

The Builder



Sponsored by: **ABC Supply & Ferguson Enterprises**

April 2018

Homes are Americans' Top Asset

With a combined total of \$24.2 trillion, the primary residence accounted for about 25% of all assets held by U.S. households in 2016, according to the Federal Reserve's most recent Survey of Consumer Finances.

The **primary residence** is the largest asset category on the balance sheets of American households, surpassing "other financial assets" (20%), "business interests" (20%), "retirement accounts" (15%), "stocks and bonds" (7%) and "vehicles and other non-financial assets" (7%).

The aggregate value of assets held by households under age 35 was \$3.7 trillion, while the aggregate value of assets held by households

over age 65 was \$35.6 trillion.

The average Virginia home asset value is \$247,200.

In the Central Virginia / Region 2000 area the average household asset value is \$189,000. Broken down by zip codes, here are area home asset values using figures from Zillow:

- 24551: \$241,300
- 24503: \$212,700
- 24523: \$187,000
- 24521: \$173,300
- 24502: \$162,400
- 24588: \$149,700
- 24572: \$131,600
- 24501: \$110,000

In 2017, Bedford County led the Central Virginia / Region 2000 area in monthly building permits.

INSIDE

BUILDING CODE

CHANGES: Waiting on governor - page 5

WHO ARE Members of the Month - page 3

MEMBERSHIP DRIVE: Every member needs to step - page 4

\$10,000 RAFFLE: Buy a ticket now - page 6

MEMBER BENEFITS: Calculate value - page 7

NEW MEMBERS: See who has joined - page 9

HBACV SCHOLARSHIP: Apply by Apr. 17 - page 12

BEST OF LYNCHBURG: Members cited - page 16

Residential Construction Employs Millions

Roughly 3.8 million people – or 2.5% of the U.S. employed civilian labor force – worked in residential construction in 2016, according to [NAHB analysis](#) of data from the most recent American Community Survey. These numbers include individuals identified as self-employed.

NAHB analysis also estimates the distribution of home building jobs across states and congressional districts. These estimates highlight the importance of residential construction to voting constituents living in the district.

They show that more than 8,800 residents work in home building in the average congressional district.

How the Tax Law Affects Pass-Through Entities

One aspect of the recently revised tax code is the 20% deduction available to “pass-through” businesses, such as LLPs, LLCs and S-corps. It is a centerpiece of the new law, one that most small business owners have heard about.

But what does it mean for you and your business?

NAHB has created a Tax Reform Toolkit to help members better understand key provisions in the tax law, including the treatment of [pass-through income](#).

Be sure to consult a tax professional before taking action.

HBI Gets \$50 Million Grant for Skills Training

The Home Depot Foundation has announced a \$50 million commitment to [partner with HBI](#) to train 20,000 new skilled workers over the next 10 years.

The grant will significantly increase the number of workers trained through the

HBI curriculum and help address the home building industry’s labor shortage.

HBI, which is NAHB’s education arm, trains separating military members, high school students and at-risk youth for careers in the skilled trades.

Plan to Participate in Bringing Housing Home

This year, NAHB will conduct Bringing Housing Home™ featuring in-district meetings with members of Congress to discuss critical issues affecting the home building industry. [Bringing Housing Home™](#) is scheduled for April 30 to May 5, 2018.

For more information, contact Karl Eckhart, NAHB vice president of inter-governmental affairs, at 800-368-5242, x8319, or keckhart@nahb.org.

Nominations Open for National Associate Chair

Do you know an Associate member who is a leader and actively engaged with NAHB? Submit their name for consideration for the National Associate Chairman (NAC) position. The Associate Members Committee will meet at the Midyear Meeting in Portland, Ore., to put forth names to the Nominations Committee for the [National Associate Chair](#) for the 2019-2020 term.



Builder Member of the Month

Joe Hepler

Joe Hepler has ties to the home building industry going back to 1978. His company, Craftsman Custom Homebuilders, reflects this experience as it intertwines the business and building processes – each requiring special talents, both necessary to consistently deliver satisfaction. The firm's construction footprint extends across a nine county area. Hepler and co-founder Steve Ellis work one on one with families to design and build their dream home.



The details: Joe Hepler has been a participating HBACV member for nearly 10 years; a board member for more than four years; and HBACV officer for two years. Currently 2nd Vice President and member of

the Board of Directors.

