activities and events. This is a membership "growth" event so feel free to bring a colleague or business client interested in joining the HBACV. *NOTE: There is no July Membership meeting.*



# HBAV dues increase will support the advocacy effort needed to contain restrictive regulation

HBAV's primary mission is to strengthen the legislative and regulatory environment for the Commonwealth's residential land development and construction industry. Working with state legislators and regulators from numerous agencies, HBAV has been able to shape legislation and regulations that ensure that our members can continue providing a diverse array of housing opportunity to all parts of the states in a cost-effective way. Like most places around the country, the legislative, regulatory, and political landscape is constantly shifting – it is as important as ever that we keep pace with the changing environment that we find ourselves.

Enclosed you will find an overview of HBAV's legislative and regulatory accomplishments over the last two decades. As we continue to advocate for pro-housing policies at the State level, HBAV is also working to expand our membership, refresh our member communications, and work on initiatives related to member education, workforce development, and member benefits.

As business owners and employees, you know that these types of initiatives require an organization to reexamine its financial resources to ensure that every dollar is being spend as effectively as possible. Over the last several years, the HBAV Board of Directors and Executive Committee has worked to ensure that every cent of dues revenue that HBAV receives is used to advance the Association's core mission. While the Association continues to slowly recover from the economic downturn, it has become evident to the HBAV Executive Board and the HBAV Board of Directors that we must make additional significant and forward-thinking investments into many facets of the Association in order to continue growing our membership, expanding member benefit programs, and amplify our legislative and regulatory advocacy.

To that end, the HBAV Board of Directors voted to increase the Annual Membership Dues by \$10, effective October 1, 2019. On that date, the membership dues for Builder and Associate Members will be \$175. The \$10 annual dues increase will yield \$22,200 annually to the HBAV operating budget, allowing HBAV to have a balanced budget.

The state Board of Directors, which is comprised of a diverse array of builders, developers, and representatives from local associations, did not make this decision lightly. Many local associations are experiencing membership growth while others continue to decline resulting in flat statewide membership numbers since 2011. Income from the HBAV subsidiary, the HBAV Insurance Agency, has also declined since 2011. Going forward, HBAV will focus on both membership and Non-Dues revenue opportunities to help fund the increased costs of doing business. To avoid dues increases in the future, HBAV encourages all members to consider supporting the HBAV Insurance Agency, HBAV Build PAC, and HBAV events such as the Virginia Builders Summit and HBAV Annual Conference. We will continue to evaluate ways to bring efficiencies to the Association and we are confident that this slight increase in membership dues will allow HBAV to capitalize on its new initiatives.

The additional dues increase will allow HBAV to deliver the best representation while enhancing the awareness of our industry, the need for affordable housing in Virginia, and workforce development shortages.

## Virginia's Hispanic Workforce Faces DPOR Language Barrier

Local HBA members across Virginia have contacted the HBAV in recent months regarding the challenges facing the residential construction labor market and their inability to obtain proper licensure.

Much of the residential constructions labor force in Virginia are Hispanic and speak Spanish as their primary and only language. In response to this, HBAV has met with the Director of the Virginia Department of Professional and Occupational Regulation (DPOR) and the Executive Director for the Virginia Board of Contractors. Currently, DPOR only offers contractors exams in English, making it nearly impossible for anyone that doesn't speak English fluently to pass the contractors licensing exams. In response to this problem HBAV began taking action.

During the 2018 General Assembly, HBAV worked to increase the licensure exemption for Work undertaken by a person providing construction, remodeling, repair, improvement, removal, or demolition valued at \$5,000 or less per project on behalf of a properly licensed contractor, provided that such contractor holds a valid license in the (i) residential building, (ii) commercial building, or (iii) home improvement building contractor classification.

As we prepare for the 2020 General Assembly Session, HBAV will review the need to increase the exemption amount again to a reasonable level to maintain Virginia's workforce.

This past June, Governor Northam signed an Executive Order establishing a commission to examine Racial Inequity in Virginia Law. HBAV has communicated with the Governors administration and members of the task force on the need for all DPOR contractors licenses to be offered in Spanish.

