

# The Builder



September / October 2020

## 2020 Raffle Was a Virtual Success

The HBACV \$10,000 & More Scholarship Raffle fundraiser was both a success and learning experience. Thirteen patrons shared in the 15 prizes - yes, two people won twice so there was a pay off for purchasing multiple chances. In total all tickets were sold and drawn, raising the full amount needed for the scholarship funding for 2021.

Rich Edwards, with Bank of the James Mortgage, won the top \$3,000 prize for the final ticket drawn. There were a total 300 tickets. Bill Speck won the \$2,000 prize and Mark Ingrao won both the \$1,000 and \$750 prizes.

The event was held virtually on Friday, Sept. 25th after being postponed in March because of COVID. It was originally scheduled for March 27 at the Glass House. COVID

- **CONTINUED ON NEXT PAGE**



Raffle Master of Ceremony Chris Singl presents "ball #32" to the camera during the HBACV Virtual

## \$10,000 Raffle - continued from page 1

safe distancing guidelines made it impossible to hold the event in manner as past years. We are hopeful we can resume this format in 2021.

The raffle was conducted at the HBACV office staffed by committee volunteers handling the drawing. Unexpected technical difficulties created a 60-minute delay of the 7:30 pm broadcast. "Lessons involving technology, software and hardware were learned which we will use in conducting future broadcast events for the association," said HBACV Executive Officer Bob Morgan. Anyone wishing to see it can go to this link: <https://youtu.be/Ob728iq6C2E>

Committee chairman Laurel F. Borel of Francis Oil, extended a "Thank You!" to the event sponsors: Assurance Financial, Bank of the James Mortgage, Central Technology Solutions, First National Bank, First Bank & Trust, Fortress Foundation, The Floor Show/Carpet One, John Stewart Walker, Kubota of Lynchburg, Long & Foster, Lynchburg Ready Mix and Select Bank, along with Lilly Construction and Boxley.

### ***Merchandise prize winners were:***

Gift Card for Isabell's Italian Trattoria: Jeanne Morcom; Kendra Scott Jewelry Package, valued at \$160: Nick Kessler; Kendra Scott Jewelry Package, valued at \$215: Wistar Nelligan; Adult beverage package (Liquor): Tammy Mikkelsen; Adult beverage package (Wine): Tammi Moore; Kendra Scott Jewelry Package, valued at \$220: Sheila Stepp; Yeti Cooler #1, valued at \$199: Tammi Moore; Yeti Cooler #2, valued at \$259: Marina Guenther; Kendra Scott Jewelry Package, valued at \$400: Chris Hargis; Boxley Block Fire Pit valued at \$700+: DeAnn Brown; Timeshare vacation lodging: Value \$1,500+: Diane Kennedy.



**Behind the camera, the raffle team kept things going smoothly through the event.**



## The President's Corner

### With COVID, value of membership is obvious; It's as simple as that

Both builders and associate members alike appreciate knowing someone personally they can discuss issues with and bounce ideas off. We all enjoy the monthly social events (2020 excepted) that allow everyone to get to know each other better personally and build trust with others we do business with. Think about it – where else can you get the opportunity to talk honestly with your competitors about issues you have? And of course, there are the discounts and rebates on lumber, phones, vehicles. I personally have not had a year yet that my rebates did not pay me at least 3 times my membership cost. We have pages of benefits for members, too numerous to list.

This year it is more important than ever before to be a member of the Home Building Association of Central Virginia. As a builder, I can give you just two reasons that alone should convince you that you need to join today.



**HBACV President  
Joe Hepler**

**1) Where would you be if you had \$0 income for the last seven months?** The Home Builders Association of Virginia was solely responsible for having our industry deemed essential, unlike many states around us. Had they not been able to accomplish that, we, and all those who support us with material and labor, would be sitting at home wondering, “how am I going to make my mortgage and truck payment?”

**2) Along with that we have to be able to sell our homes.** This year alone the National Association of Home Builders and Virginia Home Builders (both of which you are automatically members of with your local membership) have literally done battle to control laws and code issues that have saved \$12,000 cost on the average home built in Virginia. Without these efforts every year, more and more of our customers would be priced out of the market each year.