Contact: (434) 266-1070

Website: <http://www.craftsmanhomebuilders.com>

Mailing Address: 22174 Timberlake Road, Ste E, Lynchburg, 24502



Associate Member of the Month

Chris Hargis

The Pinnacle of remodeling is a beautiful kitchen or bath crafted from the latest technology with quality materials that are



affordable, functional and a pleasure clients will love and value for years to come. This is how Chris Hargis describes his company's model. Pinnacle has locations in Lynchburg and in Richmond. Chris, a certified kitchen designer, has been in the kitchen and bath design field for more than decade. Pinnacle works on new build and remodel projects.

The details: Chris Hargis has been a participating member for more than eight years; He is the current Associate Vice

President and is on the Board of Directors. He also represents the association on the HBAV legislative state committee.

Contact: (434) 382-1738

Website: <https://www.pinnaclecabinetry.com>

Mailing & Physical Address: 113 Tradwynd Dr., Lynchburg, 24502

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
Paul Kluender
Barry Layne
Steve Mays
Tammy Mikkelsen*
Terry Morcom
Rosalie Richman
Sandy Speck*
Matt Yeatman

* new to board in 2018

HBAV BUILD-PAC:

Chris Mowry, trustee

HBAV 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

Spring membership drive needs each of us to recruit

For many years I have taken an active leadership role within our local market on behalf of the building industry. Our HBACV works on our industry's behalf to protect and enhance opportunities as well as remove impediments which impact our businesses. This includes advocacy,



Jeff Wieczorek

networking, education and community service. My company, Member One Federal Credit Union, has been well served by the HBACV.

For many of us who work in businesses related to the building industry the past decade was about working hard each day to keep moving forward. During these years membership in the association paid off for me in so many ways - from developing better business contacts to having a positive impact on the community. Building is now poised to once again thrive in Central Virginia. The timing is perfect and our spring membership drive is

the chance for every HBACV member to reach out to others in the industry who qualify for membership.

We are a vibrant, growing organization which brings together builders, remodelers, suppliers, trades, lenders and many more to build networking, product promotion and business relationships which enhance each of our businesses.

In the next few weeks each of us need to reach out and actively recruit. Here is what you can do. Think about the builders, trades and other customers who you come into contact as part of your regular business. Are these builders members? Are these contractors members? Are these trades members? Have you spoken to them about the value of HBACV membership?

Successful recruiting is simply starting the conversation and following through. Do you know the best ideas to share to position membership value? EO Bob Morgan is ready to help. If you have a new-member lead let him know so he can assist in the follow up conversations. There is also a great article in this newsletter (page 7) that gives you recruiting talking points.

Membership growth - especially builders and trades - is the life-blood of the future success of our association. So 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 and make 2018 a benchmark year for growth.

Use the NAHB Discounts to help our association

Member Advantage gives members an easy way to reduce expenses, maximize profits, and increase efficiency. NAHB offers discounts on products and services that benefit your business and employees. Last year, members saved over \$20 million using Member Advantage.

This revenue-sharing program helps members and also the HBACV. Did you know an amount equal to 50% of royalties generated from these programs are distributed to the participating HBAs. The more of our members use the program, the more money HBACV receives. Last year the highest earning local association received \$11,000.

The easiest way to access Membership Advantage discounts and special codes, is to log in through the nahb.org website. Head to nahb.org and create an account. you will need your NAHB member pin number in order to create your account. Your pin number from your EO.

Proposal held up by governor

Virginia Building Code changes remain in limbo

As of April 9, Virginia homebuilders, remodelers and other in the building industry remain frustrated that the proposed update to the state's residential building code remains in limbo.

Weeks after the Board of Housing and Community Development (which HBAV provided valuable input through the process) forwarded the proposal to Governor Ralph Northam's office, the rules remain in an administrative hold. The governor's office hasn't published the proposed changes in the Virginia Register, which is required to start a necessary public comment period. Nothing can proceed until the changes are published. A spokesman for the governor would only say the rules remain "under review."

Andrew Clark, vice president of the Virginia Home Builders Association, said it isn't clear who or what is holding up publication of the rules. "We are fully supportive of the proposed changes and hopeful the governor's office will publish the code change adopted by the board," he said.

One proposal successfully fought by the HBAV and not included in the changes was a mandate for fire sprinkler systems in new-built residential dwellings. It was estimated this would add more than \$4,700 to the cost of a new home.

