

The Builder



May 2020

New Builds strongest in South

Due to the pandemic, housing starts nationally decreased 30.2% in April, according to a report from the U.S. Commerce Department. But the numbers are far different in the South. Housing starts year over year are up in the South, including Virginia.

On a regional and year-to-date basis (January through April of 2020 compared to that same time-frame a year ago), combined single-family and multifamily starts are 9% higher in the South - well above any other region. Building permits are 7.1% higher in the South.

These figures partially reflect the results of having Virginia and other southern states deem housing and construction as an essential industry during the lock-down.

"The April numbers were somewhat better than forecast and are expected to improve as more of the economy reopens," said NAHB Chief Economist Robert Dietz. "Single-family weakness was particularly seen in the West and Northeast ... due to the lock-down phase. But as a sign of the strength housing had going into this downturn, single-family starts are still 1% higher on a year-to-date basis."

Nationally, this is the lowest single-family and multi-family starts rate since the first quarter of 2015.

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County Building Permits, Inspections offices reopen

- 1. Bedford County** Building Inspections and Permitting office reopened to the public effective May 18 and is again fully staffed. Safe distancing will be required. Masks are recommended. Some scheduling, permitting and inspections requests can still be done online. Builders are urged to use the online services if possible. The office can be reached at (540) 586-7616. Updates and forms are available on this website: <https://www.bedfordcountyva.gov/departments/community-development/building-inspections>
- 2. City of Lynchburg** Building Inspections and Permitting office (455-3910) remains closed to the general public. Please call ahead (445-3910) for information about access, permitting and inspections. Forms are available online. The department will continue to conduct field inspections and permitting scheduling through its online portal. Utilize this website: <http://www.lynchburgva.gov/new-construction>
- 3. Amherst County** Building Inspections and Permitting office reopened to the public effective May 18 and is again fully staffed. Safe distancing will be required. Masks are recommended. You are also urged to continue to use online services for scheduling and forms. The office can be reached at 946-9302. Updates at this website: <https://www.countyofamherst.com/departments/division.php?structureid=106>
- 4. Campbell County** Building Inspections and Permitting office reopened to the public effective May 18 and is again fully staffed. Safe distancing will be required. Masks are recommended. Some scheduling, permitting and inspections requests can still be done online. The office has also added lobby kiosks to allow patrons to do many tasks remotely. To reach the office call (434) 332-9596. For questions you can also email directly to buildinginspections@campbellcountyva.gov If requesting a field inspection by email please provide the permit number. Go to this website for online services: <https://co-campbell-va.smartgovcommunity.com/Public/Home>
- 5. Appomattox County** Building Inspections and Permitting office is allowing limited access via the main office vestibule. Forms are available online and in the vestibule area. Builders and others requesting permits find the forms online. Completed forms can be dropped off or emailed to Inspections@appomattoxcountyva.gov . The office phone is (434) 352-8183. Inspection questions can also be directed to Lonnie Hamlet at (434) 610-2616. If requesting an inspection please provide the permit number. Look for updates at this website: <https://www.appomattoxcountyva.gov/your-government/departments/community-development/building-inspections>

HBACV Leadership

2020 Officers

Joe Hepler - President
Jim Minear * - 1st Vice Pres.
Sandy Speck - 2nd Vice Pres.
Chris Hargis - AV.Pres..
Jeff Wieczorek - Secr./Treas.
Brent Lilly - Past President

2020 Board of Directors

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

HBACV Executive Officer:

Bob Morgan

HBAV Legislative Committee:

Chris Hargis

HBAV Builder Director:

Joe Hepler, HBACV rep

HBAV Board of Directors:

Sandy Speck

NAHB Representative:

Terry Morcom

* leave of absence until 10/2020


HBACV President's Corner

It's always important to be a part of your local home builder's association. The organization lobbies for the interests of builders, it keeps us apprised of code and regulation changes, it sets up rebate programs that consistently return more than the cost of membership. Our HBACV also gives us a social network of other builders and associate businesses - suppliers, subcontractors, Realtors and lenders that we can turn to with any questions we or our customers may have. Most importantly, membership tells our prospective customers that we are the top professionals in the building business, not just a guy with a truck and ladder.

The political action arm of the association is our watchdog over all the rules and regulations the state and federal government propose. It represents us all in the fight to keep over-regulation from raising building costs out of reach for the average family. Last year alone, the HBAV was able to defeat codes, impact fees and regulations that would have added \$11,000 to the cost of an average new home in Virginia.

