

# The Builder



**February 2020**

## **HBAV Agenda Advances in Richmond**

The HBAV Lobbying Team led by Andrew Clark, HBAV VP of Government Affairs, has been successful in stopping the majority of legislation before the General Assembly that would negatively impact HBAV members. But the fight isn't over -- current legislative session continues through mid-March.

The HBAV has been successful in mitigating or gaining positive outcomes on bills related to tax credits, voluntary tree credits, planning credits and roadway restrictions.

"There has been a lot of bad legislation this year and we have been working with the Chamber of Commerce and Realtor associations to push back," said HBAV CEO Craig Toalson. "While this has been good, the (local HBA) membership needs to understand what could happen in the future." These areas of concern includes labor agreements, zoning applications, wages requirements and local exceptions to the state uniform building code.

Many of these issues will come back next year. You can learn more by attending the HBAV membership legislative town-hall teleconference at the conclusion of the 2020 General Assembly Session. It's date will be set later in March. Got questions: email [aclark@hbav.com](mailto:aclark@hbav.com)

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**NEXT HAMMER TIME**  
**Is Tues., March. 17 at**  
**BB&T (Langhorne Rd.)**  
**5 pm to 7 pm.**

## 2019 MEMBERS OF THE YEAR

# Select Bank receives top annual honor

## Francis Oil, Lynchburg Ready Mix, Yeatman also cited

The Home Builders Association of Central Virginia presented its 2019 members of the year awards at its February Hammer Time hosted by The Floor Show / Carpet One.

Select Bank and Mike Forren were named Member of The Year for their ongoing support of the association. Matt Yeatman and Central Virginia Construction was named Builder of The Year; Lynchburg Ready Mix and Robert O'Brian was named Associate of The Year and Francis Oil & Propane and Laura F. Borel was named New Member of The Year. Making the presentations were HBACV President Joe Hepler.

Forren is in his third year as an HBACV Board of Director. Select Bank has been a supporter of the HBACV for two decades. The company is routinely a multiple-event sponsor, a Hammer Time host and has provided multiple members of its team to serve on committees.

Yeatman has been instrumental in creating a focus on builder member services. He has been a strong member recruiter and is a past president and current board member.

Lynchburg Ready Mix has been a multiple event sponsor and was a top-level sponsor for Touch A Truck. Its staff has served on multiple committees and O'Brian is a member of the board of directors.

Francis Oil, from the day it joined, jumped in to become an event sponsor and provide support as committee member. Laura F. Borel has stepped up into a leadership role, joining the board of directors this year.

The Hammer Time event was hosted by the



**Member of the Year Select Bank and Mike Forren, top left photo, with HBACV president Joe Hepler. Builder of the Year Matt Yeatman, top right; Associate of the year Lynchburg Ready Mix and Thomas Sweeney and new member of year, bottom right, Laura Borel and Francis Oil.**

great team at The Floor Show / Carpet One, led by Nancy Fitzgerald and Chase DeWitt. The association welcomed new company members John Stewart Walker, Budget Blinds, Equity Enterprises Builders, Real Property Management, Dalton & Company (Tammi Moore, Tom Wolcott) and affiliate members Lonnie Maines with Dawson Ford Garbee and Anne Coleman and LeAnn Brown with Long & Foster.

## EPA Announces Water Rule at IBS

EPA Administrator Andrew Wheeler announced a final “waters of the United States” (WOTUS) rule during the International Builders’ Show in Las Vegas.

“The Navigable Waters Protection Rule is a big win for states, municipalities, builders and developers, landowners and the American public,” Wheeler said in remarks to NAHB’s Leadership Council. “It will make it easier to understand where the Clean Water Act applies and, as importantly, where it does not.”

The EPA administrator noted the [new water rule](#) is good for the economy and the environment.

## President Trump Signs USMCA Trade Pact

In a positive development for the housing industry, President Trump on Jan. 29 signed the U.S.-Mexico-Canada Agreement (USMCA).

The U.S. residential construction and remodeling industries rely on tens of billions of dollars in building materials sourced from Mexico and Canada each year. By modernizing and strengthening free trade with our largest trade partners, [the USMCA will boost](#) U.S. economic growth and help keep the price of homes and home improvements low.