State fire safety officials oppose the proposed changes, though it's unclear if their position factors in the delay at the governor's office.

The residential building code, which sets minimum efficiency standards for heating, cooling and lighting in newly constructed homes, haven't been updated in Virginia since 2014, when the state adopted [a residential code](#) comparable to a national model code. New homes in the state cost more to heat, cool, and light than similar homes in states with more recent codes.



My job is to make your job easier.

- Competitive pricing, hassle-free returns
- Deliveries complete and on time
- Manufacturer Rewards Support™
- 24/7 access to products, pricing and order placement

6222 Logans Ln • Lynchburg, VA
434-237-7178



The HBACV Scholarship Fundraiser

\$10,000 Raffle

Presented by Atlantic Bay Mortgage

Other sponsors include: Assurance Financial and Select Bank

Heavy Hors D'oeuvres & beverages @ 6 pm | Raffle begins @ 6:30 pm

At The GLASS HOUSE 1019 Jefferson Street | Lynchburg, VA 24502

Tickets: \$125
(admits two adults)

Nine
Non-Cash Prizes
Also Awarded

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

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

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

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

**Gala event
& Drawing
Friday, April 27**

This event supports the HBACV College Scholarship Fund which provides annual grants to four local students.

For tickets, email bob@hbacv.org or call 841-7588.

It's time to step up and buy your raffle ticket!

The annual \$10,000 Raffle is just two and half weeks away and ticket sales need to pick up so our fundraising goal can be met. The raffle is the major fund raiser for the College Scholarship Fund. The raffle is also your chance at great prizes. This year we will be awarding four cash prizes: the 247th ticket drawn wins \$1,000; the 248th ticket drawn wins \$1,500; the 249th ticket drawn wins \$2,500 and the 250th ticket wins the \$5,000 Grand Prize. Nine additional "non-cash" merchandise prizes will also be awarded.

The event "name" sponsor is Atlantic Bay Mortgage. Other sponsors include Assurance Financial, Select Bank and Bank of the James Mortgage. There is one sponsorship (Food) still available. This event will again be at the Glass House in downtown Lynchburg and features great food catered by SuzyQ and two open bars. The event begins at 6 pm on Friday, April 27 and each \$125 raffle ticket admits two adults. There will also be a DJ and great music.

You can reserve tickets by emailing at bob@hbacv.org or calling (434) 841-7588. You can also get tickets by contacting these members: Jim Minear, Chris Hargis, Brent Lilly, Mike Forren, Barry Layne, Steve Mays, Gordon Cudd, Jason Cudd, Rosalie Richman, Terry Morcom, Sandy Speck, Tammy Mikkelsen, Rich Edwards, Marshall Hamilton and Joe Hepler.

IRS says Home Equity and Line of Credit Deductible for Home Improvements

In a victory for HBACV remodelers, the IRS on Feb. 21 clarified that households that take out a home equity loan or line of credit may take a tax deduction when these loans are used for home improvements. NAHB has been pushing hard for this outcome since December, when the Tax Cuts and Jobs Act of 2017 was signed into law.



HBACV Membership Provides Service and Value

Have you ever tried to calculate the value an active membership in the Home Builders Association of Central Virginia? If you did the value would add up quickly.

First, one basic fee gives you full membership in our the local tax-exempt, non-profit trade association and also membership in the National Association of Home Builders (NAHB) and the Home Builders Association of Virginia (HBAV).

All three groups work on behalf of area builders, remodelers, trades and suppliers to protect and enhance opportunities as well as remove impediments which impact our businesses. This includes advocacy, networking, education and community service.

If we are calculating dollars, compare the annual \$495 membership fee to the average amount a member gets back through the rebate and discount programs - \$1,416 according to NAHB. This covers a membership almost three-times over.

More importantly membership connects builders, remodelers, trades, suppliers and others directly with one another. This allows you to contact members and provide them with services and resources aligned with their needs and your product/service offerings. Member to member contact information is available to all members through your HBACV website log-in. The monthly networking gatherings (with food and beverages) bring together members for education, networking and social time.

Builder and remodeler members can use the HBAV rebate program to get money back on more than 60 product lines. All Members are enrolled in the NAHB Member Advantage plan which provides simple and direct discounts on purchases and services. Among the services and retailers are General Motors, Chrysler, UPS, Dell, Hertz, Avis, Lowe's, Office Depot, Amazon, Capital One, Geico and more.

