

# The Builder



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**October 2018**

## New Home Sales Rise 3.5% in August

Sales of newly built, single-family homes **rose 3.5% in August** to a seasonally adjusted annual rate of 629,000 units after downwardly revised June and July reports, according to data from the U.S. Department of Housing and Urban Development and the U.S. Census Bureau.



These downward revisions suggest softness in new home sales activity this summer. However, on a year-to-date basis, sales are up 6.9 percent from this time in 2017.

"Housing affordability has taken a toll on new home sales over the summer, and there could be market volatility in the months ahead as communities grapple with the after effects of Hurricane Florence," said NAHB Chief Economist Robert Dietz. "Still, we expect the overall housing market to grow this year as demand continues to increase among millennials and others."

The inventory of new homes for sale was 318,000 in August. The national median sales price was \$320,200.

## WHAT'S INSIDE

**TOUCH A TRUCK - HBACV has given more than \$70K - page 5**

**O'BRIAN ON BOARD - Replaces Kluender as director - page 4**

**PAC CONTRIBUTION - NAHB supports Cline in 6th District race - page 4**

**NEW MEMBERS - Who joined - page 11, 14**

**HEALTH INSURANCE - Board to hear about new member options - page 9**

**CONSTRUCTION JOBS - October is construction careers month - page 6**

**CAPS CLASSES - Coming up Oct 24-26 in Roanoke - page 7**

## Tariffs Could Be a \$2.5 Billion Tax

President Trump's recent decision to escalate the trade conflict with China could wind up imposing a \$2.5 billion tax increase on residential construction at a time when builders are already grappling with higher housing costs.

Trump announced in September that he is moving to [impose 10% tariffs](#) on an additional \$200 billion worth of Chinese imports, including \$10 billion of goods used by the home building industry.

This 10% levy represents a \$1 billion tax increase on residential construction. Making matters even worse, the amount will rise to \$2.5 billion on Jan. 1 when the president said the tariff rate will jump to 25% if the two nations have not resolved their differences by year end.

## New trade deal could impact lumber

The new trade deal between the U.S., Canada and Mexico that will replace the North American Free Trade Agreement (NAFTA) with the United States-Mexico-Canada Agreement has the potential to yield positive developments regarding the [ongoing U.S.-Canada lumber trade dispute](#).

While the accord does not specifically address the lumber trade conflict, it does leave in place the dispute resolution mechanism from NAFTA's Chapter 19. Now moved to Chapter 31, it allows a panel with representatives from each country that is party to a dispute to challenge tariffs that may be imposed.

## NAHB Working with HUD on Accessibility Rule

NAHB is working with HUD and the Justice Department to improve burdensome compliance requirements under the Fair Housing Act's accessibility provisions.

NAHB sent a letter to HUD outlining steps the agency could take. Among other

things, NAHB suggested that the Justice Department and HUD work together to [improve compliance assistance](#) materials and guidance for builders and developers involved in designing and building multifamily housing.

## Register Now for The Builders' Show

The 2019 NAHB International Builders' Show – Feb. 19-21 in Las Vegas – is THE place to be for any housing industry professional. Come for the latest and greatest products from hundreds of exhibitors. Come to attend as many of the 140+ educational sessions as your schedule permits. Come to network with the best and brightest in the business. Network, learn and build at the [2019 International Builders' Show](#).

## Give to BUILD-PAC Before Election Day

The 2018 election cycle is proving to be one of the most competitive midterm elections in history. There are an unprecedented number of open seats and extremely close races around the country. It is critical that the home building industry elect a pro-housing, pro-business Congress on November 6. [BUILD-PAC](#) is the best tool we have to achieve this goal.



## Builder Member of the Month

# Barry Layne

Barry Layne is vice president of D.S. Zechini Construction, a company founded in 1991 in Lynchburg and led by Scott Zechini. Barry has more than 25 years experience in the industry and has been an active HBACV member since the early 1990s. D.S. Zechini specializes in custom homes, remodeling, renovation and light commercial construction. The firm is dedicated to providing customer satisfaction through attention to detail; using the highest quality products available; and staffing its projects with experts in their respective fields. Barry oversees the firm's projects operations and serves as the liaison with clients. Barry is a current HBACV board of director and a twice past president of the HBACV.