## New App Offers Accessibility Guidance

NAHB unveiled the "Pocket Guide to the Fair Housing Act," a free app to help home builders, contractors and designers meet the [accessibility requirements](#) of the act, during the Builders' Show in Las Vegas.

“HUD welcomes the efforts of this important housing industry partner in working to meet the needs of persons with disabilities,” HUD Secretary Ben Carson told NAHB's Leadership Council.

## HBACV Annual Golf Tournament set for August

- Because of date conflicts this spring, the annual HBACV golf tournament has been set for Friday, August 21st, said committee chairmen Robert O'Brian.

This date comes after the start of the schools year and should not conflict with vacation schedules.

The captain's choice/scramble event will again be at London Downs Golf Course with lunch and registration at noon and a shotgun start at 1:30 pm. Registration for the event will open in June.

## Parade of Homes Committee forming

- We are looking for volunteers to serve on the HBACV Parade of Homes event committee. The Parade of Homes will be held Sept. 25-26-27 and Oct. 2-3-4. The committee will begin meeting in April. We are especially looking for builder, Realtor and product companies to help plan this event which is being held for the first time since 2014.

**Interested? Contact EO Bob Morgan.**

## HBACV \$10,000 Raffle / Contact us now for Tickets

# Annual Raffle Prize offerings to include more than cash

The Home Building Association of Central Virginia is making changes to its annual raffle fundraiser including additional prize packages to go along with the \$10,000 cash prizes. The event is Friday, March 27. Contact an HBACV director to get your ticket - only 250 will be sold. The event is moving back to a familiar location - The Glass House Event Venue in downtown Lynchburg.

Co-chairmen of the event planning committee are Laura F. Borel and Brent Lilly. The full committee includes Chris Hargis, Curt Cope, Tammy Mikkelson, Marina Guenther, Mike Forren, Sandy Speck, Butch Jefferson, Nick Kessler, Tomas Sweeney, Rosalie Richman and Joe Hepler.

The event is again expected to sell out with only 250 tickets available. Each ticket admits two adults and is your "chance" to win one of four cash prizes totaling \$10,000. Sponsorship opportunities are also available for this popular event.

Tickets are available from the HBACV

office, director members and raffle committee members.

This event features great food catered by the Waterdog Restaurant and an open bar. Doors open at 6 pm and the raffle starts at 6:30 pm. The fun continues until the grand prize ticket is drawn. There will also be a DJ and great music.

The cash prizes - a chance to win part of \$10,000 - is the main draw. This year we will be awarding four main cash prizes: the 247th ticket drawn wins \$1,000; the 248th ticket drawn wins \$1,500; the 249th ticket drawn wins \$2,500 and the 250th ticket wins the \$5,000 Grand Prize. Separate tickets will be sold both in advance and at the event for the merchandise prize packages, which include merchandise, food, travel and sports packages.

Eleven companies have stepped in as event sponsors: Assurance Financial; Bank of the James; Fortress Foundations; John Stewart Walker (Kathy Terrell & Stephen Mock); Lynchburg Ready Mix; Central Tech. Solutions; The Floor Show/Carpet One; Lynchburg Kubota; Select Bank; Long & Foster and First National Bank. The raffle is the HBACV's major fundraiser for our College Scholarship and Workforce Development Fund.. For information or to reserve a sponsorship contact [bob@hbacv.org](mailto:bob@hbacv.org) or call (434) 841-7588.

## \$10,000 Raffle Friday, March 27

**Tickets: \$125**  
(admits two adults)

**Merchandise Prizes**  
Also Awarded

247th ticket drawn wins **\$1,000**

248th ticket drawn wins **\$1,500**

249th ticket drawn wins **\$2,500**

**250th ticket wins the \$5,000 Grand Prize**

For info email  
[bob@hbacv.org](mailto:bob@hbacv.org)  
or call 841-7588.

# Next Generation of Home Builders Competes at IBS

NAHB's 2020 Student Competition highlighted the next generation of home builders as 60 collegiate and high school teams competed at the International Builders' Show in Las Vegas last month. The competition included 39 four-year programs, 14 associate programs and seven secondary programs.

