

The Builder

October 2019



Membership Blitz Needs Your Help

For the next 12 days the HBACV is holding its fall membership drive and cash prizes will go to the top recruiters. And we need every member to get involved by either participating as a team member or providing active contacts.

We have set up six recruiting teams who are reaching out to companies that would benefit from HBACV membership. And there is something in it for you. Each member of the top producing team will get a \$100 cash prize. And the individual credited with bringing in the most new members will get a 48" television.

Our team captains are Mike Forren with Select Bank; Brent Lilly with Lilly Construction; Robert O'Brian with Lynchburg Ready Mix; Tammy Mikkelson with Movement Mortgage; Cheryl Daffier with Long & Foster; and Joe Hepler with Craftsman Custom Home Builders.

While the membership committee has compiled a list of nearly 120 potential new member companies we are asking members to let EO Bob Morgan know of companies that you work with who would benefit from membership. Let's leverage these relationships.

Our goal is to bring in at least 27 new members before Oct. 30. We can do it with your help. Our association grow by nearly 39% the past two years. The more members we have the stronger the association and the greater the benefits for each member. Check your contacts and touch base with a team captain or the HBACV office. **(More on page 15 & 16).**

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NEXT HAMMER TIME
Is Tuesday, Nov. 19th,
at First National Bank's
Oddfellows Road
location. 5 pm to 7 pm.
Mark your calendar!

Touch A Truck 2019 was a record setter

Following its record-setting event, the Home Building Association of Central Virginia presented the ceremonial Marshall Hamilton Charity Award checks to the children's charities that were supported by this year's Touch A Truck Lynchburg event at its September Hammer Time event hosted by Select Bank. Our two main recipient charities, Boys & Girls Club of Greater Lynchburg and The Claire Parker Foundation, each received a \$10,000 check.

The awards program was highlighted by recognition of the charities, the event committee and the contributing sponsors for the event. The HBACV is grateful for all of the contributions - our success was their success.

With the completion of the record-setting 6th annual Touch A Truck Lynchburg, the HBACV has now raised more than \$100,000 for local children's charities since 2014. We are grateful to the volunteers and event committee for all of their hard work and dedication. We are also very pleased that it was a successful 2019 event for the 6,000+ people who enjoyed the vehicles, monster truck shows, bounce houses, rides and food. We anticipate that next year's event will be even bigger.

Our 2019 Contributing Sponsors were: Craft Automotive, Lynchburg Ready-Mix, Wooldridge Heating Air Electric, Builders FirstSource, Member One FCU, Finly Corporation, Assurance Financial, Runk & Pratt, Blue Eagle Credit Union, Monster Tree Service, WFXR-TV, Star County/Wheeler Broadcasting, Shentel, Lilly Construction, Foster Fuels, Hedges Insurance, Hawkins Graves, County Waste, Spirit-FM and Tiny Bull Marketing.



Marshall Hamilton, center, is flanked by the two charity groups at the presentation ceremony . These girl, left, were among more than 6,000 at the event.

EPA Rescinds Obama-Era WOTUS Rule

The EPA on Sept. 12 rescinded the Obama-era “waters of the U.S.” (WOTUS) rule, ending years of uncertainty over where federal jurisdiction begins and ends.

Prior to EPA’s repeal announcement, an Obama-era rule was in effect in 22 states and the District of Columbia, and the remaining 28 states followed 1986 regulations. [The EPA decision](#) means the 1986 rule will now be in effect in nationwide until a final replacement rule is issued.

The Trump administration has proposed a new WOTUS rule that NAHB generally supports.

DOL Raises Threshold for Overtime Pay

The U.S. Department of Labor has issued a final rule that will raise the [overtime salary limit](#) from \$455 per week to \$684 per week, which is equivalent to \$35,568 per year for a full-year worker.

The Labor Department said the final rule will make 1.3 million more American workers eligible for overtime pay under the Fair Labor Standards Act. The final rule takes effect Jan. 1, 2020.