**Contact:** (434) 385-1391

**Website:** <http://www.dszechini.com/index.html>

**Address:** 3717 Old Forest Road, Lynchburg, Virginia 24501



## Associate Member of the Month

# Wistar Nelligan

Wistar Nelligan is owner/president of Nelligan Insulation, Inc., a firm started in Lynchburg in 1998 and recently expanded into the Roanoke market. The firm provides insulation services to Builders, General Contractors, Mechanical Contractors, Homeowners, Architects, and Building Officials. Guided by the latest building science available, Nelligan installs the most appropriate types of insulation and air barrier materials to best meet the needs and budgets of each project. It also provides waterproofing for new construction. Nelligan has been involved with the HBACV since 1999 and is an active member and past committee member.

**Contact:** 434-847-4774

**Website:** [www.nelliganinsulation.com/index.html](http://www.nelliganinsulation.com/index.html)

**Address:** 2539 Fairview, Lynchburg, VA 24501

## **Nominations Being Accept for 2019 Officers, Board**

Nominations for the 2019 slate of officers for the HBACV and members of the Board of Directors can be made to the Executive Director from Oct. 15 through Nov. 8. All officers and board members need to be members in good standing. All nominations will be forwarded to the HBACV nominating committee for consideration. All HBACV members will receive at least five days prior to the annual membership meeting (scheduled for Nov. 15) a list of candidates recommended by the committee. The slate will be voted on at the Nov. 15 meeting.

# 2018 HBACV LEADERSHIP

### Executive Committee:

Jeff Wieczorek - President  
Brent Lilly - 1st VP  
Joe Hepler - 2nd VP  
Jim Minear - Sec/Trea  
Chris Hargis - Assoc. VP  
Chris Mowry - Past Pres.

### Board of Directors

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

### HBACV BUILD-PAC:

Chris Mowry, trustee

### HBACV Legislative:

Chris Hargis, HBACV rep

### NAHB National Director:

Jeff Wieczorek

### HBACV Executive Officer:

Bob Morgan

### CONTACT THE HBACV:

Office: (434) 385-6018

Cell: (434) 841-7588

Email: [Bob@hbacv.org](mailto:Bob@hbacv.org)

# O'Brian Joins HBACV Board to complete Kluender term



**O'Brian**

Robert O'Brian has been voted onto the HBACV Board of Directors to complete the term of Paul Kluender. The action took place at the September meeting. Both are members of the Lynchburg Ready Mix senior staff.



**Kluender**

Paul, citing health concerns, has accepted an early retirement package from Lynchburg Ready Mix. Paul has been a participating HBACV member for 25 years, a board member for more than 16 years and is a past Associates Vice President. Paul led residential sales for Lynchburg Ready Mix.

Robert is vice president of Sales and Marketing for Lynchburg Ready Mix, which is in its 70th year of operation. Robert's father is the principal owner of the business. Robert began working for the firm while attending college. He is a graduate of Hampden-Sydney College. Robert is also the current president of the Virginia Ready Mixed Concrete Association.

## HBACV and RHBA present NAHB Build PAC check to candidate Cline

Representatives from the Home Builders Association of Central Virginia and the Roanoke Home Builders Association recently met with Republican congressional candidate Ben Cline at the HBACV offices.

Cline, an eight-term member of the Virginia House of Delegates from Lexington, is seeking the 6th District seat previously held by retiring Rep. Bob Goodlatte. Cline is opposed by Democratic candidate Jennifer Lewis from Waynesboro. The 6th district stretches from Roanoke to Lynchburg and north to Warren County.

The NAHB has endorsed Cline and during the meeting a \$2,500



**Ben Cline, top left, talks about his campaign with representatives from the HBACV and RHBA.**

contribution from the NAHB Build PAC was given to Cline. Attending were Peter Fields (Fields Construction) and Pete McKnight (McKnight & Co.), Jeff Wiczorek

(Member One) and HBACV Executive Director Bob Morgan. Wiczorek is current president of the HBACV and Peters and McKnight are past presidents of the RHBA.