But all these efforts take money, and that is where most of your dues are spent. If this pandemic gets worse in the coming month's flu season, we could quickly be shut down completely until the government deems it safe again – no work, no income. More than ever before the building industry - your business - could simply stop without your support TODAY.

Contact the HBACV to lend your support so we can all keep working. Simple as that.

# Fall Membership Campaign Needs Your Help

For the next 30 days the HBACV is holding its fall membership drive and the value of being part of the association was never more important or more valuable than right now.

Our industry was already under regulatory assault when the pandemic struck. Because of the HBACV's efforts and the leadership of our state association, Virginia builders and the industries related to the housing business never shut down.

"With all that has happened in 2020, it is more important than ever before to be a member of the Home Building Association of Central Virginia," said Joe Hepler, co-owner of Craftsman Custom Homes and current HBACV President, adding, "Your business was deemed essential this spring. You did not have to close your doors."

Maintaining and growing membership should be on the minds of every HBACV member. A strong association is more important now than ever. Every company that renews their HBACV membership, along with companies joining for the first time, support the ongoing effort to ensure a healthy business environment.

"Being on the local and state (Boards of Directors) helps me see our membership dues in action," said Sandy Speck branch Manager for Assurance Financial. "There are so many legislative items where our boards fight hard for our members. Things you wouldn't even think of but if not stopped would add thousands to the cost of every home being built."

While the membership committee has compiled a list of nearly 100 potential new member companies we are asking members to let Executive Officer 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 23 new members and renewals before Oct. 30, and 55 before the end of the year. Ambitious? Yes. Necessary? Absolutely.

Every company that renews their HBACV membership, along with companies joining for the first time, support the ongoing effort to ensure a healthy business environment for our industry. We can do it with your help. The more members we have the stronger the association and the greater the benefits for each member. Check your contacts and touch base with them about the value. Or let HBACV Executive Officer Bob Morgan know and he can help with the outreach.

"First National Bank's membership helps us meet the challenges facing the housing industry. These challenges only reinforce the value of the local association," said Jim Minear, FNB Senior Vice-President. "It's why I am a member. Being a member gives me a voice and access. Builders, remodelers, realtors, suppliers all know me and I know them. This network is invaluable in maintaining and increasing local relationships which leads to increased business for all of us. ... Not a member? You should be."

---

# Membership Campaign for Fall 2020

## **GOAL: 55 renewals and new members during the months of September, October, November and December.**

Continued member value is important and simple: **Keeping Your Business Open and Essential Through the Pandemic** is what we accomplished. The more members we have the better your association can serve you and our industry in the challenging times ahead.

### **Our campaign is simple - just check your contacts list.**

We are asking every HBACV active member to recruit one new member. Over the entire fall this is very doable. Just look at and target those you work with - clients, customers, colleagues, competitors. Our membership chairman Sandy Speck and Executive Office Bob Morgan is ready to assist you. You bait the hook and we'll help you make the catch.

And we are asking a greater goal from the association's leadership team. Each officer and board of director is being asked to bring in one new member and one member renewal. Know a member who stepped away? Reach out to them. Remind them what the HBACV and the HBAV accomplished this year for them, but just as importantly what we face for 2021 to keep our industry moving forward.

A growing association is a strong and effective association. And in 2021 we will work to lobby the General Assembly on behalf of building and housing; We will make sure the Governor's office continues to deem us as essential; We will hold a Parade of Homes to showcase builders; We will bring back events like Touch A Truck, the Home Show, the \$10,000 Raffle. And we will do much more.

### **Incentives for new joining members:**

- A new builder member gets a 20% discount on entry in the Parade of Homes.
- A new member gets a free hole sponsorship at the 2021 golf tournament.
- A new member gets a free 1/2 page color ad in the monthly newsletter.

### **Incentives for renewing members:**

- A renewing builder member gets a 20% discount on entry in spring Parade of Homes.
- A renewing associate member gets one ticket to the 2021 Holiday Gala or a \$100 credit toward a future ticketed event.
- Any renewing member gets a free 1/2 page color ad in the monthly newsletter during the month of their choosing.