[Click here for more on the governor's initiative](#)

HBAV will work to ensure that both of these initiatives are accomplished, keeping Virginia's workforces in Virginia and not in neighboring states.

## NEW MEMBERS

■ **Better Home Improvements** has joined the HBACV. The Salem-based company is owned by Tracy White. It also runs Better Baths & Kitchen Improvements. The company is a full-service remodeler and Class A contractor located at 200 W 4th St. Salem, VA, 24153. Phone: (540) 387-2223.

■ **Greystone Builders LLC** has joined the HBACV. The Forest-based company is owned by Steve Neal. It is a full-service builder and remodeler and Class A contractor located at 101 Warwick Place, Forest, VA 24551. Phone: (434) 606-2301.

■ **Blue Eagle Credit Union** has joined the HBACV. The Roanoke-based company is a full-service lender and retail credit union offering banking services. It has two locations in Lynchburg. The corporate office is 121 Electric Road, Roanoke, VA 24018. Phone: (540) 342-3429.



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## House Panel Approves Long-Term NFIP Reauthorization

The House Financial Services Committee recently voted to advance NAHB-supported bipartisan legislation that would [reauthorize the National Flood Insurance Program \(NFIP\)](#) for five years through Sept. 30, 2024.

NAHB has made a long-term reauthorization of the NFIP a top legislative priority, and the bill agreed to by Chair Maxine Waters (D-Calif.) and Ranking Member Patrick McHenry (R-N.C.) includes many NAHB-supported reforms to the program.

Specifically, the NFIP Reauthorization Act of 2019 would:

- Increase funding for flood risk mapping and mitigation.
- Provide premium credits for not currently recognized mitigation activity.
- Create a new zone to account for levee-protected areas.
- Establish umbrella coverage options for multifamily development.

NAHB is urging Congress to swiftly pass a long-term reauthorization of the NFIP.

### ADUs Can Boost Affordability

What if there was a simple solution to help communities struggling with high housing costs, limited developable land and demand for multigenerational living?

An increasing number of communities around the United States have found that there is such a solution: [accessory dwelling units \(ADUs\)](#). Also called an in-law suite, granny flat or secondary dwelling unit, an ADU offers an additional self-contained living unit that typically has its own kitchen, bedroom(s) and bath space, while maintaining independence and privacy from the primary home.

ADUs can take many forms: a second small backyard cottage on the same grounds as (or attached to) a single-family house, an apartment over the garage or a basement apartment. They offer a relatively inexpensive means to provide more affordable housing options in a neighborhood without changing community character.

### NAHB Scores Codes Victories

Thanks largely to NAHB members and their efforts to educate codes officials, none of 26 high-priority code change proposals opposed by NAHB passed the first stage of the International Code Council I-Code development process.

The ICC recently held its 2019 [Group B Committee Action Hearings](#) on proposed changes to the Group B codes for the 2021 edition of the I-codes. Group B includes the International Energy Conservation Code and the International Residential Code.

The ICC committees considered almost 1,400 code change proposals. Overall, they supported NAHB's position on 84 percent of proposals where a position was taken.

After another round of hearings, there will be an online vote in November open to all ICC governmental voters.

NAHB will again be asking members to participate in the [One & Done campaign](#) to encourage favorable codes voting results.

## Contractor / Builder Member of the Month

# J.C. Laughlin

J.C. Laughlin has been building houses in Bedford County and the surrounding area for nearly 30 years. Drawing on our years of experience, He says we strive to build a home that you can be proud of for years to come. We will work with you from the beginning, whether you need assistance in finding a plan, or a lot that suits your needs, or you are ready to begin construction. If you are looking for a well-established builder who understands your needs, please contact JC Laughlin. We can make your dream home a reality. **The details:** JC Laughlin has been an HBACV member since the late 1990s.

**Contact:** (540) 586-7002

**Website:** NA

**Address:** 1390 Windy Knoll Road, Goode, VA 24552



## Associate Member of the Month The Floor Show



**Chase DeWitt**

The Floor Show/Carpet One is one of the association's most resilient members, overcoming a tornado that demolished its showroom 15 months ago. The company, now back in its newly reconstructed building, offers one of the area's most complete flooring choice for home, commercial or industrial facilities. All with the remarkable service you'd expect from a family-owned business. The company is led by Chase DeWitt, a second-generation, owner. The showroom team is led by

Nancy Fitzgerald. Chances are you don't buy

flooring very often. With The Floor Show you're assured that our specialists will assist you with selections that are just right for you, along with the right price. Its staff is the reason behind a business supplying great products since 1975. **The details:** The company has been an active HBACV member since the late 1990s.