Advocacy on behalf of members is a paramount responsibility of the association. The HBACV, HBAV and NAHB fight on behalf of members so our voice is heard at the Virginia General Assembly and before the US Congress. The associations work hard to defeat excessive regulations and protect your business. Advocacy efforts include educating policymakers and

'We joined the association more than 20 years ago because you cannot find a more dedicated group to network in the greater Lynchburg area that is living the issues of home building, home remodeling and home ownership. I have seen the local, state and national associations save home buyers thousands by being there to fight for the home building industry when the government attempted to pass laws and regulations that would directly impact the cost of construction.'

- Terry Morcom
President Morcom Building

local, state and national representatives, building successful coalitions, and mobilizing grassroots lobbying on a range of issues.

Members are also represented in the community's business alliances. On your behalf the HBACV holds membership with the Lynchburg Association of Realtors, the Lynchburg Regional Business Alliance and the Bedford Area Chamber and works with these organizations to promote the building and remodeling industry in the area.

Members are also part of a legacy of helping. The HBACV conducts one of the region's largest fundraisers for children's charities - the very popular annual Touch a Truck event each September. Over the past several years the HBACV has given more than \$30,000 to groups like CASA, Challenged Sports Exchange, Children's Miracle Network and Brook Hill Farms.

Members also enjoy the annual summer Scholarship Golf Tournament; the spring \$10,000 Raffle and the Christmas Gala.

Marketing on behalf of members is also available through the monthly e-newsletter and HBACV website. Membership puts your business front and center on the newly revamped website and in monthly newsletter which is sent to more than 500 business and business people in the area.



BEST. DECISION. EVER.

When it comes to your dream home – making sure it is perfect means tons of tough decisions. Let our knowledgeable product experts relieve the stress and restore the fun while introducing you and your design team to our extensive collection of products from the most sought after brands.

Request your appointment today at fergusonshowrooms.com

FERGUSON
Bath, Kitchen & Lighting Gallery

FOREST

FERGUSONSHOWROOMS.COM

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 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.

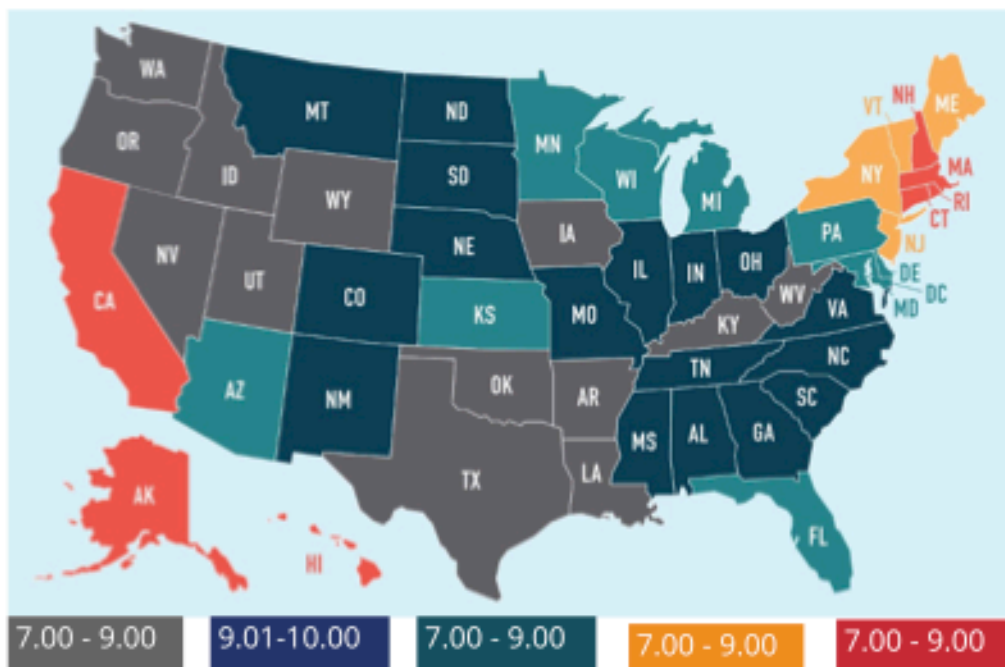
NEW MEMBER NEWS

- **Balzer & Associates, Inc.** has joined the HBACV. The company headquartered in Roanoke recently expanded to add a Lynchburg location. Serving Clients from initial site selection through completion of design development and construction, Balzer and Associates, Inc. offers 50 years of service throughout Virginia and surrounding states. Other office locations includes Richmond, Roanoke, Harrisonburg, Staunton, and New River Valley. Associate Justin Fournier leads the Lynchburg office located at 901 Jefferson St., Ste 208, Lynchburg, VA 24504.