**Do your part - Recruit A New Member**

## NAHB Again Endorsing Pro-Housing Candidates for Congress

NAHB is once again endorsing candidates for the U.S. House and Senate in the upcoming Nov. 3 elections. [NAHB endorses candidates](#) who have shown a commitment to policies that promote homeownership and rental housing opportunities for all Americans.

NAHB makes all of its endorsement decisions in concert with the state and local home builders associations (HBAs) of the lawmakers under consideration.

To date, NAHB has endorsed 82 candidates, including 72 in the House and 10 in

the Senate. Many of the endorsements were made for primary elections. NAHB will continue to work with its state and local HBAs to announce additional endorsements and updates based on primary results.

As the nation deals with the COVID-19 pandemic, NAHB encourages all voters to prepare now to ensure your vote counts on Election Day. You can check your state's voter registration deadlines and mail-in voting rules on [vote.org](https://www.vote.org). The organization also has a listing of voting changes made by each state in response to COVID-19.

## Year-Over-Year Gains in Permits

Over the first six months of 2020 – and after the onset of the impact of the coronavirus – total [single-family permits](#) issued year-to-date nationwide reached 433,484. This is a 3.8% increase over the June 2019 level of 417,453.

Year-to-date ending in June, single-family permits across the four regions ranging from an increase of 6.5% in the South to a decline of 1.7% in the Northeast. In multi-family permits, the South reported a 3.1% increase while the other three regions reported declines – Northeast (-14.7%), Midwest (-6.2%), and West (-5.6%).

Between June 2019, and June 2020, 34 states saw growth in single-family permits while 16 states and the District of Columbia registered a decline. South Dakota recorded the highest growth rate during this time at 36.7% from 1,178 to 1,610.

## Building Products in Construction

NAHB analysis of government data indicates that new single-family and multifamily construction used about \$94.9 billion in building products in 2019.

Although the vast majority of that amount was produced domestically, supporting jobs in the U.S. manufacturing sector, roughly \$6.1 billion was imported from other countries.

Among the major [product categories](#), new residential construction in 2019 used more than \$11 billion each of cement and concrete products and architectural and structural metals.

Other products toward the top of the list were plastic products, household furniture and kitchen cabinets, paints, plywood and engineered wood products, household appliances, HVAC and refrigeration equipment, and electrical equipment.

# Election of Officers, Directors for 2021

## COVID will impact HBACV election method, meeting

Because of ongoing issues related to indoor, in-person meetings due to COVID restrictions and concerns, the HBACV Board of Directors has approved a one-time waiver of the by-laws to allow for "electronic voting and meeting" for the 2021 slate of officers and directors. This is in anticipation that the regular in-person November full membership gathering cannot be held.

The association will also be soliciting nominates through emails and phone calls during October and early November. It was also agreed the Executive Committee will function as the nominating committee for this year's election.

Members will receive an email outlining the updated 2021 process and asking for nominations for officers as well as directors. The HBACV has five board terms (each two-years) opening this year and three officers positions opening (Secretary-Treasurer; Associates Vice-President; 2nd Vice-President).

Look for the election emails starting in mid-October. An "electronic" election voting will be open Nov. 6 until Nov. 15. The election results will be counted and certified at the Nov. 17 Board of Directors meeting.

**HBACV By-Laws as outlined below have been waived for the 2021 Election as a result of Covid.**

### **Article IX (Elections)**

#### **Section 1** Nominating Committee shall:

Solicit and consider recommendations of the membership, both Builder and Associate, as to candidates for each office and directorship to be filled.

Prepare and send to all Members, at least four days prior to the annual meeting of the membership, a report recommending at least one nomination for each Office and Directorship to be filled, having previously obtained consent of nominees to become candidates from the Directorship.

Present their Final Report on Nominations of the Directors at the Annual Meeting of the Membership and their Final Report on Nominations of Officers at the Annual Meeting of the Board of Directors.

**Section 2** Additional nominations for Directors may be made from the floor upon a motion carried by a majority vote. Otherwise the nominations shall be considered closed. If additional nomination for Directors are made from the floor, a vote shall be taken by either secret ballot or voice vote and the candidate receiving the most votes for Directorship shall be considered elected.