**Contact:** (434) 4237-6237

**Website:** <http://www.floorshow.net/>

**Address:** 20695 Timberlake Road, Lynchburg, VA 24502

## 2019 HBACV LEADERSHIP

### Executive Committee:

Brent Lilly - President  
Joe Hepler - 1st VP  
Jim Minear - Secr/Trea  
Chris Hargis - Assoc. VP  
Jeff Wiczorek - Past Pres.

### Board of Directors

Gordon Cudd  
Allen Dukes  
Mike Forren  
Matt Holley  
Robert O'Brian  
Barry Layne  
Steve Mays  
Tammy Mikkelson  
Terry Morcom  
Rosalie Richman  
Sandy Speck  
Matt Yeatman

### HBACV BUILD-PAC:

Chris Hargis, trustee

### HBACV Legislative:

Chris Hargis, HBACV rep

### HBACV Board of Directors:

Sandy Speck

### HBACV Director:

Brent Lilly, HBACV rep

### HBACV Associates:

Jim Minear, HBACV rep

### NAHB Leadership Council:

Terry Morcom

### HBACV Executive Officer:

Bob Morgan

### CONTACT THE HBACV:

Office: (434) 385-6018

Cell: (434) 841-7588

Email: Bob@hbacv.org

## NAHB Members Converge on Capitol Hill

Nearly 700 NAHB members from across the nation converged on Capitol Hill in early June for [NAHB's 2019 Legislative Conference](#) to urge their lawmakers to support policies that will increase the production of quality, affordable housing and keep the housing recovery moving forward.



“We are sending a loud and clear message to members of Congress that there is an urgent need to implement innovative solutions to ease the nation’s affordability woes and enable more families to achieve homeownership or have access to suitable rental housing,” said NAHB Chairman Greg Ugalde.

In nearly 300 individual meetings with their representatives and senators, NAHB members discussed the following key housing issues:

- Workforce and immigration
- Trade policy
- Housing finance reform
- Low-Income Housing Tax Credit
- National Flood Insurance Program
- Building energy codes
- Cluster mailboxes

Sen. John Barrasso (R-Wyo.) addressed the members before their Hill visits and cited the need to reduce regulatory burdens and taxes to help the residential construction industry.

“I want you to be able to build faster, cheaper and smarter by getting rid of regulations and red tape,” said Barrasso. “If we want to grow the economy, we need to lower taxes and get rid of punishing regulations.”

The senator also expressed support for two other NAHB priorities: ratification of the United States-Mexico-Canada Agreement and a long-term reauthorization of the National Flood Insurance Program.

## JULY IS LOG HOME MONTH

July marks the eighth annual National Log Homes Open House Month, celebrating the heritage of log-home building.

NAHB Log & Timber Homes Council members and builders across the nation observe the month with home tours, log-raising demonstrations, mill tours, seminars and more to educate consumers on this unique building system.

HBACV Member Jack Hutsler is the local authorized dealer for Southern TimberCraft and the parent company Honest Abe Log & Timber Frame Homes. He offers Southern TimberCraft designs, custom crafts and builds distinctive Homes and Commercial Structures.

Jack can provide information about optimal types of wood species to build with, what’s included in a log home kit or package, log home maintenance, energy efficiency and sustainability benefits of log homes, and how long it typically takes to build a log home.

Contact him at 800-767-4916.

# TOUCH A TRUCK



## TOUCH A TRUCK 2019 NEEDS YOUR SUPPORT

The Annual Charity Fundraiser of the Home Building Association of Central Virginia will be a complete success only with the help of our membership. Your help pays off in dividends for your company, your customers and your community. And it helps the great charities benefiting this year: The Claire Parker Foundation, The Boys & Girls Club of Greater Lynchburg and the Challenged Sports Exchange.