Americans See Growing Affordability Crisis

Four out of five American households believe the nation is suffering a housing affordability crisis, and at least 75% report this is a problem at the state and local level as well, according to a [new nationwide survey](#) conducted by Morning Consult on behalf of NAHB.

More than 19,800 adults were surveyed in August to assess the public’s attitude on whether a lack of affordable housing is a problem. Roughly 80% of all respondents believe that a lack of affordable housing is a problem in the United States, while 78% believe this is an issue in their state and 75% cite housing affordability as a concern in their city.

New Plan for Future Of Fannie, Freddie

The Trump administration’s reform plan is an important step forward in the long-term effort to bring a robust and lasting framework to the nation’s housing finance system. NAHB believes it is important that any new structure include an explicit federal backstop for the [housing finance system](#).

With Fannie Mae and Freddie Mac 11 years in conservatorship, NAHB believes it is long past time for Congress to act.

Largest Builders Gain Market Share

The top 20 builders produced 29.0% of all the homes constructed in the country in 2018, according to data from BUILDER magazine. That share is a notable gain from 2017, when the largest 20 builders were responsible for 26.8% of all completions.

Historical data shows a rising trend in the [market share](#) of the top 20 builders. In 2000, these businesses built 16.6% of homes completed.



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California Passes Rent Control Legislation

Rent control legislation approved by the California Assembly on Sept. 11 will exacerbate housing shortages and drive up rents. The California Building Industry Association (CBIA), aware of the near certainty of a rent control ballot initiative in 2020, reluctantly supported the compromise legislation, subject to amendments.

Since the initial compromise, further changes demanded by California Gov. Gavin Newsom were made to the legislation that forced CBIA

to move its position on the bill to neutral. The annual rent cap was moved backward to 5% plus inflation (from the original 7% plus inflation), but the 15-year exemption for new construction was retained. Gov. Newsom is expected to sign the bill into law.

NAHB's policy in opposition to [rent control](#) is unequivocal. NAHB opposed the bill and put a stake in the ground on behalf of NAHB multifamily members who may face similar proposals in other states in the future.

Michigan Wins Long Legal Battle

After nearly a decade of litigation and two trips to the state Supreme Court, the Home Builders Association of Michigan secured a [resounding victory](#) for the home building industry.

In 2010, the HBA of Michigan challenged several permit fees imposed by the City of Troy as unlawful under Michigan's Construction Code Act. The act requires such fees to be reasonable and prohibits them from exceeding the cost of running the building department. But when the department privatized, excess permit fees began going to the city's general fund.

The Michigan Supreme Court recently unanimously ruled in the HBA of Michigan's favor, remanding the case to the lower courts for further deliberation on the budget of the building department and other issues, but still handing a clear victory to the home builders.

NAHB's Legal Action Fund provided \$50,000 to support the litigation.

HBI, Home Depot Expand Partnership

The Home Depot Foundation and the Home Builders Institute (HBI) recently expanded their partnership to address the skilled labor shortage by launching a [youth trades training program](#).

The program and its industry-recognized Pre-Apprenticeship Certificate Training (PACT) curriculum will be available to 11th and 12th grade students in roughly 25 high schools with a focus on under-served communities across Colorado, Florida, Virginia, Alaska, Texas, Alabama, Tennessee, New Jersey and Massachusetts. Each program will be supported by a two-year PACT curriculum, classroom enhancements, and updated tools and equipment for a hands-on training environment.