# HBACV's Touch A Truck event tops \$70K in charitable contributions over the past five years

The Home Builders Association of Central Virginia presented ceremonial checks to the children's charities that were supported by this year's Touch A Truck Lynchburg event at its September Hammer Time event. Our two main recipient charities, Challenged Sports Exchange and Jubilee Family Development Center, each received the actual \$9,500 payment from the 2018 event on Oct. 4.

The awards program, hosted by HBACV member Boxley Blocks, Brick and Hardscapes in Lynchburg, was highlighted by recognition of the charities, the event committee and the contributing sponsors for the event. The HBACV is grateful for all of the contributions - our success was their success.

With the completion of the 5th annual Touch A Truck Lynchburg, the HBACV has now raised more than \$73,000 for local children's charities since 2014. We are grateful to the volunteers and event committee for all of their hard work and dedication. We are also very pleased that it was a successful 2018 event for the 5,000+ people who enjoyed the vehicles, shows, bounces, rides and food. Next year's event will be even bigger. Mark your calendar now for Sept. 14, 2019, the date of Touch A Truck Lynchburg 2019.



**Brent Lilly, committee chairman, presents the check to Jubilee**



**Jeff Wiczorek presented the check to Challenged Sports**

2018 Contributing Sponsors were: Craft Automotive, Foster Fuels, Lynchburg Ready-Mix, Wooldridge Heating Air Electric, Builders FirstSource, Member One FCU, Finly Corporation, Assurance Financial, Runk & Pratt, WFXR-TV, Q99/Wheeler Broadcasting, Shentel, Lilly Construction, Hawkins Graves, County Waste, Boxley, Spirit-FM and Dabble Pro.

## Shortage of Carpenters Reaches Record High

Single-family builders who responded to a recent NAHB survey listed which workers they are most struggling to find. [Shortages of rough carpenters](#) were reported by 90% of builders – the highest-ever portion for any occupation in residential construction in the survey’s history.

The shortages continue to restrain the pace of construction, further driving up construction costs, which are increasingly being absorbed by home buyers. The shortages are also affecting builders’ bottom lines by causing lost or canceled sales and making some projects unprofitable.

## HBI Get money for Skiller Labor Training

The National Housing Endowment, NAHB’s philanthropic arm, and the [Skilled Labor Fund](#), initiative launched in 2017 to address the shortage of skilled labor entering the residential construction market, last week teamed up to provide \$57,000 to the Home Builders Institute’s [Pre-Apprenticeship Certificate Training](#) (PACT) program.

“This funding went to work immediately to launch skilled trades training in 15 high schools,” said Ted Mahoney, a member of the fund’s operating committee and chairman-elect of the Endowment.

More than 80% of builders and remodelers report labor shortages across all 15 occupations that make up the skilled trades.

“The pain is shared by consumers and builders alike in the form of less supply, higher prices and longer lead times to complete new homes and remodeling projects,” said Endowment president and CEO Mark Pursell.

The Skilled Labor Fund is a partnership of NAHB, the National Association of the Remodeling Industry, the National Kitchen & Bath Association, SGC Horizon and the advertising agency Hydrogen, and focuses solely on skilled labor for the residential housing market.

“We all have much work to do to address the labor issues in residential construction,” said Pursell. “The industry, educational institutions and associations need to work together to show American youth the promising careers in the housing market and to provide them with the skills to succeed.”

## October marks construction careers month

Careers in Construction Month asks HBACV members to set up a campaign to raise public awareness about career needs and the jobs available in home building and related trade professions. While October is construction career month, events can take place throughout the year.

- **Open Up Your Site.** Work with a middle or high school to host a field trip for students to visit your construction site.
- **Host a Job Shadow Day.** Invite students to spend the entire day at your business to learn aspects of the industry.
- **Honor a Local Educator.** Select a day to recognize a local teacher for his or her contribution to developing the future construction workforce.