**We are asking each HBACV Member to purchase a \$100 Block of Tickets**  
*(This gives you 25 tickets for price of 20 tickets)*

- Use these to reward employees
- Give to clients and customers
- Create a contest on Social Media/Website/Mailer for chance to win *(and generate leads)*
- It's a Charitable Donation - A Win Win for the community

**Our Goal is to have 100% HBACV Member Participation!**

**Don't be the one member who makes us miss our goal - Buy Your Block Today!**

**To get your tickets contact EO Bob Morgan (434-841-7588)  
or Touch A Truck Chairman Rosalie Richman (434-444-2224).**



**Want to have a vehicle  
in Touch A Truck?**

Call or text  
**(434-841-7588)**  
or email [bob@hbacv.org](mailto:bob@hbacv.org)

**TOUCH A TRUCK IS SATURDAY, SEPT. 14 AT SIMS FARM IN FOREST, VA**

## Touch A Truck Top Level Sponsors Are Set

Lynchburg Ready Mix, Wooldridge Heating Air Electrical and Craft Automotive have committed as the lead "Helicopter Level" sponsors for the 2019 Touch A Truck Event. Each will provide \$5,000 to support this charity event.

The HBACV Touch A Truck committee's goal is to draw 5,000+ attendees and raise more than \$20,000 for local children's charities. This year's main recipient charities are Boys & Girls Club of Greater Lynchburg and The Claire Parker Foundation. The additional benefiting charity is Challenged Sports Exchange.

Touch A Truck lets a child climb in and experience being behind the wheel of 80+ vehicles including police, emergency, disaster and fire vehicles along with construction, long-haul, fuel and army vehicles. There are also food vendors, activities and bounce houses. Online advance tickets go on sale in July 31. Look for updates on the HBACV's Touch A Truck Facebook page.

As means to support this event - which has raised and contributed more than \$75,000 to local charities the past five years - the committee is challenging each HBACV member company to purchase a discounted block of 25 tickets to resell or giveaway. This costs just \$100 but pays it forward in support and goodwill. Contact the HBACV office to pick up your ticket pack.

In addition to the top-level sponsors, Member One FCU, Finly Corporation and Builders 1stSource are committed at the \$2,500 level and Assurance Financial, Monster Tree Service, Blue Eagle Credit Union and Foster Fuels have committed at the \$1,000 level.

This year's event is Saturday, Sept. 14 at Sims Farm Exhibition site in Forest.

## Executive Order Addresses Regulatory Barriers to Affordability

In a key victory for NAHB, President Trump has put housing at the forefront of the national debate by signing an [executive order](#) that cites the need to cut costly regulations that are hampering the production of more affordable housing.

After attending the White House signing ceremony, NAHB Chairman Greg Ugalde issued an official statement, which is excerpted below:

"NAHB applauds President Trump for making housing a top national priority. With affordability near a 10-year low, the executive order underscores that the White House is

ready to take a leading role to help resolve the nation's afford- ability crisis.

"Given that homeownership historically has been part of the American dream and a primary source of wealth for most American households, the need to tackle ongoing afford- ability concerns is especially urgent.

"We are pleased that the president's executive order calls for the formation of a White House Council chaired by HUD Secretary Ben Carson that will seek to reduce regulatory barriers that are making housing more costly."

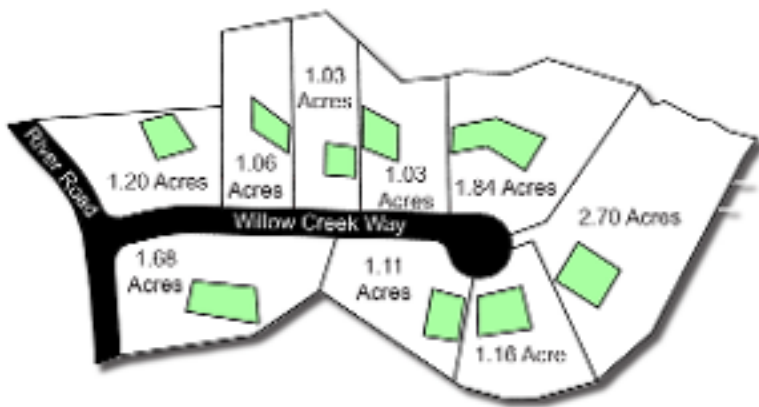
[Learn more and view video commentary.](#)

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## HBACV Annual Golf Fundraiser

### Deadline to get discount entry fee for HBACV Golf Tournament ends 7/22

The HBACV registration period is almost over and only 17 teams have taken advantage of this opportunity. We have room for only eight more teams, so don't delay.