## Four-Year Programs

First Place: Michigan State University  
Second Place: Brigham Young University  
Third Place: University of Wisconsin – Stout  
Fourth Place: Texas A&M University  
Fifth Place: Tarleton State University  
Rookie of the Year: Tuskegee University

## Associate Programs

First Place: Kirkwood Community College

Second Place: Brigham Young University – Idaho, Team 2

Third Place: Pennsylvania College of Technology, Team 1

Rookie of the Year: Collin College

## Secondary Programs (High School)


The student competition is broken into two categories: architecture and construction management.

## Architecture

First Place: Shadow Ridge High School  
Rookie of the Year: Charles J. Colgan, Sr. High School

## Construction Management




First Place: Dowell J. Howard Center  
Rookie of the Year: Dowell J. Howard Center



112 Chase Run Lynch Station, VA 24571  
**LAKEFRONT LOT!**



More information: Christine Avery 434.603.2168



Nice views of cove. Access to walking trails, community boat ramp, boat storage, picnic pavilion, tennis courts. Have you been looking to build your dream home on the lake? Look no more! Tax assessed value is at \$60k (being sold for half of that)! Motivated seller. Located in the Runaway Bay Subdivision, about 20 miles to Lynchburg and 45 miles east of Roanoke.

Licensed in the Commonwealth of VA  
1019 Vista Park Dr C Forest, VA 24551 | 434.316.6100





## NAHB Elects 2020 Leadership Team at Builders' Show

NAHB members elected the association's [leadership team](#) during IBS in Las Vegas.

Taking the helm as NAHB's Chairman of the Board this year is Dean Mon, a New Jersey-based builder and developer with more than 30 years of experience in the home building industry. The first Hispanic chairman of NAHB, Mon is president of the D.R. Mon Group, Inc.

Also moving up on the NAHB's leadership ladder is John "Chuck" Fowke, founder and president of Homes by John C. Fowke, Inc. in Tampa, Fla. He was elected First Vice Chairman of the Board.

Jerry Konter, founder and president of Konter Quality Homes in Savannah, Ga., was elected Second Vice Chairman of the Board.

Alicia Huey joined NAHB's leadership team with her election as Third Vice Chairman of the Board. She is president of AGH Homes, Inc. in Birmingham, Ala.

2019 NAHB Chairman Greg Ugalde, from Torrington, Conn., remains on NAHB's leadership team as Immediate Past Chairman.



## Major Funding for Skills Training

HBI announced recently that [The Home Depot Foundation](#) will commit up to \$500,000 to fund student training in home construction careers in high schools across the country. Additionally, the National Housing Endowment (NHE), NAHB's philanthropic arm, has pledged \$200,000 in support of the effort.

This combined \$700,000 will provide training to thousands of students in construction trades skills.

The funds will allow HBI to provide a hands-on curriculum for high school students, along with instructor training and materials. Upon completion, students will earn a pre-apprenticeship certification endorsed by NAHB and recognized by the Department of Labor.



## IBS Showcases Industry Optimism

Nearly 65,000 home building professionals from around the world filled the exhibit halls of the Las Vegas Convention Center as NAHB hosted one of the largest turnouts in recent years at the [NAHB® International Builders' Show](#) (IBS) Jan. 21-23.

IBS and the Kitchen & Bath Industry Show (KBIS) again combined to create Design & Construction Week® (DCW), which drew a total of roughly 90,000 attendees.

"The strong attendance at this year's show reflects the positive outlook for the home building industry and the enthusiasm that our attendees have for the future," said Geoff Cassidy, NAHB senior vice president of exhibitions and meetings.

Exhibit space for IBS totaled approximately 600,000 square feet.