**Section 3** Acceptance of the Report of the Nomination Committee by the Builder Membership shall constitute election of the Directors ... and the election of the officers so nominated.





## NAHB meets with Ross over lumber prices

NAHB Senior Officers and staff met virtually with Commerce Secretary Wilbur Ross last week to discuss the problem that escalating lumber prices and supply shortages are having on the housing industry and economic recovery.

Ross acknowledged how “critical” housing is to the economy but said lumber mills are concerned the ongoing housing upturn is temporary. NAHB assured him the solid housing market is sustainable.

NAHB Chairman Chuck Fowke and Second Vice Chairman Jerry Konter told Ross how higher costs are affecting their businesses, with Konter adding that his business is planning for reduced sales due to higher lumber costs. Prices have skyrocketed more than 170% since mid-April, and the residential construction industry has absorbed the largest four-month increase in lumber prices since such data was first recorded in 1949.



## HBACV will make annual \$500 contribution to Build-PAC

The HBACV Board of Directors voted at its September meeting to have the association make an annual contribution of \$500 to the Home Building Association of Virginia’s Build-PAC fund. The contribution is on behalf of the our membership and of the person we nominate to serve on the state Build PAC Board. This position is currently open.

This annual contribution does not preclude any individual member from making a contribution - something we urge all members to consider. But our collective contribution allows our association to be an ongoing “paying/supporting” member of the HBAV’s efforts on our behalf in Richmond.

The HBAV BuildPAC is our state’s association’s political action committee, most commonly referred to as a PAC. It gives local associations and local members across Virginia the opportunity to combine resources to support pro-housing, pro-business candidates running for office in Virginia. The HBAV’s Build-PAC contribution decisions are made by reviewing a candidates’ positions and voting records on housing and priority issues identified by the HBAV. All contribution decisions are bi-partisan.

HBAV Vice-President for Government Affairs, Andrew Clark, explains that political action funds are necessary. “Today’s campaigns require large amounts of money in order to achieve victory on Election Day. We must participate to be recognized as a political force before candidates are elected. This helps HBAV when issues of industry importance are before elected officials.”

It is essential to show collective support for housing issues at the capitol, and our political giving allows us to stand behind our legislative priorities. To make learn more about the Build-PAC or make a contribution go to: <https://www.hbav.com/advocacy/hbav-build-pac/>



# New Home Sales at Highest Pace Since 2006

In another indicator that housing continues to lead the economy forward, [sales of newly built](#), single-family homes in August topped the 1 million mark and reached their highest pace since September 2006.

Sales increased 4.8% to a seasonally adjusted annual rate of 1.01 million units, according to newly released data by the U.S. Department of Housing and Urban Development and the U.S. Census Bureau.

The August rate is 43.2% higher than the August 2019 pace.

“Surging sales are consistent with record builder confidence levels stemming from higher buyer traffic, historically low interest rates and a shift in demand for lower density markets,” said NAHB Chairman Chuck Fowke. “However, higher lumber costs and limited building material availability in some markets signify we could see higher prices down the road.”



“New home sales are now 15% higher on a year-to-date basis, with gains in all regions,” said NAHB Chief Economist Robert Dietz. “But with inventory at just a 3.3 months’ supply, more construction is needed. The challenge will be whether materials and labor are available.”

That 3.3 month's supply means just 282,000 new single-family homes are for sale, 40% lower than August 2019. The current months’ supply is the lowest in the history of the data series, which goes back to 1963. Of the inventory total, just 54,000 are completed and ready to occupy.

## Changes to Scheduled HBACV Events

**Bah. Humbug! The HBACV has canceled the annual Holiday Christmas Gala** event because of COVID 19 restrictions. The HBACV Board of Directors, after having explored all available options, voted to drop the event, citing the impossibility of providing a cost-effective, safe and joyous occasion at an indoor venue. The installation of officers for 2021, which is part of the annual Gala, will be scheduled and handled in a small ceremony without fanfare in either December or January.