Also, be sure to mark Monday, Oct. 15 on your calendars for a social media day of action in support of Careers in Construction Day 2018.

HBACV Executive Director Bob Morgan recently met with the Lynchburg Education Foundation to discuss opportunities to support workforce development in the building trades with the city school system..



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## NGBS Green Program Has Certified more than 150,000 Homes

The National Green Building Standard Certification Program reached an important milestone with the [certification of the 150,000th home](#) to meet its requirements – and there are 120,000 more homes in the pipeline.

Halfway through 2018, North Carolina, Florida and Illinois lead the way with the most single-family home certifications this year. Meanwhile, Texas, Florida and North Carolina have had the highest number of multifamily properties certified to the NGBS in 2018.

Builders are drawn to the NGBS certification because it gives them a marketing advantage. A report by the North Carolina Building



**An NGBS Green Certified Emerald home built by Marnella Homes in Oregon City, Ore.**

Performance Association showed a 9.5% price premium for homes certified through third-party systems, with the NGBS certification providing the most added value.

### NLRB Looking at Joint Employer Rule

The National Labor Relations Board has published a notice of proposed rulemaking inviting stakeholders to submit comments on its proposed [joint employer standard](#).

The proposal would codify the standard for determining whether two employers are joint employers of a group of workers under the National Labor Relations Act, thereby resolving the NLRB's controversial 2015 decision in the case of Browning-Ferris Industries that radically expanded the test for establishing joint employment.

NAHB believes regulatory action by the NLRB to restore the traditional definition of joint employment in which a company must exercise "direct and immediate control" over a worker in a business-to-business relationship is a necessary and important step in the right direction.

NAHB plans to submit detailed comments in support of the proposal.

### NAHB Offers Nail Gun Safety Toolbox

Nail guns are a leading cause of injury for carpenters and account for roughly 25,000 work-related emergency room visits each year. The most common hazards include:

- Unintended nail discharge.
- Nail discharge from knocking the safety contact with the trigger squeezed.
- Nail penetration through lumber.
- Nail ricochet after striking a hard surface or metal feature.
- Bypassing safety mechanisms.
- *Not* disconnecting the air supply when leaving the nail gun unattended.

NAHB has developed a [Nail Gun Safety Video Toolbox](#) that includes a handout in English and Spanish and a video. The materials were developed in conjunction with the Job-Site Safety Institute and the National Housing Endowment.

## Downtown condo project set

HBACV members Jason Cudd and Gordon Cudd recently broke ground on a downtown condominium project expected to be completed in 2019. The project is located at 1200 Commerce Street.



Tentatively named ParkView on the Bluff, the project will include mostly two-bedroom condominiums with limited three- and one-bedroom options available. The six-floor building will also include space for a first-floor restaurant and a rooftop bar/lounge. Construction is expected to begin in late October or early November. Pre-sales of the condominiums has already begun.

### HBACV Board to hear about health insurance options for members

The Home Builders Association of Virginia has created a partnership with OneDigital, a national firm offering employee benefits, which can help local HBACV members with health insurance options. Ritter Jonas with OneDigital and Craig Toalson, CEO of the HBAV, will attend the HBACV October board members to offer an expanded explanation of the benefits and services now available. They will also be available at the Hammer Time event to discuss these options with individual members.

The firm offers options to empire benefits that include: Health, dental, life, disability and supplemental insurance options along with employee benefits and support programs, HR consulting and education & communication programs.

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## Helping in the Wake of Hurricane Florence

Hurricane Florence and its remnants brought historic flooding to the Carolinas. The NAHB federation stands ready to help its members, their families and all victims affected by the storm.



**Coast Guardsmen and North Carolina National Guard assist residents affected by Hurricane Florence in Old Dock, N.C.**

NAHB will be working closely with state and local HBAs in the impacted states to help them meet the needs of members who have been affected by the storm. We will also provide resources to support our members as they help families rebuild. There are also many ways you can help right now.

The North Carolina HBA has established a [Hurricane Florence Relief Fund](#) to assist members recovering from the devastating impact of the storm in their communities.