## HBACV Leadership List

### 2020 Officers & Executive Committee:

**Joe Hepler** - President  
**Jim Minear \*** - 1st Vice President  
**Sandy Speck** - 2nd Vice President  
**Chris Hargis** - Associates Vice President  
**Jeff Wieczorek** - Secretary/Treasurer  
**Brent Lilly** - Past President

### 2020 Board of Directors

**Tammy Mikkelson** - Movement Mortgage  
**Mike Forren** - Select Bank  
**Allen Dukes** - BB&T  
**Sandy Speck** - Assurance Financial  
**Matt Yeatman** - Central VA Construction  
**Barry Layne** - DS Zechini Builders  
**Gordon Cudd** - Jadon Builders  
**Robert O'Brian** - Lyn. Ready-Mix  
**Matt Holley** - AquaBarrier  
**Terry Morcom** - Morcom Builders  
**Rosalie Richman** - BB&T  
**Rich Edwards** - Bank of the James Mort.  
**John Hopkins** - Boxley  
**Laura Borel** - Francis Oil

### HBACV Executive Officer:

Bob Morgan

### HBAV Legislative Committee:

Chris Hargis, HBACV rep

### HBAV Builder Committee & Director:

Joe Hepler, HBACV rep

### HBAV Board of Directors:

Sandy Speck

### NAHB National Representative:

Terry Morcom

\* leave of absence until 10/2020

## Calendar of Events

### FEBRUARY

Feb. 26 (Wed.) 5th annual Virginia Trades Expo at **Virginia Technical Institute** in Altavista (9:00 am -2:30 pm)

### MARCH

March 17 (Tues.) Hammer Time. Spring Build Theme: **(at BB&T Mortgage)**

March 18 (Wed) Workplace First Aid & CPR for OSHA Card. 9:45 am (HBACV Office)

March 26 HBAV Spring State Meetings in Richmond

March 27 (Fri. ) (HBACV \$10,000 Casino Night. **At Glass House** in Contact HBACV office or a member for tickets.

### APRIL

April 16 (Thurs.) Spring Builders Rebates and Discount Seminar **(at HBACV Office)**

April 21: (Tues.) Hammer Time: Membership Drive. **(at Assurance Financial)**

### MAY:

May 13-15: CAPS Courses (Wed-Fri): (Presented by HBACV/RRHBA and **Hosted in Salem** by Roanoke Regional Builders Association). Three-day fee-based courses. On design building and marketing Homes for Aging Buyers.

May 19 (Tues.) Hammer Time: College Scholarship Winners presentation; 5-7 pm. **(Hosted by Ferguson)**



# Growth Partners a benefit to consider

Craig Toalson, HBAV CEO, is encouraging our members to consider taking advantage of the Small Business Growth Partners (SBGP) service available as part of your HBACV membership. The initial service - a Business Diagnostic Plan of Action is free. This BPA is included 100% through your HBAV Member Benefits (This is a \$2,200 value).

Some local members have already seen the benefit of the program. "The Business Diagnostic Plan of Action that Chris and Terry outlined for us has been very helpful," said Seth Good, vice-president and sales director of HBACV member Frank Good Builders. "They truly know how to grow and run a business and it shows with their review of our company.."

Small Business Growth Partners specialize in the building, remodeling, plumbing, HVAC/Electrical and HBA trade industries, and have worked with over 1,000 HBA members since 2008. The DISC/Motivator Assessment that is provided through the BPA has been a big hit with members. "This has been very eye-opening for all the local members who have reached out to me," said Toalson. "I've had more members contact me with praise regarding this benefit than any other we've offered in recent years." Additionally, SBGP only works with HBAV members in the state of Virginia and are entirely private. So SBGP will not work with you non-member competition.

Here are some of the challenges a free BPA addresses:

- You have hit a growth ceiling and a lack of systems leads to mistakes and miscommunication (internally, and with customers and prospects)
- You aren't clear on a strategic direction for your company (nor are your employees)
- You can't find the right staff or have team cohesion issues
- You are considering Succession Planning
- You get calls, but not many turn into sales OR You are generate sales, but the profit is not there at the end of the month
- You act as the chief "firefighter" and problem solver.

**To register for this member benefit, simply following the steps below.**

1. Go to [www.smallbusinessgrowthpartners.com](http://www.smallbusinessgrowthpartners.com)
2. Click on Redeem Your BPA in the landing page toolbar
3. Select "HBA Members," and fill out the short questionnaire

This should only take you 2-3 minutes, and once you have registered, an SBGP representative will reach out to you.