**COVID Cancels October Hammer Time.** The monthly membership meeting, scheduled to be hosted by Dawson, Ford Garbee/BHHS on October 20th has been canceled. Because of concerns of a fall surge of cases and exposure and managing social/safe distancing requirements the host company determined the safe course of action was to cancel.

## 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 Mikkelson** - 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

## NAHB asks for clarity on definition of employee

The NAHB is seeking more information after the U.S. Department of Labor proposed a rule clarifying the definition of employee under the Fair Labor Standards Act as it relates to independent contractors. NAHB has called on DOL to take steps to provide greater clarity to employers and workers in light of the often conflicting federal tests that exist to determine who is an employee and who is an independent contractor. The proposed rule would shield more employers from misclassification claims, which occur when an employer incorrectly defines a worker as an independent contractor rather than an employee.

The DOL said its proposed rule:

- Adopts an “economic reality” test to determine a worker’s status as an FLSA employee or an independent contractor. The test considers whether a worker is in business for himself (independent contractor) or is economically dependent on an employer for work (employee);
- Identifies and explains two “core factors,” the nature and degree of the worker’s control over the work, and the worker’s opportunity for profit or loss based on initiative and/or investment. These factors help determine if a worker is economically dependent on someone else’s business or is in business for himself or herself;
- Identifies other factors to serve as guideposts in the analysis: the amount of skill required for the work; the degree of permanence of the working relationship between the worker and the potential employer; and whether the work is part of an integrated unit of production;

## 2020 Renewals & New Members\*

Thank You for your ongoing support of the Home Building Association of Central Virginia

84 Lumber  
ABC Supply  
Affordable Portables  
AquaBarrier  
Assurance Financial  
Atlantic Union Bank  
Balzer & Associates  
Bk of the James  
Mortgage  
Bays Trash Removal  
Blossman Gas  
Bug Man Exterminating  
Builders FirstSource  
Boxley Block Company  
Burton & Company\*  
Cabinet Crafters of VA\*  
Carpetland USA  
Central VA. Construction  
Century 21 All Service  
Colonial Farm Credit  
Columbia Gas of VA  
Commonwealth Building  
Materials \*  
County Waste  
Cheryl Daffner - L&F  
Dawson Ford Garbee  
BHHS  
Disc.Portable Restrooms  
D.S. Zechini Builders  
Equity Enterprises LLC\*  
English's Complete  
Home  
Ferguson Enterprises

Finly Corporation  
Foster Fuels  
Frank Good Const.  
F&S Building  
Renovations  
First Action Systems  
First Bank & Trust  
First National Bank  
First Piedmont  
Foxcrest Developers  
Francis Oil & Propane  
Greystone Builders  
Hajoca  
Hawkins-Graves  
JADON Builders  
JCL, Inc.  
John Stewart Walker\*  
Kubota of Lynchburg  
Lilly Construction  
Long Meadows, Inc.  
Lynchburg Ready Mix  
Lynchburg Garage Door  
Pella Window  
Skinner Construction  
TCM Construction LLC\*  
Member One FCU  
Meadowlands  
Metwood Building  
Solutions\*  
Mid-State Insurance  
Milton Construction\*  
Perry & Mays Insurance  
Restoration

Morcom Building  
Movement Mortgage  
RightWay Framing\*  
RM Gantt Constructions  
Overhead Door Company  
Perimeter Roofing  
Perry & Mays Insurance  
Prosperity Mortgage  
Piedmont Floor Design  
Real Property Manag.\*  
Fortress Foundation  
Nelligan Insulation  
Budget Blinds\*  
Select Bank  
Sellari Enterprises  
Sherwin-Williams\*  
Shackleford & Werthman  
Sunburst Vinyl Supply  
The Floor Show  
Taylor Brothers  
Toler Insulating  
Wall Construction  
Yates Homes  
Lonnie Maines - DFG\*  
LeAnn Brown - L&F\*  
Anne Coleman - L&F  
Ann Parker - DeWitt

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

## State Meetings Virtual for 2021

The Home Builders Association of Virginia has opted to continue to not have in-person meetings because of the COVID Pandemic. The Spring board meetings will be held virtually at date to be determined. All ongoing committee meetings are also virtual. HBAV CEO Craig Tolson and association president Dan Sandoval said for safety reason this will be the meeting method for the foreseeable future.