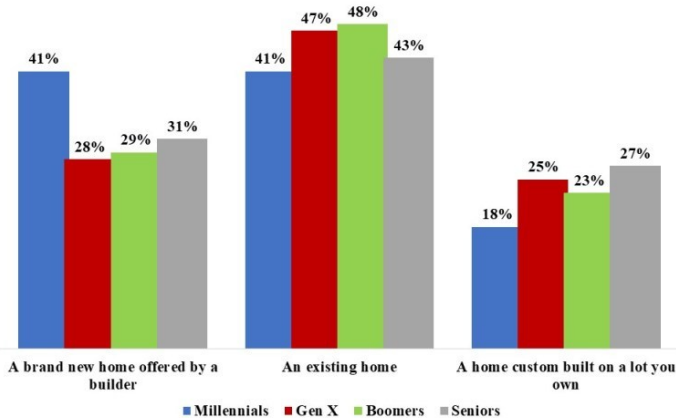
Upon completion, participants will earn a pre-apprenticeship certification — endorsed by NAHB and recognized by the U.S. Department of Labor — provided at no additional cost to students and their families. The program will expand to more high schools in 2020.

Younger Buyers Want Bigger Homes

When it comes to the size of a home that a buyer seeks, age matters. The median square footage millennials (those born in 1980 or after) want in a home is 2,407 square feet, slightly higher than the Gen X generation (2,280 sq. ft.), and significantly more than baby boomers (1,913 sq. ft.) and seniors (1,869 sq. ft.).

Millennials are most likely looking for larger spaces because they are at the age most associated with starting a family. Boomers and seniors, on the other hand, are most likely empty nesters or retirees, looking to downsize. These are among the findings in the latest NAHB report, [What Home Buyers Really Want](#) (2019 edition), which is based on a survey

Figure 2: Home Type Wanted by Generation (Part I)



of prospective and recent home buyers and asks them about the features they want in a home and a community. Millennials are the generation most likely to want a brand new home offered by a builder, with 41% expressing this preference, significantly higher than the share seniors (31%), boomers (29%) and Gen Xers (28%). However, as Figure 2 below shows, millennials are the least likely generation to prefer a custom built home on their own lot.

Millennials expect to pay a median of \$260,400 for their home, second only to seniors who expect to pay a median of \$271,953. Gen Xers (\$250,629) and boomers (\$252,498). Interestingly, combining the price buyers expect to pay for a home with the amount of space that they want shows that millennials would pay the least per square foot among the generations (\$108 per sq. ft.). Gen Xers would pay \$109 per sq. ft., boomers \$131 per sq. ft. and seniors the highest at \$145 per sq. ft. Millennials are more willing than other generations to accept less expensive finishes and fewer amenities to make a home more affordable.

NEWS FROM HBAV

Department of Labor Issues Final OT Rule

The U.S. Department of Labor recently announced a final rule to make 1.3 million American workers eligible for overtime pay. Effective Jan. 1, 2020, the rule sets the salary threshold for overtime exemptions to \$35,568 per year for a full-year employee. Check out the final ruling to determine what the overtime exemptions could cost your organization. [Click Here to Learn More](#)

*** HBAV President Dan Sandoval** will be appointing members to serve on the HBAV Codes and Standards Committee. It will work with the HBAV regulatory team through the 2018 Virginia Uniform Statewide Building Code process. To be considered for the committee, please [email HBAV C.E.O. Craig Toalson](#).

*** The HBAV Legislative Committee** met in Richmond this week to work towards finalizing the 2020 HBAV General Assembly legislative agenda. This agenda will be distributed to membership in November.

New Home Sales jump in August

Sales of newly built, single-family homes increased 7.1% to a seasonally adjusted annual rate of 713,000 units in August off an upwardly revised reading in July, according to newly released data by the U.S. Department of Housing and Urban Development and the U.S. Census Bureau. On a year-to-date basis, [new home sales](#) for 2019 are 6.4% higher than the same period in 2018.

The August reading, adjusted for seasonal effects, suggested that 713,000 units would sell over the next 12 months if this pace continues.

There were 326,000 new homes for sale in August, representing a 5.5 months' supply. The median sales price of a new home was



\$328,400. The median price a year ago was \$321,400.

Regionally, and on a year to date basis, new home sales are 11.7% higher in the South and 7.8% higher in the West. Sales are down 16.5% in the Northeast and 10.5% in the Midwest.

Home & Garden Showcase

Attendance for the Central Virginia Home & Garden Showcase, held Oct 11 and 12 at River Ridge Mall, was lower than expected as the event competed with the multiple local festivals as well as the first fall-weather weekend of the year.