The HBACV 2019 Scholarship Golf Tournament Fundraiser, presented by Ferguson Enterprises, will be Friday, Aug. 2 at London Downs Golf Course. The \$50 discount for entering your foursome ends July 22. Not an HBACV member? No problem, non-member companies can enter teams.

Tammy Mikkelson/Movement Mortgage is the second beverage sponsor and Francis Oil and Propane is the food sponsor.

The tournament follows the same schedule as last year: check-in and lunch noon to 1:00 and a shotgun start at 1:30. There will be prizes, awards and a social following the finish. Food and unlimited on-course beverages (two roving carts) are free with the registration. There will also be a 50-50 raffle and mulligans & strings to purchase.

This year's goal is to bring in a minimum of 25+ foursomes for the Captain's Choice format event.

**See the entry form on the following page of this newsletter for more details.**

# 2019 HBACV Scholarship Golf Tournament



Presenting Sponsor



**London Downs Golf Club: Friday, August 2, 2019**

Registration & Lunch: **12:30**  
"Shotgun" Start Time: **1:30**

50/50 Raffle & Mulligan/String Packet  
Awards, Prizes & Social afterward

**Beverage  
Sponsor:**



**Food  
Sponsor:**



**Cost:** \$375 Team (Register by 7/19 only \$350 )

\$425 Team & Hole Sponsorship (Register by 7/19 only \$400 )

\$125 Hole Sponsorship Only (Register by 7/19 only \$100 )

Company/Team Name: _____			\$375.00
Team and Hole Sponsor?	YES	NO	\$420.00
Hole Sponsor ONLY _____			\$125.00

**Three Easy ways To Pay:**

- \_\_\_ Checks - Should be mailed to: HBACV 20334 Timberlake Rd Ste 3 Lynchburg, VA 24502
- \_\_\_ Credit Card - Call HBACV to make payment (434) 385-6018
- \_\_\_ Request Invoice

**\*\*All payments due by August 2 or may be subject to late fees\*\***

*Benefit for HBACV Student Scholarship Fund. Thank you for supporting these students!*

# Virginia Builders Summit Coming Sept. 18 in Richmond

The Home Builders Association of Virginia will host the inaugural Virginia Builders Summit and Expo on Sept. 19, 2019 in Richmond. The event will include



Virginia's premier residential builders, remodelers, developers, suppliers, and partners. The one day Summit & Expo will feature eight educational sessions and 50 exhibitors at the Richmond Marriott Downtown.

**HBACV members can register for the event and receive a \$20 discount** off the \$85 registration fee. In addition, the HBACV receives a \$10 bonus for each local member who registers. Your registration fee includes all eight education sessions, your expo pass, lunch and the welcome reception. [Click Here for the information and registration link.](#)

## The education sessions include:

**Virginia's Building Code Updates** - Know the changes that are required and will begin to be enforced by local code officials September, 2019. Cindy Davis, Deputy Director Division of Building & Fire Regulations Virginia Department of Housing and Community Development, leads this morning session.

**Strategies for better websites and more effective digital marketing** - If your website is hard to use, lacks content, and fails to make a connection, you lost the sale before it began. Learn keys to supercharge your website into a lead generator. Learn how to utilize Google Analytics to monitor your website's performance and determine ROI; create stronger prospect follow ups and and better digital leads. Three sessions led by Meredith Oliver, President and Chief Digital Strategist of Meredith Communications.

**Strategies for higher margins, better scalability and profitability** - For builders and contractors, it's not the actual building or remodeling that they struggle with - more often it's how to make more profit. Learn keys to reaching higher margins. Are you contractor or builder struggling to actually grow a successful business - you actually must manage and grow FIVE businesses. Those five are (1) a strategic planning business, (2) a marketing business, (3) a sales business, (4) a production/services business, and (5) an administration/financial management business (basically all your back office systems). Dealing with all five can leave you feeling overwhelmed. Two different sessions led by Terry Elton, COO, Small Business Growth Partners, an HBAV Partner.