■ New and Renewed Members for 2018:

Nelligan Insulation
Morcom Building
Southern TimberCraft
F&S Building Innovations
Fisher Drafting & Design
Pella Window & Door
Cent. Technology Solutions
Rhino Foundations
Atlantic Bay Mortgage
Craftsman Custom Homes
Foster Fuels
Select Bank
Skinner Construction
Bug Man Exterminating
Bank of the James Mortg.
Hajoca
David James Homes
Balzer & Associates Inc

2017 U.S. Average Retail Electricity Rates



Virginia's Electricity Rates Among Lowest in U.S.

The U.S. Chamber's Global Energy Institute recently published its annual Average Electricity Retail Prices Map, which reflects what consumers, businesses and industry must pay for a standardized unit -- or kilowatt hour (kWh) -- of electricity.

According to analyses from the Global Energy Institute, Virginia has the nation's 19th lowest average electricity rates. Virginia's 9.28 cents-per-kWh average rate compared favorably to the U.S. average of 10.64 cents.

Get Your Company News In The Builder

If you have events, seminars or other news about your company we want to help you get the word out.

Send your company happenings to bob@hbacv.org to be included in our Monthly Newsletter.

CALENDAR

UPCOMING EVENTS

- **April 17 (Tues.) Hammer Time:** Hosted at [Assurance Financial](#). Program: Spring membership drive update; Home financing; Spring Raffle push). Starts at 5 pm. Please RSVP to bob@hbacv.org.
- **April 20 (Fri.) HBAV House Party:** Hosted at the HBAV Stewart-Lee House in Richmond. Rub elbows with building professionals from around the state. [Click for more info and to purchase tickets before they sell out.](#)
- **April 27 (Fri.) HBACV Spring \$10,000 Raffle:** Scholarship gala sponsored by Atlantic Bay. The ticketed and catered event offers \$10,000 in cash prizes and is scheduled from 6 pm to 9:45 pm at The Glass House in downtown Lynchburg. Contact Bob or a member for your "winning" ticket.
- **May 15 (Tues.) Hammer Time:** Hosted at [Select Bank](#). College Scholarship Winners; Spring membership drive wrap. Starts at 5 pm. Please RSVP to bob@hbacv.org.
- **June 21-24: [HBAV Annual Conference](#)**, LaPlaya Beach & Golf Resort, Naples, FL. Open to all members.
- **June 19 (Tues.) Hammer Time:** Host, sponsor, location and program to be determined.
- **August 3 (Fri.) Annual Scholarship Golf Tournament** at London Downs. lunch at 12:30 pm; Golf at 1:30 pm.

Northam lauds home building at state HBAV meeting

Governor Ralph Northam applauded the housing industry for being the sixth largest industry in Virginia when speaking at the spring meeting of the Home Builders Association of Virginia in Richmond.

More than 100 members from across the Commonwealth gathered for the day-long Spring HBAV meetings at the Delta Hotel and Conference Center. Northam spoke during the member luncheon. During his address, Northam cited statistics about the strong economic impact the building industry and its related fields have on the Virginia economy. Northam also committed to having an open door with the HBAV in order to address policy issues that would positively or negatively impact our industry. Following the address Northam did not take audience questions.

The day also featured meetings of the HBAV Legislative Committee, HBAV Build PAC, HBAV Education Foundation, HBAV Membership Committee, Associates Committee, Executive Officers Council, and Local HBA Presidents.