Conducted in Partnership with the Central Virginia Business Coalition, less than 1,000 patrons came through the event at the former Macy's space in the mall.

Because this space will be demolished in February, leaving the area without an exhibition space that includes dedicated parking, the HBACV Board of Directors is reconsidering whether such a show is viable for 2020. The board is wondering if this type of event, in the age of changes in shopping norms from online options, has a future. A study group will look at this moving forward. [Click here for a video](#) highlighting the show.



Janice Monroe, left, was the winner of the Yeti cooler given away at the home show by BugMan.

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**

**Blue Eagle Credit
Union***

Boxley Block

Bugman Exterminating

Capital One*

Carpetland

Central VA Construction

**Central Technology
Solutions**

Century 21 - All Service

**Construction
Marketing***

Columbia Gas

Countryside Land Co.*

County Waste*

**Craftsman Custom
Home**

Custom Structures

D.S. Zechini Const.

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

Frank Good Construction

Greystone Builders LLC

Hajoca

Hawkins - Graves

Jadon LLC *

JCL Inc.

KU Forming

Kubota of Lynchburg*

LeafFilter of NC*

Lilly Construction

LG Flint

Lynchburg Ready-Mix

Lowes*

**Meadowlands
Restoration***

Member One FCU

Morcom Building

MidState Insurance

Nelligan Insulation

Overhead Door Co.*

Piedmont Floor Designs

Prosperity Mortgage*

Perimeter Roofing*

Perry & Mays Insurance

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 or executive director Bob Morgan at 385-6018 or 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.

Construction Jobs Wage Analysis

Half of payroll workers in construction earn more than \$47,290 and the top 25% make at least \$66,290, according to the 2018 Bureau of Labor Statistics Occupational Employment Statistics Survey data and analysis by NAHB. In comparison, the U.S. median wage is \$38,640, while the top 25% makes at least \$62,510.

Year-over-year, median wages in construction outpaced the national median wages, 3.2% vs 2.5%. Wages of various construction trades, laborers and helpers rose even faster, ranging from about 7% for plasterers, stucco masons, roofers' helpers, tapers and floor layers to 3.6% for construction laborers. Stonemasons saw their wages rise by more than 6% and terrazzo workers received wage hikes of more than 5%.

Historically, [subcontractor bids increase](#) faster than construction wages, adding more inflationary fuel to housing prices. These findings are consistent with [record high labor shortages](#) that are causing builders to pay higher wages and subcontractor bids and forcing them to increase home prices.

First-line supervisors of construction trades rate high with half of them making over \$64,600. In general, construction trades that require more years of formal education, specialized training or licensing tend to offer higher annual wages. The median wages of construction and building inspectors are \$60,240 and the wages in the top quartile of the pay scale exceed \$80,580. Half of electricians and plumbers in construction earn over \$53,540, with the top quartile making over \$71,300.

Carpenters are one of the most prevalent construction trades in the industry. Though the trade requires less formal education, the median wages of carpenters exceed the national median. Half of carpenters working in construction earn over \$46,810, and the highest paid 25% earn at least \$61,810 annually.

CALENDAR OF EVENTS

- **October 15 (Tues.)**
Hammer Time: Hammer Time: Fall Membership drive. Starts at 5 pm. (HOSTED BY BOXLEY)
- **October 23-24-25 - CAPS COURSES: (Wed-Fri):** (Hosted by either Roanoke Regional Builders Association). Three individual fee-based courses. On design building and marketing Livable Homes for Aging Buyers. Details to come.
- **November 19 (Thurs.)**
***Hammer Time/Full** Membership meeting: Sponsor First National Bank; nomination and selection of 2020 officers; annual review. (HOSTED BY FIRST NATIONAL at its Oddfellows Road location.)
- **December 6 (Fri.)**
Christmas / Installation Gala: (At City Views in Downtown Lynchburg) Annual Holiday Gala with installation of 2020 officers and board of directors. A ticketed and catered event. Sponsorship Opportunities Available 6:45 pm until 11 pm.