The Department of Homeland Security encourages donations to be funneled through the National Voluntary Organizations Active in Disaster (NVOAD). You will also be able to find volunteer opportunities through NVOAD.

NAHB has two webpages to help HBAs, their members and consumers prepare for and respond to natural disasters:

[The Natural Disaster Resources Toolkit](#) is designed for HBAs and members. It's a clearinghouse of information including case studies of HBAs that have dealt with disaster, a hurricane preparedness checklist for builders and more.

[The Disaster Preparation and Recovery Resources page](#) is aimed at home owners and others in the paths of dangerous hurricanes, floods, fires and other natural disasters. It includes emergency preparedness tips, resources for keeping safe during cleanup efforts and an FAQ from former NAHB Remodelers Chair Dan Bawden on how to find, hire and work with remediation and renovation contractors.

## CALENDAR OF EVENTS

- **Oct. 17:** [HBAV Build-PAC Golf Tournament](#), at Massanutten Resort near Harrisonburg. *(Event sold out, but PAC contributions can still be made.)*

- **Oct. 23 (Tues.) Hammer Time:** Hosted by Berkshire Hathway / Dawson Ford Garbee. At DFW Forest Road location; Fall Brunswick Stew gathering. Starts at 5 pm. Please RSVP to bob@hbacv.org.

- **Nov. 13 (Tues.) HBAV Presidents Retreat at NAHB.** Current and president elect attending.

- **Nov. 15 (Thursday) HBACV Hammer Time & Full Membership Meeting (this is a week early because of Thanksgiving Holiday):** Hosted by HBACV at First National Bank's Oddfellows Road Headquarters office. Agenda includes voting on 2019 slate of officers. Starts at 5 pm. Please RSVP to bob@hbacv.org.

- **Dec. 7 (Fri.) HBACV Holiday Gala and Installation of 2019 Officers.** Hosted by HBACV at City Views atop the Bank of the James Building in downtown Lynchburg. This is a ticketed event and **we are seeking sponsors** at the Platinum, Gold and Silver levels. Contact Bob for more information.

# 2018 Renewals & New Members\*

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

## Builders/Associates:

ABC Supply Inc.  
AmeriGas\*  
Assurance Financial  
Century 21 - All Service  
Member One FCU  
Dawson, Ford, Garbee  
Long & Foster\*  
Ferguson Enterprises  
Frances Oil & Propane\*  
Union Bank & Trust  
Gillespie Plumbing\*  
KU Forming\*  
Affordable Portables  
Diamond Hill Plywood\*  
Central Va. Construction  
Lowe's (Lynchburg)  
Lowe's (Bedford)\*  
Lowe's (Madison Hgts.)\*  
Hawkins-Graves  
Lilly Construction  
Wellington Builders  
Foxcrest Builders  
Nelligan Insulation  
Morcom Building  
Southern TimberCraft\*  
F&S Building Innovations  
Fisher Drafting & Design\*  
Pella Window & Door  
Central Tech. Solutions\*  
Rhino Foundations\*

Atlantic Bay Mortgage  
Craftsman Custom Homes  
Foster Fuels  
Movement Mortgage\*  
Select Bank  
Skinner Construction  
Columbia Gas  
Blossman Gas & Propane\*  
Campbell Heat & Cooling\*  
AXE| Payments\*  
Toler Insulation\*  
The Floor Show  
Rempfer Construction  
JC Laughlin Construction  
Coulson Builders, Inc.  
D.S. Zechini Construction  
Davis Heating & Cooling  
English's Home Center  
Finly Corporation  
Gordon T. Cudd Const.  
Long Meadows Inc.  
Bug Man Exterminating  
Bank of the James  
Mortgage  
Hajoca  
HealthWorks\*  
David James Homes  
Balzer & Associates Inc\*  
JCL Cable  
One Stop Improvement  
Shop (K Guard)  
First Piedmont