## HBACV Members rate high in HOME poll

HBACV Members were well represented in Home Magazine's annual readers poll of top area business in the home/building/housing industry. Members who were cited are: Lilly Construction; F&S Building Innovations; Gordon T Cudd Construction (Jadon); Wooldridge Heating Air Electrical; Sherwin Williams; The Vinyl Porch Rail Company; Aqua Pros; Monster Tree Service; First National Bank; Bank of the James Mortgage; First Bank & Trust; Atlantic Bay Mortgage; Dawson, Ford, Garbee - Berkshire Hathaways Home Services; John Stewart Walker; Ferguson Bath, Kitchen & Lighting; Hailey's Appliances; Lowes Home Improvement; The Floor Show/Carpet One; Pinnacle Cabinetry; Lynchburg Garage Doors; Overhead Door Company; Foster Fuels; Francis Oil & Propane; Dodson Pest Control; Rempfer Construction; Piedmont Floors; Central Virginia Flooring; Perimeter Roofing.

## Who Are NAHB's Associate Members?

NAHB's 80,000 Associate members are an important part of membership. The largest share of [Associate members](#), 43%, are subcontractors or specialty trade contractors. Roughly 13% work in professional fields such as accounting and engineering, and 11% work in retail dealerships. About 8% are employed in financial services, 4% work in wholesale distributorships.

## Consider Serving On An NAHB Committee

NAHB invites all members in good standing to consider serving on a [committee or council board of trustees](#).

These groups meet in person during the Spring and Fall Leadership Meetings and at the International Builders' Show to discuss legislative and regulatory news, industry trends and more, and to make informed policy recommendations to NAHB's Board of Directors. The 2021 application period is open until Oct. 30, 2020.

## NAHB Education An Online Success

NAHB Education has adapted quickly to COVID-19's effects on the classroom, and is now offering its intensive, full-day designation courses – such as those for the Certified Aging in Place Specialist (CAPS) professional designation – on a virtual platform.

The designation courses are commonly offered through HBAs. [The transition](#) has been a success for students, instructors and HBAs offering the courses, because more people can attend from their home or office.



# HBACV MEMBERS ARE HIRING

**FOSTER FUELS: Service Technician** for the Charlottesville/Lovingston/Madison areas. Basic Duties: Is to be responsible for the following activities; deliver, set and install propane tanks, inside and outside lines, conduct system test and purge cylinders and tanks consistent with company standards and maintaining related documentation. Propane service technician will also be responsible for installation and service of propane appliances and heating systems. Extended and on-call hours are required. **Basic Requirements:** Must currently hold a CDL of Class B or higher with HazMat and Tanker endorsements, or achieve it within 6 months. Info:[hr@fosterfuels.com](mailto:hr@fosterfuels.com) or 434-376-2232; Website link:<https://fosterfuels.com/about-us/careers/>

**WOOLDRIDGE HEATING AIR & ELECTRICAL: Experienced HVAC Service Technician.** Our High Performing Service Technicians are compensated for their experience, performance, and licensure. **Basics:** Handles service calls for under-performing, or broken equipment and regular maintenance calls. Builds trusting customer relationships. Reviews with customer work that will be performed and work that was completed during the maintenance on their HVAC system, including expected repairs, costs, time needed to make repair, and obtaining their approvals to continue with the work. Provides clear and professional communication with customers.