But during this pandemic, every day, as you climb in your truck, as you go to your job sites and manage the work of all your contractors, remember that you have the NAHB, HBAV and HBACV to thank for lobbying and meeting with government officials to have home building deemed "essential" in Virginia. Otherwise, we would all be joining the ranks of so many of our friends and neighbors without jobs, having to close our "non-essential" business and suffer through months of zero income. Imagine what you, your family, your contractors would do with no income for months and you'll understand why now, more than ever, membership in our local association is worth everything you put into it - and much more.

- By Joe Hepler, HBACV President for 2020



Local and regional building strength during pandemic was strongly aided by your HBACV membership

While housing took a hard hit nationally in April due to the pandemic, the South and Virginia fared better than the rest of the nation. You can thank your membership in the HBACV, HBAV and NAHB for its strong assist in gaining this result.

Your local association has been working hand-in-hand throughout this pandemic with those at the state and national levels to insure residential construction and housing industry businesses keep their doors open and their operations moving ahead. Membership has never been more important to you than right now.

This is why maintaining your membership is crucial. When you consider renewing your annual 3-in-1 membership, think about the actions we have taken and continue to take to help our industry get through this crisis:

- **Continuing to working with** the Northam Administration to have our member businesses remain essential in Virginia. This has allowed our members to continue - albeit with safe distancing and safe pandemic practices - to build, sell, lend, remodel, supply and work.
- **Working with the local inspections** and permitting offices so that members know the ever-changing landscape of procedures, policy and practices when it comes to getting required approvals, permits and paperwork.
- **Providing members with business** continuity resources, job-site safety support and charitable community efforts. We have also tried our best NOT to fill your inbox with useless “we are there for you” messages.
- **Responding quickly to provide resources** and lead an effort to support important special funding legislation at both the state and national level.
- **Assisting the NAHB in getting** the Department of Homeland Security to designate single-family and multifamily construction as an “Essential Infrastructure Business,” meaning that construction continued unencumbered.

Your HBACV works tirelessly on behalf of your business. Contact us for resources and information related not just to coronavirus but to learn more of the additional work your association can do on your behalf. Call (841-7588) to discuss any specific resources you'd like to see in the coming months or concerns you may have. Here at the Home Building Association of Central Virginia, we know that now more than ever, we are stronger when we act together.

COVID-19 Forces Cancellation of Fall Touch A Truck Event



The Home Building Association of Central Virginia has announced that it is canceling the 2020 Lynchburg Touch A Truck event due to Covid-19. The HBACV Board of Directors believe that this is in the best interest of the health, welfare, and safety of all involved. The event was scheduled for Sept. 12. The event, which has raised more than \$100,000 for Lynchburg-area children's charities over the past five years, will return in September of 2021.

"This was a very difficult decision, but one that was made in the best interest of our entire community and its families," said HBACV Executive Officer Bob Morgan. "We considered a number of routes moving forward, but each was blocked by the uncertainty of COVID-19."

The annual event draws more than 5,500 people who climb into, touch, engage and enjoy nearly 100 vehicles of all sizes and shapes. "After consultation with health officials we found there was no way to create a safe and sanitized method of doing this," Morgan explained. "The event is, simply put, all about touching these vehicles ... This is the only decision that will ensure the health and safety of our loyal attendees, our exhibitors, our vendors and the scores of volunteers who make the event happen."

The Lynchburg Touch A Truck began in 2014 and has grown from two dozen vehicles to nearly 100. It is one of the Lynchburg area's largest family-friendly events. It offers children and parents a hands-on opportunity to explore inside and out the large trucks and machines they see but never get to touch.

Created and put together annually by the HBACV and its member companies and sponsors, Touch A Truck was once again scheduled to be held at Sims Farm Exhibition site in Forest. The event also features Monster Truck shows and rides, a large Bounce House play area, local mascots and characters, face painters, food trucks and more.

Charities which have benefited from the event include Boys & Girls Club of Central Virginia, Brookhill Farms, CASA, Challenged Sports Exchange, Children's Miracle Network, the Claire Parker Foundation and the Jubilee Family Development Center.

Congress Approves \$484 Billion Stimulus

Congress has approved a \$484 billion relief measure to combat the economic fallout from the coronavirus pandemic. [The legislation](#) provides \$380 billion in funding for two key small-business loan programs that ran out of money under the CARES Act.