# **ARE YOU AWARE** OF THIS HBAV MEMBER BENEFIT?



## *Redeem Your BPA in 3 easy steps!*

**100% of the cost for your BPA is covered by your Association Membership**

*BPA stands for Business Diagnostic & Plan of Actions and is an exclusive and private business planning tool from Small Business Growth Partners, developed through focusing on the issues of builders, remodelers, HBA Associate members and how to solve them.*

01

**GO TO [SMALLBUSINESSGROWTHPARTNERS.COM](http://SMALLBUSINESSGROWTHPARTNERS.COM)**

02

**CLICK "REDEEM YOUR BPA"**

03

**CHOOSE "HBA MEMBERS"**

\*The deliverable is an extremely accurate and personalized 30+ page, step-by-step and time-based 12-month plan for you and your business.

SMALL BUSINESS

TM

**HBA** VIRGINIA

**GR**  **WTH PARTNERS**

# 3 myths hurting trade jobs

What you think you know about the skilled trades could be keeping you from a high-paying career with plenty of perks and benefits. Check out these three myths that are slaying the skilled trades and potentially keeping you from your best life.

## **Myth 1: The Pay Is Poor**

There's a cultural consensus that to make a decent salary, you need a college degree and a job sitting behind a desk running numbers. This isn't actually true. Many jobs in the skilled trades pay very well, with some experienced workers clearing \$100,000 a year.

Plus, when you factor out the student loan debt ...

Consider these trades and the average salary in Virginia after three to five years in the position: Carpenter \$44,500; Electrician \$67,650; Heavy Equipment operator \$43,250; Construction Site safety tech \$60,673; Mason \$41,750; Insulator \$55,000; Painter \$42,000; HVAC Technician \$58,000; Plumber \$63,250; Roofer \$37,000; Project manager \$82,790.

## **Myth 2: Working in Skilled Trades Means Strenuous Labor**

When most people think about trades, they see a man hauling heavy objects or swinging a big hammer. This view isn't very accurate. Though there are jobs in trades for those who like hands-on work, trades jobs are often much more about problem-solving, knowledge application and communication skills.

## **Myth 3: No Opportunities for Advancement**

A common misconception about skilled trade jobs is that they're a dead end. Nothing could be further from the truth. Trades jobs offer some of the best possibilities for growth. And since so few people are choosing skilled trade careers, the demand for master tradespeople is going up. Construction manager jobs are growing at a rate higher than the national average, for example, and the need for plumbers is growing even faster. Tradespeople who have mastered their skill can also choose to continue to work their way up at their current job or start their own company. Wondering what your career might look like in the skilled trades?

## **LCS Students set to tour building site**

Students from the Heritage and Glass building trade, engineering and technical classes will tour a home under construction in Trens Landing to see first hand the overall application of what they are learning. HBACV member Custom Structures will provide the tour in mid-March at the St. Judes' Charity home. If you are interested having students tour one of your job sites contact EO Bob Morgan.

## **DOL Announces Joint Employer Rule**

In a win for NAHB, the Labor Department in announced a final rule to provide a clearer method for determining **joint employer status**. The rule provides clarity regarding employers' responsibility to pay federal minimum wage and overtime for all hours worked over 40 in a week.

The new rule will take effect March 16. It includes a set of joint employment examples to further assist in clarifying joint employer status.



## Tech Students Attend VTI Trades Expo

More than 500 area high school students who are enrolled in technical and trade classes attended the Virginia Technical Institute Career Trades Expo on

February 26 to see 39 technical/building trades companies and associations.



**Campbell CTE Counselor Ashley Wilson, right, helped students understand options.**

Schools, Nelson, and Pittsylvania School systems heard directly from company representatives about both work opportunities and the trade. VTI, a certified construction trade school in Altavista, hosted the event for the second year in a row.



**HBACV member Wooldridge team members offer insight**



**AGCVA member Jamerson - Lewis discussed career paths**

# Spring is home building and home buying season

## April Is New Homes Month Plan Your Promotions Now

Springtime is when many Americans plan on buying a new home. As the momentum of home buying season continues to grow, the home building industry celebrates New Homes Month in April.