Check out Wooldridge: <https://drive.google.com/.../1g6v2O3XNTJhOgNtcpGdhUu.../view>  
Equal Opportunity Employer, Full-time, Pay: \$20.00 - \$26.00 per hour. Contact: Terri Moses, Human Resources Manager at [terri@wooldridgeheatingandair.com](mailto:terri@wooldridgeheatingandair.com)

**LG FLINT GENERAL CONTRACTORS** is seeking a **Lead Carpenter**. Description includes: Lead Carpenter provide guidance, supervision, and execution residential and commercial projects, working directly with project managers, superintendents, subcontractors, and other **PARTIAL RESPONSIBILITIES LIST:** Assign and explain field tasks to the project team; Execute field tasks; Inspect and maintain quality of job-specific tasks; Provide takeoff quantities and order materials needed for projects; Supervise carpenters, laborers, and subcontractors on assigned projects. Perform carpentry duties as required. **REQUIREMENTS:** Valid driver's license, Reliable transportation, Own tools, Available to work Monday through Friday (7:00 AM - 3:30 PM), Proven experience in remodeling and new construction, Sound knowledge of safety standards and procedures and current building codes and standards. Pay: \$18-\$30 per hour. Send resume to [info@lgflint.com](mailto:info@lgflint.com)

**CONTACT HBACV TO INCLUDE YOUR HIRING NEEDS IN THE MONTHLY NEWSLETTER**



# MEMBER REBATES IS A FREE BENEFIT FOR BUILDERS & REMODELERS WHO JOIN THE HBACV

WANT TO START GETTING  
MONEY FOR PRODUCTS  
GO [WWW.HBAVREBATES.COM](http://WWW.HBAVREBATES.COM)



If you use any of these  
**50+** participating  
manufacturers

Then it's **EASY**  
to participate!

- ① Register
- ② Submit a Rebate Claim
- ③ Receive a Rebate Check



The average rebate per  
Builder/Remodeler company  
who participated in 2019 was  
**\$1,217.93**

Register & Claim:

☎ 866-849-8400  
🏠 [www.HBAVrebates.com](http://www.HBAVrebates.com)  
f /MemberRebateProgram

## Thank You To Our Generous Sponsors for our Summer & Fall Events



### **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](http://nahb.org/ma).

## Eight months average home build time

The average completion time of a single-family house is around 8.1 months, which usually includes a little over a month from authorization to start and another seven months to finish the construction, according to the 2019 Survey of Construction (SOC) . The average build time has been on an upward trend since 2014, when it was 6.8 months. The time varies across the nation and depends on the geographic location, and whether the house is built for sale or custom built.

Among all single-family houses completed in 2019, houses built for sale took the shortest amount of time — seven months from obtaining building permits to completion, while houses built by owners(custom builds) required the longest time, 13.5 months. Homes built by hired contractors normally needed around 9.8 months, and homes built-for-rent took about 12 months from authorization to completion.

Single-family homes built by contractors on owners' land began construction within the same month after obtaining building authorizations. Custom homes built for sale and built by owners serving as general contractors had one month or a little over a one-month lag between obtaining permits and the start of construction. However, single-family homes built for rent took the longest time, almost two months, from authorization to completion in 2019.

## Apartment Absorption Rate Falls to 45%

The absorption rate of unfurnished, unsubsidized apartments (the share rented out in the first three months following completion) fell to 45% in the first quarter of 2020 (from 53% in the first quarter of 2019), according to data from the U.S. Census Bureau's Survey of Market Absorption. This is the [lowest absorption rate](#) for the first quarter since 1986.

## HUD Secretary Carson Speaks with NAHB

HUD Secretary Ben Carson on Sept. 24 participated in an exclusive webinar that more than 1,000 members and invited guests registered to attend. He discussed the need to address the lumber crisis as well as HUD's actions to address housing needs in response to COVID-19.

[Carson told the NAHB members](#) that lumber prices are "a big roadblock" and that he would seek to "elevate" this issue by engaging with other top administration officials.

## IBS Registration Is Now Open

Registration is open for the [2021 NAHB International Builders' Show® \(IBS\)](#), the premier event in the residential construction industry. The in-person show will follow all safety protocols set forth by the CDC and federal, state and local government agencies.

IBS will move back to the Orange County Convention Center in Orlando, Feb. 9-11, where it will again co-locate with the National Kitchen & Bath Association's Kitchen & Bath Industry Show® (KBIS).



## New location for Perimeter Roofing

HBACV member  
Perimeter Roofing  
recently completed its  
move to a new location  
at 5612 Edgewood  
Avenue, Lynchburg.  
Perimeter Roofing is  
locally owned and  
operated by brothers  
Andrew and Philip  
Pantana Jr. .