**Concerned about Duct Leakage?** Come see the DOE Field Study Results of New Homes in Virginia. See how to properly test your Duct Leakage - a requirement of the new code. HBAV recently supported a study on new homes in Virginia and their energy usage. The results will be revealed, and participants will learn how to comply with one of the major changes to the new building code, testing your duct leakage.. One session led by Sean Evensen-Shanley, Director of Residential Operations, Viridant.

# Thank You To Our Late Spring and Summer Event Sponsors



## Doing Business with a Member Creates a Stronger Association

The HBACV provides full contact information to members to other members through our [website](#) and through our office (385-6018). Building your HBACV network allows you to provide members and customers with service and resource information aligned with their needs and your products. In addition, because you are a member of the local, state and national associations, you can get access to membership lists in adjacent territories. Do business with a member and support those businesses that support the HBACV. Get the most from NAHB Membership Discounts: Click to learn more. [nahb.org/ma](http://nahb.org/ma).

Members Save Millions  
*Put Your NAHB Membership to Work Now.*

Money saving discounts that benefit you, your business and your family

[nahb.org/Savings](http://nahb.org/Savings)

SAVINGS



# 2019 Renewals & New Members

Thank You for your ongoing support of the Home Builders Association of Central Virginia  
(\*indicates new 2019 member)

Affordable Portables  
AmeriGas  
Aquabarrier  
Atlantic Union Bank  
Balzer & Associates  
Barnyard Slavage\*  
Bath Planet\*  
Bays Trash Removal\*  
Bank of The James  
Mortgage  
Better Bathrooms &  
Kitchens  
Boxley Block  
Bugman Exterminating  
Capital One\*  
Carpetland  
Central VA Construction  
Central Technology  
Solutions  
Construction  
Marketing\*  
Columbia Gas  
Countryside Land Co.\*  
County Waste\*  
Craftsman Custom  
Home  
David James Homes  
Designer Solutions  
DeWitt Real Estate  
First Action Systems  
First National Bank

First Piedmont  
Ferguson Enterprises  
F&S Building Innovations  
Financial Designs\*  
Fisher Drafting & Design  
Foster Fuels  
Foxcrest Developers  
Francis Oil & Propane  
Greystone Builders LLC  
Hajoca  
Hawkins - Graves  
JCL Inc.  
KU Forming  
Kubota of Lynchburg\*  
LeafFilter of NC\*  
Lilly Construction  
LG Flint  
Lynchburg Ready-Mix  
Lowe's\*  
Meadowlands  
Restoration\*  
Member One FCU  
Morcom Building  
Nelligan Insulation  
Overhead Door Co.\*  
Piedmont Floor Designs  
Prosperity Mortgage\*  
Perimeter Roofing\*  
Pinnacle Cabinetry  
RM Gantt

Toler Insulating  
Taylor Brothers  
Select Bank  
Sellari Enterprises  
Shackleford & Werthman\*  
Skinner Construction  
Southern TimberCraft  
Sunburst Vinyl Supply  
Water By Design\*  
84 Lumber  
Yates Homes  
Ann Parker / Dewitt  
Anne Coleman / Long &  
Foster\*  
Christine Avery/Long &  
Foster\*

## Interested in Joining the HBACV?

Contact a member, or our  
web site [www.hbacv.org](http://www.hbacv.org) or  
contact executive director  
Bob Morgan at 385-6018 or  
[bob@hbacv.org](mailto:bob@hbacv.org).

Membership growth -  
especially builders and  
trades - is the life-blood of  
our association. Take a  
moment and jot down the  
names of anyone who you  
see as a potential member.  
Then work with us and  
other HBACV members to  
bring them on board.