Businesses applying for an Economic Injury Disaster Loan may request an advance of up to \$10,000 to be delivered within three days of the request.

Under the Paycheck Protection Program, small businesses can take out loans equal to 2.5 times their average monthly payroll, up to \$10 million.

HUD's Carson Joins NAHB Webinar

In an [exclusive webinar](#) for NAHB members, HUD Secretary Ben Carson and FHA Commissioner Brian Montgomery recently outlined specific measures the agency has implemented to battle the COVID-19 pandemic and lauded the efforts of NAHB during this outbreak. The two housing policy experts also answered detailed questions from NAHB members.

A [replay of the webinar](#) is available to NAHB members in the Webinars and Town Halls section of nahb.org/coronavirus.

HBI Extends Free Online Learning

The Home Builders Institute (HBI) has extended free [online learning alternatives](#) for local schools and training programs through May 31, in response to continued requests for K-12 Career Technical Education (CTE) amid the COVID-19 pandemic.

The Flexible Instruction Day materials do not require textbooks or workbooks to accommodate self-paced learning.

New Builder Rebate Webinar available

The HBACV and HBAV is offering a recorded "Lunch and Learn" webinar to any members seeking instruction and information on the HBACV/HBAV Builder & Remodeler Rebates Program. The webinar is available now to download ([CLICK HERE](#)) The required password is: 3g*V5\$4I (*note: the download time is about 5 minutes*).

This is an important benefit for builder and remodeler members and last year paid back **on average \$1,795** to Virginia HBAV members using the program.

Members save and earn hundreds of dollars for products you are already using. This recorded session will show members how to apply and receive these benefits. Click here to see the [HBAV Member Rebate Program](#) Each time you complete a home, multi-unit or remodel project, you'll be putting money back in your pocket. When you participate in the HBAV Member Rebate Program, every project you build will earn you rebate checks!

WANT TO START GETTING MONEY BACK FOR PRODUCTS YOU ALREADY USE?



If you use any of these **50+ participating manufacturers**, then it is easy to participate!

- 1 REGISTER
- 2 SUBMIT A REBATE CLAIM
- 3 RECEIVE A REBATE CHECK

**THE AVERAGE REBATE PER
BUILDER /REMODELER IN
VIRGINIA WHO
PARTICIPATED IN 2019 WAS:**

\$1,723.48



Website: www.HBArebates.com | Phone: 866-849-8400
Email: info@HBArebates.com | Facebook: [/MemberRebateProgram](https://www.facebook.com/MemberRebateProgram)

YOU CAN ALSO CONTACT HBACV EXECUTIVE OFFICER BOB MORGAN TO FIND OUT HOW TO GET STARTED

2020 Renewals & New Members

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

84 Lumber
Affordable Portables
AquaBarrier
Atlantic Union Bank
Balzer & Associates
Bays Trash Removal
Bug Man Exterminating
Builders FirstSource
Carpetland USA
Colonial Farm Credit
Columbia Gas of VA
Cheryl Daffner - L&F
F&S Building Renovations
First Piedmont
Kubota of Lynchburg
Lilly Construction
Lynchburg Ready Mix
Pella Window
Skinner Construction
TCM Construction LLC*
Meadowlands Restoration
Morcom Building

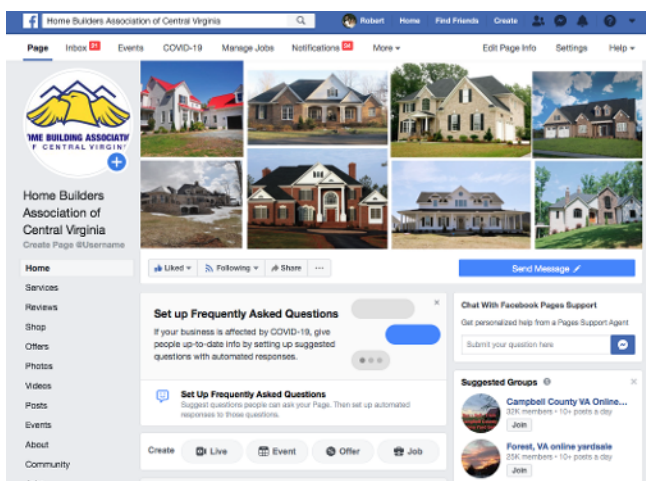
Overhead Door Company
Toler Insulating
Blossman Gas
Prosperity Mortgage
Real Property Management*
Fortress Foundation
Nelligan Insulation
Budget Blinds*
Select Bank
Yates Homes
Lonnie Maines - DFG*
Equity Enterprises LLC*
John Stewart Walker*
Foster Fuels
Movement Mortgage
RM Gantt Constructions
LeAnn Brown - L&F*
Anne Coleman - L&F*

Interested in Joining the HBACV? Contact a member, or our web site www.hbacv.org or contact executive director Bob Morgan at (434) 841-7588 or bob@hbacv.org.