HBACV Golf Tournament

ABC Supply Team Takes The Title

ABC Supply, shot a scorching 18-under-par 54 and was the overall winner of the HBACV's annual scholarship golf tournament. The ABC team finish four strokes ahead of Select Bank and Francis Oil, which both shot 58. The event was played in a captain's choice format.

Twenty-three of the 25 registered teams participated and the event raised the \$3,000 matching funds for the HBACV scholarships/workforce develop grant. These funds will be combined with the HBAV's \$3,000 grant for a 2020 program to work "hand and glove" with local school systems, in-class instructors, local trade schools and students to promote careers in the building trades.

Sponsored by Ferguson Enterprises, Francis Oil and Movement Mortgage (Tammy Mikkelson) the tournament was played Oct. 3 at London Downs Golf Course after being postponed by weather from August. The expected fall temperatures didn't materialize. The high for the day was 98 degrees in Forest. To help keep the golfers fight the heat, the tournament committee exceeded its beverage budget by more than \$300 after having to make two return "hydration" trips to Food Lion during the event. In total 46 cases of beverages - of all kinds were consumed. The tournament committee, led by



ABC Supply shot an 18-under 54



Select Bank shot an 14-under 58



Francis Oil shot an 14-under 58

chairman Robert O'Brian, is considering new future days for the event, including spring and fall.

LET US KNOW WHAT YOU THINK:

Please email EO Bob Morgan to let him know if your preference would be a spring tournament in April or a fall tournament in October.

Bob@hbacv.org

Tickets On Sale Now For HBACV Christmas Gala

Event is Friday, Dec. 6 at City Views downtown

The 2019 HBACV Christmas Gala and Installation of Officers and Directors for 2020 will be held on Friday, Dec. 6 from 6:45 pm until 11 pm. Mark your calendars now and contact the HBACV to reserve your tickets!

We'll again be at City Views by the James in downtown Lynchburg. This is an evening of good food, good



drink, music and dancing. We will sell just 140 tickets and like last year we expect to sell out. So don't delay in reserving your tickets. Tickets are \$40 per person. The event committee is chaired by Tammy Mikkelson, with Movement Mortgage.

The evening begins with the Installation of 2020 Officers and Directors, which will be conducted by HBAV CEO Craig Toalson, at 6:45. This is followed by cocktails and light fare, followed by heavy hors d'oeuvres with dancing commencing around 8 pm.

Sponsorships are available at all three levels. This is a great event to get your name and services before a large crowd. Contact EO Bob Morgan if you would like to join our list of sponsors or to reserve tickets.



Last year's party was a great event for all who attended.

Gala Sponsorships Available

Platinum Event Title Sponsor: \$1,250

Platinum Level: Your business is the event NAME sponsor and your logo and name are highlighted on all event materials. Name and logo appear in color on the front of event ticket. You also receive premium banner signage (company provided) at the event, signage on all tables, pre-event and post-event social media mentions, name and logo presence on the HBACV home page. Podium and DJ mention throughout the night and a feature story in the HBACV November Newsletter.

Sponsorship includes 8 event tickets. (*Tickets alone are a \$320 value*).

Gold Level Sponsor: \$750 (two available)

Gold Level: One is listed as the food sponsor and one as the music sponsor. You receive banner (company provided) signage at the event and shared table signage. You also receive pre-event and post-event social media mention, company logo and mention on the HBACV home page and newsletter and a podium and DJ thank you during the event. Sponsorship **includes 6 tickets to the event.** (*Tickets alone are a \$240 value*).