84 Lumber  
Sellari Enterprises  
Pinnacle Cabinetry  
DeWitt Real Estate\*  
Creative Edge Design\*  
Sunburst Vinyl Supply\*  
First Action Systems\*  
Carpetland USA  
Wells Fargo  
Taylor Brothers  
Yates Homes  
Lynchburg Garage Door  
Boxley Materials  
Foxcrest Developers  
First National Bank  
Wellington Builders  
Lilly Construction  
Discount Portable Toilets  
First Bank & Trust  
Showerdoorsonline\*  
Discount Port. Restrooms  
English's Home Center  
Wall Construction  
Frank Good Builders\*  
Custom Structures  
Piedmont Floors  
Perry & Mays

## Affiliates:

Cheryl Duffner, L&F\*  
Ann Parker, DeWitt\*  
Anne Parnell, DeWitt\*

**OUR NEXT HAMMER TIME:** Berkshire Hathaway HomeServices Dawson Ford Garbee & Co. will host the HBACV October Hammer Time meeting on Tuesday, Oct 23 at its Forest location at 18281 Forest Road, Lynchburg, 24502. The event begins at 5 pm.

**Educational Programs for HBACV Members  
hosted for Virginia by the Roanoke Home Builders Association**

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

## Related Classes Offered

**Oct 24, 25, 26, 2018  
8:30am–5pm**

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

1626 Apperson Drive,  
Salem, 24153

**Cost\* per student  
per class:**

CAPS I & II - \$230 for HBACV  
members

\$280 for non-members

CAPS III - \$275 for HBACV  
members

\$325 for non-members

\*A \$50 non-refundable  
cancellation fee will apply.  
Fee includes course materials  
and lunch.

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

### To Register:

Online at [rrhba.com](http://rrhba.com) or

Contact Amy Lowman

Phone: 540/389-7135

E-mail: [alowman@rrhba.com](mailto:alowman@rrhba.com)

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

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

## Required Courses to Earn the CAPS Designation:

- **Wednesday, October 24:** **Marketing and Communication Strategies with the Aging In Place Client (CAPS I):**
  - This course will teach you the best practices in communicating and interacting with this evolving population.
- **Thursday, October 25:** **Design Concepts for Livable Homes and Aging In Place (CAPS II):** Learn how to provide the best services to the growing number of Baby Boomers who wish to remodel their home to fit their new lifestyles.
- **Friday, October 26:** **Details and Solutions for Livable Homes and Aging In Place (CAPS III):**
  - This course builds on the CAPS I & II courses (which are prerequisites) by introducing design solution techniques, innovative products and best practices for product installation for CAPS professionals to use when creating livable spaces in which to age in place. Participants will engage in hands-on activities from real case studies to apply material learned in all CAPS courses.



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## Doing Business with a Member Creates a Stronger Association

The HBACV provides full contact information for all members to all other members through our website and through our office. Building your 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 those businesses that support the HBACV.

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and click on the Office Depot logo

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

## How?

### Advertise in The Builder

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

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

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

### Get a great deal

**Newsletter Sponsorship** - two available. This provides a full-page ad in each issue and banner mention on the front page. Cost is \$1,250 a year.

Sponsors also receives a monthly post on the HBACV Facebook Page.

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

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

**All ads are discounted 10% when purchasing three months or more in a single buy.**

### The Small Print

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

NOTE: Get a 15% discount if you purchase ad/sponsorship in both the newsletter and the new HBACV website.

## NEW MEMBER NEWS

- **Campbell Heating and Cooling** has joined the HBACV. President Mark Creasy will be the company's main participating member but other staffer members will also be involved. Campbell offers full service HVAC products and services. It is located at 127 Turkey Foot Road, Lynchburg, 24502. Office phone is (434) 525-6956.
- **Blossman Gas** has joined the HBACV. Business Development Manager Curt Moreland will be the company's main participating member. Blossman offers full service propane products, appliances and services. It is located at 1088 Moneta Road, Bedford, 24523. Office phone is (540) 587-5400.
- **Interested in Joining the HBACV?** Contact a member, or go to 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).
- **Building a vibrant association.** Membership growth - especially builders and trades - is the life-blood of our association. Take a moment and jot down the names of anyone who you see as a potential member. Then work with us and other HBACV members so we can bring them on board .