IRS Extends Filing Deadline

The IRS has significantly broadened its tax return filing and payment relief in response to COVID-19. According to Notice 2020-23, nearly all taxpayers with a filing or payment deadline falling on or after April 1, 2020, and before July 15, 2020, will now have until July 15, 2020 to file returns and make payments without penalties or interest.











The [expanded relief](#) applies to individuals, partnerships, LLCs, businesses, corporations, estates, and other non-corporate tax filers.







FOLLOW HBACV's FACEBOOK PAGE

Follow us and be social! Make sure you share your company's posts and sponsored ads with HBACV so we can help your social reach.

BUSINESS MANAGEMENT

	COMPANY	SAVINGS	PRODUCTS	INFO
	TSYS	Save up to 16% on payment solutions.	Web/Mobile tools, credit card and e-check processing	tsysassociation.com/nahb 800-613-0148
	DELL	Up to 40% off Dell computers, servers, electronics and accessories	Computers and Hardware	dell.com/nahb 1-800-757-8442
	OFFICE DEPOT	Up to 75% off in-store or online. Free Shipping over \$50	Office Supplies	officediscounts.org/nahb 855-337-6811 x2897
	HOZZ	10% off Trade Program purchases, 5% off Pro+ Local Marketing Advertising (new), Free access to concierge service, free business websites.	Marketing Solutions, Building Products	houzz.com/nahbmembers
	CONSTRUCTIONJOBS.COM	20% discounts on standard rates	Job Postings	nahb.org/careers 828-251-1344
	2-10 HOME BUYERS WARRANTY	Save 10% on full suite of products and services	Home Warranty	2-10.com/nahb 855.280.1328
	UPS SHIPPING	Flat-Rate Pricing, 45% discount for next day shipping, 25% for ground commercial/residential.	Business Shipping	1800member.com/nahb 1-800-MEMBERS
	YRC FREIGHT	At least 75% off Less Than Truckload (LTL) shipping over 150lbs	Freight Shipping	1800member.com/nahb 1-800-MEMBERS
	KABBAGE	\$200 gift card when you qualify for a business line of credit up to \$250,000	Small Business Loans	kabbage.com/nahb
	AMAZON BUSINESS	Additional business savings when you open an Amazon Business account	General Business, Building Products	amazon.com/nahb

SHOPPING AND ENTERTAINMENT






	COMPANY	SAVINGS	PRODUCTS	INFO
	TICKET MONSTER	Up to 50% off	Theme Parks, Movie Tickets, Concerts, Water Parks, Gift Cards	memberdeals.com/nahb/?login=1 (877) 579-1201
	SAM'S CLUB	One-Year Membership for \$24.88	Bulk Discount Retail	bit.ly/nahbsams (877) 579-1201
	OMAHA STEAKS	Save 10% on top of any online specials	Steaks, Seafood, Sides	osincentives.com/promo/nahb
	FTD FLOWERS	20% off floral arrangements and gifts	Flowers and Gifts	ftd.com/nahb 800-SEND-FTD code 17421

NAHB ASSOCIATION DISCOUNTS

	COMPANY	SAVINGS	PRODUCTS	INFO
	INTERNATIONAL BUILDERS' SHOW®	Up to \$200 off Show Registration Up to \$2.75 Per Sq Ft off Exhibit Space	Tradeshaw	buildersshow.com
	NAHB CONTRACTS	Up to 30% off contract rates	Legal	nahb.org/nahbcontracts
	HOUSINGECONOMICS	\$100 off annual subscription	Economic and Housing Data	housingeconomics.com
	BUILDERBOOKS	10% off books. Up to 45% off research	Books	builderbooks.com
	ONLINE EDUCATION	Up to 30% off webinars; Up to 50% off online courses	Education	nahb.org/education

Discounts are of 8/31/2019 and subject to change at any time. Visit nahb.org/savings for latest deals and limited time offers.