## Video Highlights 2020 NGBS

With so many green rating systems available, understanding how each one compares to the others is imperative for making a choice that works best for your project, climate zone and market. The recent release of the [2020 National Green Building Standard™](#) (NGBS) provides a great opportunity to conduct a side-by-side comparison, starting with energy performance — an easy element to measure.

Buyers also can relate to energy performance without difficulty; they desire energy efficiency, whether it's the numbers they see on their electric bill or the familiar ENERGY STAR label.

NAHB has produced a [two-minute video](#) highlighting the strengths of the 2020 NGBS that members can share on social media.

## EPA Finalizes Reg Guidance

The EPA has finalized a rulemaking that establishes regulatory standards for all EPA [regulatory guidance documents](#). EPA's final rule, intended to increase transparency and access, has four key elements:






**Establishes a regulatory definition** for the “guidance documents” and “significant guidance documents” that are subject to the rule’s requirements.

**Responds to President Trump’s directive** under Executive Order 13891, “Promoting the Rule of Law Through Improved Agency Guidance Documents.”

**Requires “significant regulatory guidance documents”** to be subject to public comment before being finalized by the Agency.

**Creates a process** by which anyone can petition the agency to modify or withdraw any existing regulatory guidance document.



## AUTO

| COMPANY   | SAVINGS   | PRODUCTS   | INFO   |
|---|---|--|--|
|    | <b>GM</b><br>Save \$500 on most retail vehicles<br>Save \$500 - \$1000 per vehicle for fleet customers<br>Stackable with most National Retail and Fleet offers<br>NAHB Member and Household Family Eligible | Chevrolet, Buick, GMC                              | <a href="http://nahb.org/gm">nahb.org/gm</a>   |
|    | <b>FCA</b><br>\$500 Cash Allowance per eligible vehicle<br>Stackable with most National and Local offers<br>NAHB Members, Employees, and Household Family Eligible  | Chrysler, Dodge, Jeep®, Ram, FIAT®, and Alfa Romeo | <a href="http://nahb.org/fca">nahb.org/fca</a>   |
|    | <b>NISSAN / INFINITI</b><br>Save between \$3,250 - \$10,500 per vehicle<br>Must be purchased in member's company name<br>NOT stackable with most National Offers<br>Member's Company Eligible               | Nissan, Infiniti                                   | <a href="http://nahb.org/nissan">nahb.org/nissan</a>   |
|    | <b>BF GOODRICH</b><br>Save \$70 on a set of four (4) new select BFGOODRICH® passenger or light truck tires. 24 Hour Worksite Assistance.  | Tires  | <a href="http://bfgoodrichtires.com/tradesmen.html?a=nahb">bfgoodrichtires.com/tradesmen.html?a=nahb</a> |
|  | <b>GEICO</b><br>Exclusive member rates on Auto and Home Insurance   | Insurance  | <a href="http://geico.com/disc/nahb">geico.com/disc/nahb</a><br>800-368-2734                             |

## BUILDING MATERIALS

| COMPANY   | SAVINGS   | PRODUCTS           | INFO   |
|---|---|--------------------|--|
|  | <b>LOWE'S</b><br>Extra 2% off Lowe's Account Receivable or Business Account<br>FREE Delivery of \$500 Plus Orders<br>5% off at store using LAR or LBA | Building Materials | <a href="http://lowesforpros.com/nahb">lowesforpros.com/nahb</a><br>877-435-2440 |

## SHOPPING AND ENTERTAINMENT

| COMPANY   | SAVINGS  | PRODUCTS  | INFO   |
|---|--|---|--|
|  | <b>MEMBER DEALS</b><br>Up to 50% off                 | Theme Parks, Movie Tickets, Concerts, Water Parks, Gift Cards | <a href="http://memberdeals.com/nahb/?login=1">memberdeals.com/nahb/?login=1</a><br>(877) 579-1201 |
|  | <b>SAM'S CLUB</b><br>One-Year Membership for \$24.88 | Bulk Discount Retail  | <a href="http://bit.ly/nahbsams">bit.ly/nahbsams</a><br>(877) 579-1201                             |

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