# Lynchburg Idea House open on July weekends

There are two more opportunities to tour the Lynchburg Idea House, which opened on July 14. It is open each Friday and Saturday in July from 12 noon until 4 pm. Dozens of people came through the farmhouse style home in the Trents Landing development in the first two days. Custom Structures and five other HBACV members have been involved in the project, a new-built home featuring new and innovative trends in residential construction. Custom Structures is the builder. The project is both a marketing and construction effort and the concept was brought to the local company from the parent company of another HBACV member, Lynchburg Living. Other HBACV members involved are Ferguson Enterprises, Taylor Brothers, Foster Fuels and Finly Corporation. All have components that are part of the project. Several other companies have been involved, including Brothers Who Do Gutters and W.B. Bass. Overall about 15 firms are involved. The modern farmhouse home has 2,500 finished square feet with 3 bedrooms, 2.5 baths, a dedicated office and a two-car garage. It includes multiple "smart home" features and carries a list price is \$449,000.



Dozens attended the first open house weekend for the Lynchburg Idea House



## NAHB Member Discounts on Vehicles



**GMC**



**RAM**



**FCA US LLC** - A \$500 cash allowance for members, employees and household family members. This offer is good toward many new models in the Chrysler, Dodge, Jeep®, Ram or FIAT® vehicle lineup and is stackable with current local or national incentives. Visit [nahb.org/fca](http://nahb.org/fca)

**General Motors** - General Motors is proud to offer NAHB Members a Private Offer of up to \$1,000 on your next Chevrolet, Buick and GMC vehicle. Visit [nahb.org/gm](http://nahb.org/gm)

**Nissan/Infiniti Commercial Vehicles** - NEW! Nissan North America presents NAHB Members, their employees and HBA staff with a program allowing exclusive incentives off various Nissan and Infiniti vehicles. You can save thousands! Learn more at [nahb.org/Nissan](http://nahb.org/Nissan)



## Ads In The Builder Are A Member Benefit

**The Builder** is the official publication of the Home Building Association of Central Virginia and is delivered monthly to more than 800 targeted companies and individuals in the local building and housing industry. The newsletter is delivered via email, web and social media placement and as a print product upon request. This allows you to get your message consistently before the most influential decision-making professionals in the building, remodeling and housing industry in Central Virginia.

**Newsletter Sponsorship** - two available. This provides a full-page ad in each issue and banner mention on the front page. Cost is \$1,250 a year. Sponsors also receives a monthly post on the HBACV Facebook Page.

**Newsletter ads** (sizes and rates).

- **Full Page** - \$125 per issue. (8 x 10.5 inches)
- **Half Page** - \$75 per issue. (4 x 10.5 inches or 8 x 5.25 inches)
- **Quarter Page** - \$50 per issue. (4 x 5.25 or 2.5 x 10.5 inches)
- **Eighth of a Page** - \$25 per issue (2.5 x 2.5 inches)

**All ads are discounted 10% when purchasing three months or more in a single buy. The HBACV Staff can also build your ad for you at little or no charge.**

Contact the HBACV Office to advertise in the Builder. Call 385-6018 or email [bob@hbacv.org](mailto:bob@hbacv.org)

## Virginia ranks first but has work to do in costs, housing

CNBC's annual *America's Top States for Business* Report, which evaluates all 50 states based on more than 60 measures of competitiveness in 10 categories, ranked Virginia as the *overall* 2019 Top State for Business. Virginia came in first in several categories including workforce and education and received high scores in the infrastructure, quality of life, economy, business friendliness, technology and innovation, and access to capital categories. The CNBC report can also be found [here](#).

**However, Virginia underperformed in two categories that are particularly important to the residential land development and construction industry:**

**Cost of Living:** Virginia was ranked 32nd. The cost of living drives up the cost of doing business. From housing to food and energy, wages go further when a cost of living is low.

**Cost of Doing Business:** Virginia was ranked 35th. CNBC looked at the competitiveness of a state's tax climate, as well as state-sponsored incentives that can lower the cost of doing business.

Local zoning, land-use ordinances, development standards play an important role in shaping housing affordability and impacting a state's business rankings. The General Assembly lays the framework by which local governments operate. As evidenced by the CNBC report, Virginia is a great state to for business, but it is far from where it needs to be when it comes to creating communities that have a diversity of housing stock available for all income levels. As the HBACV continues to craft its legislative agenda for the 2020 General Assembly Session, we will be focusing specifically on policies about the challenges in affordable housing and diversity of housing stock in the Commonwealth.