AUTO

COMPANY	SAVINGS	PRODUCTS	INFO
 GM	Save \$500 on most retail vehicles Save \$500 - \$1000 per vehicle for fleet customers Stackable with most National Retail and Fleet offers NAHB Member and Household Family Eligible	Chevrolet, Buick, GMC	nahb.org/gm
 FCA	\$500 Cash Allowance per eligible vehicle Stackable with most National and Local offers NAHB Members, Employees, and Household Family Eligible	Chrysler, Dodge, Jeep®, Ram, and FIAT®	nahb.org/fca
 NISSAN / INFINITI	Save between \$3,250 - \$10,500 per vehicle Must be purchased in member's company name NOT stackable with most National Offers Member's Company Eligible	Nissan, Infiniti	nahb.org/nissan
 BF GOODRICH	Save \$100 on set of 4 All Terrain T/A KO2 Tires 24 Hour Worksite Assistance	Tires	bfgoodri.ch/2GTvDu
 GEICO	Exclusive member rates on Auto and Home Insurance	Insurance	geico.com/disc/nahb 800-368-2734

AUTO RENTAL

COMPANY	SAVINGS	PRODUCTS	INFO
 AVIS	Up to 25% off base rates and FREE Preferred Service Membership	Car Rentals	avis.com/nahb 800-331-1212 AWD #G572900
 BUDGET	Up to 25% off base rates and FREE Fastbreak status	Car Rentals	budget.com/nahb 800-283-4387 BCD #Z536900
 HERTZ	Up to 20% off base rates and FREE Gold membership	Car Rentals	hertz.com/nahb 800-654-2200 CDP #51046

BUILDING MATERIALS

COMPANY	SAVINGS	PRODUCTS	INFO
 LOWE'S	Extra 2% off Lowe's Account Receivable or Business Account FREE Delivery of \$500 Plus Orders 5% off at store using LAR or LBA	Building Materials	lowesforpros.com/nahb 877-435-2440

If you need your NAHB Pin, ID or MSN numbers to activate your savings Contact HBACV EO Bob Morgan at 841-7588

NAHB Members Saved
over **\$25,000,000** last year

Survey Finds Remodelers Seeing Fewer Customer Inquiries

A recent NAHB survey of professional remodelers shows the negative effect the coronavirus pandemic is having on the decision to remodel. More than 90% of [remodelers in the survey](#) reported a slowdown in both the rate at which inquiries are coming in, and in the general willingness of home owners to remodel at this time.

Roughly 96% of remodelers said the virus was hurting the rate at which inquiries are coming in, and a full 70% characterized the negative impact on inquiries as major rather than minor.

The survey listed eight impacts of the coronavirus on the remodeling market. More than 80% of respondents said the virus was having a noticeable effect on:

- Homeowner concerns about interacting with remodeling crews (86%);
- Supply of N95 face masks (84%);
- Cancellations or delays of existing projects (84%).

The pandemic is having significant adverse effects on the remodeling market, but the strongest ones are the negative impacts on the behavior of potential customers.

2020 NGBS Now Available

The 2020 edition of the ICC-700 National Green Building Standard® (NGBS) has been approved by the American National Standards Institute (ANSI) and is available for public use. As of April 2020, more than 216,000 homes have been NGBS Green certified.

[The 2020 edition](#) is the fourth edition of the standard. It reflects significant changes based on evolving market conditions and feedback received over the past decade from those using the standard.

The NGBS includes high-performance practices in six areas: Lot Design and Development, Resource Efficiency, Water Efficiency, Energy Efficiency, Indoor Environmental Quality, and Building Operation & Maintenance.

States Start Reopening to Building

Thanks to efforts by NAHB and state home builder associations, the few remaining states that have halted residential construction activity due the COVID-19 pandemic — Michigan, New York, Pennsylvania, Washington and Vermont — are taking steps to allow home building to [resume production](#).

In a critical win for NAHB and the residential construction sector, the Department of Homeland Security (DHS) on March 28 designated construction of single-family and multifamily housing as an “Essential Infrastructure Business.” Although this designation was not binding for individual states, most states followed the federal guidelines.

Access NAHB’s [updated map](#) showing where construction can continue.