As a builder member of the HBACV, you should be developing promotional plans for the spring and using April - New Homes Month - as a springboard. If you need help with ideas talk with EO Bob Morgan for information available through your local association and from the National Association of Home Builders website.

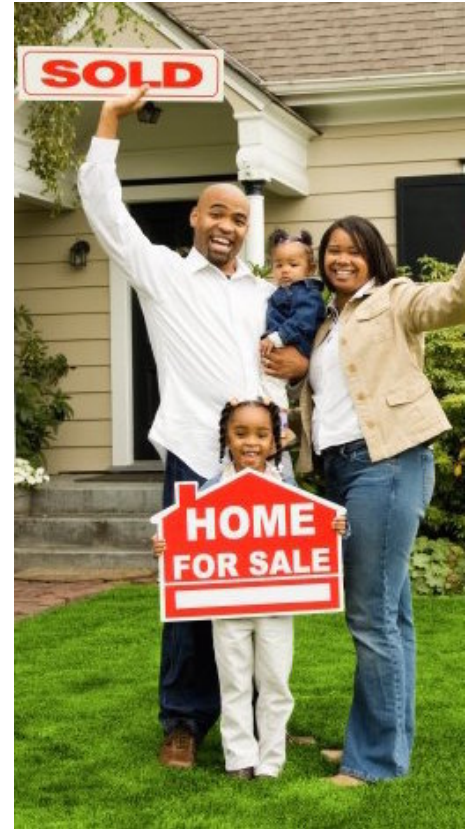
Many home buyers are seeking a unique new home that offers energy efficiency, spaciousness and warranties. They also want the ability to select their favorite appliances, flooring, paint colors and other design elements to give their home a personal touch from the day they move in. There are many other benefits of owning a new home that might be less obvious, but are often found to be just as valuable.

**Strong Sense of Community:** Many home builders will host community parties to help neighbors of all ages meet and connect.

**Room to Entertain:** Today's home builders are creating more open spaces for convenience and modern living.

**A Clean Slate:** In a new-built home everything is already just the way you want it.

**Peace of Mind:** New homes can accommodate today's advanced technology and be customized to meet the individual homeowner's needs. And knowing that the home was built to the latest safety codes gives the owner added assurance.



**HELP US HELP YOU:**  
Promote your event  
with **The Builder**

- **Let your Home Builders Association of Central Virginia team know if you have any special promotional plans for your business to celebrate National Remodeling Month in May.**
- **Contact EO Bob Morgan about open houses for new homes, spring and summer incentive packages for customers and clients.**

# HBACV Now Accepting Scholarship Applications

The application window has opened for the HBACV annual Scholarship competition. The HBACV provides four college or Trade School scholarship grants each spring. Parents of eligible children or grandchildren can get an application on the HBACV website or from the HBACV office.

To qualify, the applicant must:

- a. be the child or grandchild (by blood, marriage, or adoption) of an owner or employee of a company that is a current member in good standing of the Home Building Association of Central Virginia.**
- b. a high school senior OR undergraduate college student.**

Scholarships are awarded on a competitive basis to students who demonstrate a commitment to academics, leadership capabilities and an entrepreneurial spirit. Financial need is also a consideration.

Qualified applicants must be graduating seniors of a public or private high school in the city of Lynchburg or the counties of Amherst, Appomattox, Bedford and Campbell County and plan to attend an accredited 2-year or 4-year community college, college or trade school in the United States.

## **Application deadline is April 22, 2020.**

Applications must be received in the HBACV office no later than 5:30 pm on April 22.

Applications can be submitted in person, by regular mail or as email attachments. (20334 Timberlake Road, Suite 3, Lynchburg, VA 24502 or [bob@hbacv.org](mailto:bob@hbacv.org)).