Silver Level Sponsor: \$395 (six available)

Silver Level: You receive banner (company provided) signage at the event and shared table signage. You also receive a pre-event social media thank you, company logo and mention on the HBACV home page and in the December newsletter and a podium and DJ thank you during the event. The



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October 22, 2019 | 6:30 PM

Lynchburg, Virginia Moose Lodge
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Kindly respond by October 18, 2019
Mercedes.mcaintry@stjude.org

dreamhome.org

St. Jude patient Andrew, brave cancer

HBACV member Custom Structures is spearheading an effort locally for the first ever Lynchburg St. Jude Dream Home. A groundbreaking ceremony will be held on Tuesday, Oct. 22 at 4:45 pm on the donated lot in the Trents Landing development in Campbell County off Waterlick Road.

And information dinner will be held afterward at the nearby Moose Lodge. An RSVP is required to attend the dinner. The purpose of the project is to build a home with little to no cost which requires donations of time, labor, materials and project management. The home is then raffled off with the proceeds going to insure patients never have to pay a bill for the St. Jude's Hospital medical treatments as well as travel and food expenses.

St. Jude and its event partners are seeking local sponsors, companies and volunteers for the project. A similar project was conducted in Roanoke last year.

Nominations Being Accepted for 2020 Officers, Board

Nominations for the 2020 slate of officers for the HBACV and members of the Board of Directors can be made to the Executive Director from Oct. 15 through Nov. 8. All officers and board members need to be members in good standing. All nominations will be forwarded to the HBACV nominating committee for consideration. All HBACV members will receive at least four days prior to the annual membership meeting (scheduled for Nov. 19) a list of candidates recommended by the committee. The slate will be voted on at the Nov. 19 meeting at First National Bank's Oddfellows Road location.

2019 HBACV LEADERSHIP

Executive Committee:

Brent Lilly - President
Joe Hepler - 1st VP
Jim Minear - Sec/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 Executive Committee:

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

Education Opportunity for members of the Home Building Association of Central Virginia
and Roanoke Regional Home Builders Association.
Hosted at the RRHBA Office in Salem

Want To Become A Certified Aging-in-Place Specialist (CAPS)?

Related Classes Offered

Oct. 23, 24, 26, 2019

8:30 am - 5 pm

**Conference Room of the
Roanoke Regional Home
Builders Association**

1626 Apperson Drive,
Salem, 24153

**Cost* per student
per class:**

CAPS I & II—\$230 for RRHBA
members

\$280 for non-members

CAPS III—\$275 for RRHBA
members

\$325 for non-members

*A \$50 non-refundable
cancellation fee will apply.

Fee includes course materials
and lunch.

A minimum of four students is
needed for a class to be held &
refunds will be made if
minimum not met.

To Register:

Online at rrhba.com or

Contact Amy Lowman

Phone: 540/389-7135

E-mail: alowman@rrhba.com

Get the technical, business management, and customer service skills essential to competing in the fastest growing segment of the residential remodeling industry:

- Home Modifications for the Aging-In-Place market.
- Locally earn the National Association of Home Builders' (NAHB) Certified Aging-in-Place Specialist (CAPS) designation and become an expert for our market OR
- Simply take a course or two for the knowledge.

Required Courses to Earn the CAPS Designation:

- **Wednesday, Oct. 23**
Marketing and Communication Strategies with the Aging In Place Client (CAPS I):
 - This course will teach you the best practices in communicating and interacting with this evolving population.
- **Thursday, Oct. 24**
Design Concepts for Livable Homes and Aging In Place (CAPS II): Learn how to provide the best services to the growing number of Baby Boomers who wish to remodel their home to fit their new lifestyles.
- **Friday, Oct. 25**
Details and Solutions for Livable Homes and Aging In Place (CAPS III):
 - This course builds on the CAPS I & II courses (which are prerequisites) by introducing design solution techniques, innovative products and best practices for product installation for CAPS professionals to use when creating livable spaces in which to age in place. Participants will engage in hands-on activities from real case studies to apply material learned in all CAPS courses.





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HBACV Seeking 2020 Hammer Time Sponsors

With 2020 just weeks away, the HBACV is seeking host sponsors for the monthly Hammer Time Events. The association holds 10 monthly membership meetings called “Hammer Time” in a calendar year. These are program, networking, and social events bringing the membership together the 3rd Tuesday of the month from 5 pm to 7 pm.