Building Materials Prices post record monthly decline in April

Prices paid for residential construction goods decreased 4.1% in April — the largest monthly decline on record — according to the Bureau of Labor Statistics' Producer Price Index (PPI). The year-to-date decline (-5.4%) in residential construction input prices is three times larger than the previous record (-1.3% in 2009).

Gypsum: Prices paid for gypsum products decreased 1.3% in April after climbing 2.2% in March. Gypsum prices have declined 4.4% year-to-date, the largest January-to-April decrease since data became available in 2012. Prices are down 9.5% from the most recent peak in March 2018.

Softwood lumber: Although the PPI report shows that softwood lumber prices declined 10.8% in April, the decrease is at odds with recent prices reported by Random Lengths. According to their weekly data, prices fell a more modest 2.7%. The discrepancy between the BLS and Random Lengths data stems from survey timing. NAHB economists anticipated this in last month's PPI post, stating that the decline over the last 10 days of March "should be captured in next month's PPI report."

Ready-mix concrete: Prices paid for ready-mix concrete (RMC) decreased 0.4% in April (seasonally adjusted), following a 0.7% increase in March. The RMC index has increased 1.1% year-to-date, which is close to the historical average year-to-date price change in April.

House passes new relief package but senate waits

The House of Representatives has passed a new relief package that includes a provision allowing trade associations such as HBACV to access loans under the next round of PPP funding. NAHB lobbied heavily for this provision, and HBACV sent a letter to the entire Central Virginia Congressional delegation in support of making this change. The legislation will now move to the Senate, which will likely not take up the measure until June.

The US Small Business Administration has released its Paycheck Protection Program Loan Forgiveness Application and instructions to help businesses seek forgiveness at the conclusion of the eight-week covered period, which begins with the disbursement of their loans. Find more [here](#).

New Home Sales Fall 15.4% in March

Sales of newly built, [single-family homes](#) fell 15.4% to a seasonally adjusted annual rate of 627,000 units in March, coming off a downward revision in February, according to data by the U.S. Department of Housing and Urban Development and the U.S. Census Bureau. The March rate is 9.5% lower than the 2019 pace.

HBACV considers more attendance at local board, council and commissions

The HBACV is considering offering additional local government affairs support by developing regular attendance by either HBACV staff or HBACV member(s) at relevant area planning commission, city council and board of supervisors meetings.

Included with this would be a board-directed effort to continue to improve our lines of communication with local and state public officials and coordinate methods to advance the goals and objectives of the HBACV.

Please review the three following questions and respond with your comments and suggestions to EO Bob Morgan. (841-7588 or bob@hbacv.org). Your input will help us determine next steps.

QUESTION 1: Should the HBACV consider creating a separate part-time position for this role?

QUESTION 2: Should the HBACV designate on a rotating basis a member(s) to fill this role ?

QUESTION 3: Should the HBACV offer to present/speak at these meetings on behalf of member projects and permit requests ?

HBAs and Member Companies Participate in Safety Stand Down

Home building job sites all over the country stopped work on Thursday, April 16 to educate workers and subcontractors on proper coronavirus safety measures.

Hundreds of NAH, HBAV and HBACV member companies participated in the national COVID-19 Job Site [Safety Stand Down](#). The hashtags associated with the stand down were used more than 500 times on social media and generated more than 3.5 million impressions.

The safety stand down came out of discussions between the steering members of the Construction Industry Safety Coalition. The Associated General Contractors of America held their stand down on April 9, NAHB on April 16, and Associated Builders and Contractors held theirs on April 23. With materials created by the coalition, home builders, subcontractors, building suppliers, HBAs, and other housing associated businesses provided focused education on what workers on job sites should do to keep themselves healthy and flatten the curve for all.

Safety resources, including a coronavirus preparedness plan and posters in English and Spanish, can be found at NAHB.org/safety.



COVID-19 creates unique challenges for Subs

COVID-19 has presented a unique challenge for subcontractors and navigating scheduling impacts. While many projects have seen scheduling disruptions, others have seen timelines accelerate, requiring project managers to maximize efficiency. These changes don't just affect the schedule; project managers are now tasked with balancing on-site operations with measures that guarantee workers' safety. HBAV partner Small Business Growth Partners, offers this quick guide to assist you in navigating this new normal.

Create a Record: No matter what is happening with your jobs, whether it's the project being frozen or the timeline being accelerated, the first step is to create a record of where the project was prior to COVID-19. This includes documentation of costs, schedules, etc. By creating a record, project managers can compare planned progress to reality. This is a crucial comparison for business owners who may be evaluating requests for future recovery.