**[CLICK HERE](#)** for Application online

## 2020 Renewals & New Members

Thank You for your ongoing support of the Home Building Association of Central Virginia (\*indicates new 2020

**AquaBarrier**

**Bug Man Exterminating**

**Builders FirstSource**

**Carpetland USA**

**Colonial Farm Credit**

**Columbia Gas of VA**

**Cheryl Daffner - L&F**

**Lynchburg Ready Mix**

**Pella Window**

**Skinner Construction**

**Toler Insulating**

**Bloassman Gas**

**Real Property Management\***

**Fortress Foundation**

**Nelligan Insulation**

**Budget Blinds\***

**Lonnie Maines - DFG\***

**Equity Enterprises LLC\***

**John Stewart Walker\***

**Foster Fuels**

**Movement Mortgage**

**RM Gantt Constructions**

**LeAnn Brown - L&F\***

**Anne Coleman - L&F\***

### **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).

# Labor Shortages Top Concern For Builders

The cost and availability of labor continues to stand out as the most significant challenge that builders will face in 2020, according to a recent survey of members that ran in the monthly NAHB/Wells Fargo Housing Market Index (HMI).

More than four out of five builders – 85% – expect to face serious challenges regarding the cost and availability of labor this year, down slightly from the 87% who rated this issue as their top concern in 2019.

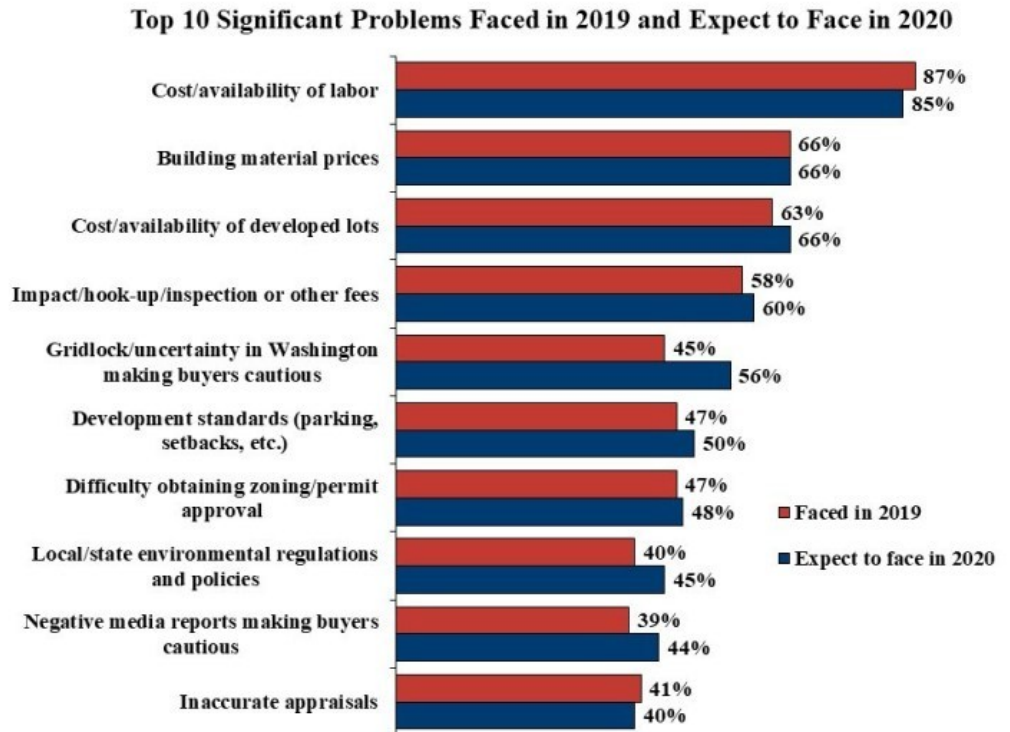
Building material prices and the cost and availability of lots were tied as the No. 2 problem expect to face in 2020, with these issues cited by 66% of the survey respondents.

All three of these supply-side issues have been a growing concern for builders over the past several years. To put it into perspective, in 2011, just 13% of builders cited labor issues as an important concern, with the rate steadily rising over the ensuing years before peaking at 87% last year.

Likewise, the cost and availability of lots were reported as a significant problem by 21% of builders in 2011, and the percentage steadily increased over the following years, reaching a high of 66% in 2020.