Please contact EO Bob Morgan if you have an interest in hosting; we still have six slots to fill. With over 100 members and growing, Hammer Time is a strong element of direct-to-member marketing . Hosting an event allows your services and products to be front and center before our membership and guests.

These members have hosted Hammer Time in the past year are: The Floor Show, Sunburst Vinyl, Foster Fuels, Boxley Block, Brick & Hardscapes, Assurance Financial, Pinnacle Cabinetry, Select Bank. First National Bank, Ferguson Enterprises, Craftsman Custom Home Builders and Dawson Ford Garbee.

The Hammer Time host provides the venue and typically the food and beverages. (If necessary HBACV can assist with a portion of this cost.) Some members do this with a “light” touch providing light fare. Others may go with a larger catered spread. This is entirely up to the host member. Some hosts will also partner with a vendor to highlight a product line and also use co-op funds to help cover cost.

The HBACV will work with each host depending on its level of sponsorship and need. Each sponsor is also given presentation time and marketing opportunities at the event along with signage and product display.

Thank You To Our Summer & Early Fall 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.

Members Save Millions
Put Your NAHB Membership to Work Now.

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

nahb.org/Savings

SAVINGS





Get the most from your membership: A snapshot of benefits

- **Automatic membership in the Local, State and National** builders associations for single annual \$495 fee.
- **Member to Member access and marketing** with networking and promotion in HBACV membership directory, mailing lists, newsletter and website. You also receive a free listing in HBAV directory distributed state-wide.
- **Member Advantage discounts and rebates worth hundreds** through our national and state affiliations. Based on participation, Associate Members can receive upwards of \$1,100 annually in rebate checks and discounts. Builders/remodeler members receive upwards of \$1,600 annually.
 - automatically includes members in the National Home Builders Association Member Advantage plan which are direct discounts on purchases and services. Among the services / retailers are General Motors, Chrysler/Dodge/Ram/Jeep, Nissan, UPS, Dell, Hertz, Avis, Lowe's, Office Depot, Amazon, Capital One, GEICO and more. Direct cash discounts or percentage discount up to 24%
 - automatically includes members in the Home Builders Association of Virginia Member ReBate Program which provides rebates paid directly to you for fifty different product lines including roofing, gutter, siding, plumbing, floor coverings, paint, electronics, lighting, HVAC, metal insulation and many more - product lines from AZEK and Delta to VELUX and ZURI.
 - provides access to the Home Builders Association of Virginia National Purchasing Partners network. It is simple and direct and can be used by the member business and its employees. Among the services and retailers are Verizon, Best Buy, Office Depot/Staples, Sherwin Williams, AirGas, Skechers and more.
- **Arbitration service** to settle disputes between home builder/remodeler and home buyer/home owner.
- A free **Small Business Diagnostic and Plan of Action** evaluation programs through **Growth Partners**.
- **Discounted** Business, liability, workers comp. and **medical/health insurance** options through HBAV partners.
- **Community Brand Awareness** for your company through HBACV event sponsorships and marketing in the HBACV Monthly "The Builder" Newsletter. Each member gets two FREE displays ads annually in newsletter.
- **Advocacy & lobbying** at local, state and national levels for our industry and members. Ongoing and **active voice in shaping local, state and national policies** impacting building and trades.
- HBACV's **monthly "Hammer Time"** gatherings with networking and social opportunities.
- Active participation opportunities on one of **seven HBACV committees**.
- HBACV **community service events & opportunities** for positive positioning of your company.
- **Discounted entry fees** for participation in the Lynchburg Home & Garden Show and The Roanoke/Salem Home & Garden Show.
- **Inclusion and promotion** in the monthly HBACV Newsletter and the yearly HBACV membership Directory. Listing in the printed **statewide HBAV Directory** which goes to more than 6,000 businesses in the Commonwealth. (Realtor members get two quarter page ads annually.)
- **Continuing education** and certification classes & programs through the HBACV & NAHB. Education and seminar programs including classes on updates to the Uniform State Building Code).
- **College and Trade School scholarship** opportunities for HBACV member company employees' children and grandchildren.
- **Quarterly events** like the Christmas Gala, \$10,000 Raffle, Skeet/Fishing Tournament, Touch A Truck and Scholarship Golf Tournament.