Prioritize Efficiency and Feasibility: No matter the circumstances, each project faces its own sets of challenges. It's essential to assess each project individually. For example, reduced traffic on roadways as well as reduced public transportation has meant many transportation-related projects are seeing their timelines speed up. Be sure to be flexible, and evaluate each plan to determine what is more efficient, feasible, and will best preserve resources.

COVID-19 Activity Codes: Above all else is the health and safety of your workers. By assigning COVID-19 activity codes, you can easily track any baseline variations. Keep a clear record of work to allow project managers the ability to stagger jobs; this will help keep work sites healthy while further reducing any disruptions.

Reevaluate Work Plan and Project Schedule: It is hard to plan when we do not know what stage of reopening we will be at one, three, or six months. Be flexible and plan for multiple scenarios. Reevaluate the work plan and the project schedule regularly. Assume that COVID-19 will continue. Subcontractors will need to assume that workers, supplies, and equipment will continue to fluctuate - be ready when they do.

Have a Plan: Be prepared, but be flexible. Continue to incorporate safe distancing measures, and be ready to adapt when workers, supplies, or PPE becomes less available. By being prepared, communicating, and having a plan in place, subcontractors will be more prepared to navigate schedule impacts caused by COVID-19.

Provided by HBAV and Growth Partners . Go to www.HBAV.com for more information



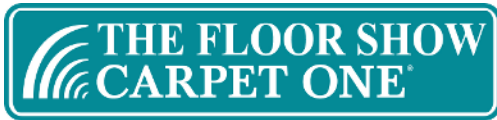
Phase One Opening Guidelines for Model Homes, New Home Sales Centers and Rental Units

Governor Northam first phase of the “Forward Virginia” plan includes guidelines for “showing” spec homes and model homes. To the extent possible, model home showings and sales center customer meetings should be conducted using the following guidelines:

- **Prior to opening** the model home, open all doors and turn on lights so that people can walk around the house without touching doorknobs and light switches
- **Have all individuals** who enter the model home immediately wash their hands and provide a place to alcohol-based hand sanitizer containing at least 60% alcohol
- **If seating is available**, provide a minimum of six feet between tables
- **Record names and contact info** that you record on your electronic device
- **Have paper towels and soap** near sinks if someone wants to turn a sink on/off
- **Ask individuals to wash** hands or use hand sanitizer upon leaving
- **When possible, have visitors** enter and leave from different doors
- **Clean and disinfect** between scheduled visits
- **Provide tissues and trash** receptacles; empty trash receptacles regularly
- **Employees and customers** should utilize face coverings when possible
- **Provide clear communication** and signage for physical distancing in areas where individuals may congregate, especially at entrances
- **Post signage at entrance** that states that no one with a fever or symptoms of COVID-19, or known exposure to a COVID-19 case in the prior 14 days, is permitted to enter
- **Consider innovative approaches**, such as only allowing one person on each floor of a model home at a time or meeting customers outside the model home and allowing the customer to tour on their own
- **Limit access** to no more than 10 persons
- **Maintain regular housekeeping** practices, including routine cleaning and disinfecting of surfaces and equipment with Environmental Protection Agency-approved cleaning chemicals from List N or that have label claims against the coronavirus
- **Have extra pens and** allow each person who signs in to use one pen that they then keep

The HBAV and HBACV offers this as a summary of relevant guidance provided by OSHA and the VDOH relevant to Executive Order # 61.

Thank You To Our Generous Sponsors for the upcoming \$10,000 Raffle



Member to Member Business Creates a Stronger Association

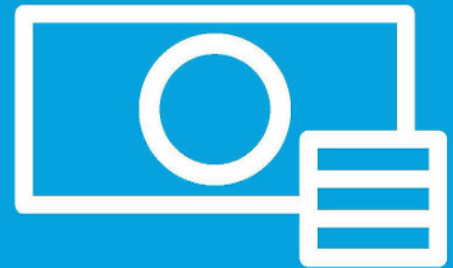
The HBACV provides complete contact information to members through our [website](#) and through our office (434-841-7588). Developing an HBACV network allows you to provide members with service and resource information aligned with their needs and your products. In addition, because you are a member 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 Discounts: Click to learn more. nahb.org/ma.

Members
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