Meanwhile, building material prices was reported as a significant problem by 33% of builders in 2011. In the ensuing years, builder concerns regarding this issue ranged from 42% in 2015 to a peak of 87% in 2018.

Rounding out the top five concerns for builders in 2020 are impact/hook-up/inspection or other fees (60%) and gridlock/uncertainty in Washington making buyers more cautious (56%).



Source: HMI Special Survey, NAHB EcHp.



## 2020 HBAV Annual Conference

**June 18-21**

### **Marriott Virginia Beach Oceanfront**

This conference brings together leaders in residential construction and housing from all areas of Virginia. The Annual Conference includes industry education, an evening designed for business development, fun leisure activities for networking, and the inaugural Virginia Housing Excellence Awards Celebration. The event is open to all members of the HBACV.

#### **Why attend?**

- Position yourself as an industry leader
- Stay Up-to-date on industry information
- Networking with peers
- Encounter new vendors and suppliers
- Have FUN! It's Virginia Beach!

Click [here](#) for the full schedule of events.

Click [here](#) to register.

## **HBAV PAC Event on April 2 in Crozet**

**Brews for PAC** is a happy hour fundraiser for HBAV Build PAC, supported by the Blue Ridge Home Builders Association, the Augusta Home Builders Association, Shenandoah Valley Home Builders Association and the Home Building Association of Central Virginia.

Attending the event will support Pro-Housing General Assembly members and candidate through education, advocacy and Action. So have your voices heard and help shape the future of Virginia's Housing Industry. The event will be April 2nd and is being hosted at the Pro Re Nata Brewery in Crozet, VA (on US 250). A minimum \$50 PAC contribution gets you into the event.

**HBAV VIRGINIA BUILD PAC**

**BREWS FOR PAC**

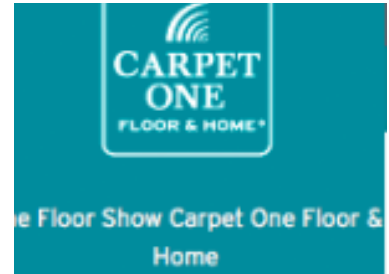
Join Blue Ridge Home Builders Association, Augusta Home Builders Association, and Shenandoah Valley Home Builders Association for a happy hour fundraiser to support HBAV BUILD PAC.

**APRIL 2 2020**

**5:30PM | THURSDAY**  
PRO RE NATA BREWERY

**BRHB** **SVBA** **AHBA**

## Thank You To Our Winter Event Sponsors



### Member to Member Business Creates a Stronger Association

The HBACV provides complete contact information to members through our [website](#) and through our office (434-841-7588). Developing an HBACV network allows you to provide members 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 the 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



## Membership Drive - Recruit and earn \$\$\$

Active and growing membership is paramount to the success of a local HBA and the Homes Building Association of Central Virginia is making this a priority in 2020. Our semi-annual membership drive (Jan. 1 - June 31) has begun with a goal of maintaining at least 80 percent retention of current members and increasing new members by 20 percent or more.

The HBACV membership committee, led by chairman Sandy Speck, will be asking each member to approach others in the building industry they work with to discuss the value of membership. In addition, new recruiting and membership-value materials are available to you from EO Bob Morgan. These materials can help in articulating the benefits of the association.

As an incentive the HBACV is offering a \$25 bounty for each builder or associate member you recruit through the year. For details contact EO Bob Morgan.

LONG & FOSTER  
REAL ESTATE

112 Chase Run Lynch Station, VA 24571  
**LAKEFRONT LOT!**

CHRISTIE'S  
INTERNATIONAL REAL ESTATE

More information: Christine Avery 434.603.2168



Nice views of cove. Access to walking trails, community boat ramp, boat storage, picnic pavilion, tennis courts. Have you been looking to build your dream home on the lake? Look no more! Tax assessed value is at \$60k (being sold for half of that)! Motivated seller. Located in the Runaway Bay Subdivision, about 20 miles to Lynchburg and 45 miles east of Roanoke.

Licensed in the Commonwealth of VA  
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