(Want to know more? Contact Executive Officer Bob Morgan)



2019 Membership Application

Home Builders Association of Central Virginia
20334 Timberlake Road; Suite 3, Lynchburg, VA 24502

Return completed application and membership payment to HBACV office

Company's Name*: _____

Representative's Last Name*: _____ First Name*: _____ Title*: _____

Mailing Address*: _____
(Street) (City) (State) (Zip)

Business Phone*: () _____ - _____ Cell Phone: () _____ - _____

Email address*: _____

What is the best way to reach you? * - Business Phone () Cell Phone () Text () Email: ()

Business Website Address: _____

Categorize your Business*: (builder, framer, mortgage, fuel etc.) Membership Class: (check one below)
Builder () Remodeler () Associate () Affiliate ()

ANNUAL DUES: Builders \$495 - single fee covers membership in local, state & national associations
Associates \$495 - single fee covers membership in local, state & national associations
Affiliates \$ 95 - individual real estate agents, additional subsidiaries of full-member firms

No. of employees: _____ Insurance Provider **: _____

Business/Contractors' license # **: _____ States/localities where licensed **: _____

Annual number of units built **: _____ Annual Business volume in dollars (est.): _____

References* (members with whom you do business): _____

Sponsor/Recruiting Member s Name*: _____

By signing you agree to the HBACV Code of Ethics: _____
(signature)

____ Enclosed is our check for yearly dues that gives our company membership in three levels: Home Builders Association of Central VA (HBACV), Home Builders Association of VA (HBAV) and National Association of Home Builders (NAHB).
____ I prefer to pay by credit card. (Call HBACV office - 385-6018 - to complete this transaction by phone.)

** Required fields all applicants. ** For Builder/Remodeler/Trades applicants only.*

Return completed application and your membership check payable to: Home Builders Association of Central Virginia

IMPORTANT NOTICE: Dues paid are deductible as an *ordinary and necessary business expense*. Payments made are NOT charitable contributions. Please note that \$12.50 of the state (HBAV) portion goes to the state Build-Pac fund. If you do not wish that money to go into that fund please enclose a note stating that.

For office use only: Approved: ___ as a Builder member ___ as an Associate member ___ pending- more info needed ___ not approved

For additional information contact HBACV Executive Officer Bob Morgan
Office Phone 434.385.6018 / Cell Phone: 434-841-7588 / Email: bob@hbacv.org

Get your message in front of hundreds and also support the HBACV

Advertise in The Builder

The Builder is the official publication of the Home Builders Association of Central Virginia and is delivered monthly to current and past members of the association as well as targeted non-members in the local building 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.

The Builder is produced monthly and includes 12 to 16 pages per issue.

The Builder's rates provide prices significantly lower than any other marketing avenue available to you in the greater Lynchburg area.

Get a great deal

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 in. or 8 x 5.25 in.)
- **Quarter Page** - \$50 per issue. (4 x 5.25 or 2.5 x 10.5)
- **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 Small Print

Ads need to be provided to the HBACV in a digital format (300 dpi) in either PDF or JPEG format. Ads can be color or black and white. Ad deadline is the the first day of each month. (Example: An ad in the Feb. 12th newsletter is due no later than Feb. 1). Ads that are an incorrect size will be adjusted to fit the purchased space. Advertising charge will be invoiced and payment must be made within 30 days.

Pay less.
Earn more.
Have (home improvement) fun!



Imagine the possibilities! We offer customized loan solutions to fit your specific situation

Apply for a home improvement loan today!

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Membership eligibility and credit qualification requirements apply. Equal housing opportunity. Federally insured by NCUA.