Governor Ralph Northam



CONSTRUCTION LOANS

PURCHASE REFINANCE REMODEL



Call me to get started!
SANDY SPECK REALTOR/CEO
Assurance Financial
Loan Officer/Branch Manager
sspeck@lendtheway.com
540-431-4343 OFFICE
434-941-2800 CELL

This is not a commitment to lend or extend credit. Restrictions may apply. Information and/or data is subject change without notice. All loans are subject to credit approval. Not all loans or products are available in all states. Assurance Financial is an Equal Housing Lender. Assurance Financial, NMLS# 70676, northcoastassurances.com 101 Dancraig Drive, Ste 107, Lynchburg, VA 24502



Member Marketing Supports HBACV Web & Newsletter

Nelligan Insulation is the newest member to take advantage of marketing opportunities in the HBACV newsletter, *The Builder*. Make sure you thank long-time Wistar Nelligan for his support of the association.

The HBACV encourages members to market services and products to members and others in the area building industry through advertising options available in *The Builder* newsletter and the HBACV website. This ongoing support allows HBACV to provide additional services, improved business networking events, advocacy for members and a greater positive impact in our community.

Time is running out to apply for college scholarship

The HBACV annually provides four college scholarship grants and is reminding members the deadline to apply is fast approaching. Parents of eligible children or grandchildren can get an application online or by contacting the HBACV office.

Applications must be received in the HBACV office via mail or e-mail no later than 5:30 pm on April 17. The application is available online at www.hbacv.org and at the HBACV office at 20334 Timberlake Road, Ste 3.

To qualify, the student must:

-- **be a child or grandchild (by blood, marriage, or adoption) of an owner or employee of a company that is a current member in good standing of the Home Builders Association of Central Virginia.**

-- **be a high school senior OR undergraduate college student.**

Contact EO Bob Morgan for additional information or if you have questions.

General Assembly & Virginia's Builders

HBAV efforts were successful at this year's session

General Assembly members will return to Richmond today for the 2018 Special Session to complete the budget. The session is not expected to have any impact on building issues. During the 60-day session completed March 11, over 3,700 pieces of legislation were introduced. Of those bills, HBAV identified 147 bills that would have impacted Virginia's residential land development and construction industry.

Legislation HBAV Successfully Opposed:

Proffers: Legislation to amend, repeal, or exempt certain localities from the 2016 legislation.

Statewide Fire Prevention Code: Three bills that would have transferred authority for adoption of the Statewide Fire Prevention Code from the Board of Housing and Community Development to the Fire Services Board

Affiliated Services: Legislation to prohibit use of affiliated business arrangements (Mortgage Lenders and Title Companies)

Affordable Dwelling Units / Inclusionary Zoning: Legislation that would have granted all localities the authority to develop and to enact mandatory

affordable housing set-aside ordinances

Cluster Development: Bill to prohibit placement of stormwater management facilities in "open space" within cluster developments

Summary of Legislation HBAV Supported:

Legislation to ensure the protection of proprietary construction and engineering documents

Legislation to allow localities to enter into agreements with another to help provide plan review, permitting, and inspections services

Removes the requirement that a building permit applicant's written statement that he is not subject to licensure or certification as a contractor or subcontractor be supported by an affidavit

Legislation to address stormwater management regulations in rural Tidewater localities

Legislation to protect Virginia's vested rights laws

Legislation to exempt from the requirement to obtain a Virginia Water Protection Permit an impact to a stormwater management facility on dry land

Legislation to allow localities to create abandoned school revitalization zones

Insurance Institute rates Virginia near top

Virginia received a near-perfect score in the recent "Rating the States" report assessing elements of the building code in 18 eastern states.

The Insurance Institute for Business & Home Safety (IBHS) assesses elements of code enforcement and administration and contractor licensing in the 18 states along the Atlantic and Gulf Coasts. IBHS recently released their 2018 report and Virginia received a near-perfect score of 94/100 – the only state that earned a score higher than Virginia was Florida.

The IBHS is a nonprofit organization, supported by property insurers and reinsurers, that conducts scientific research to identify and promote effective actions to strengthen homes, businesses, and communities against natural disasters and other causes of loss. As part of this mission, IBHS provides technical guidance to inform and improve model building codes, advocates for timely adoption of national model building codes and standards, and encourages uniform enforcement of these codes.

The IBHS periodically releases a "Rating the States" report. The IBHS 2018 report specifically mentions the ongoing process to implement the 2015 Code, which was recently adopted by the Board of Housing and Community Development and is currently under review by the Governor's office.

The commonwealth is in the process of updating the Virginia Uniform Statewide Building Code to the 2015 editions of the ICC International Codes (I-Codes), which would potentially be

Efforts to implement the 2015 Code (adopted by the Board of Housing and Community Development now under review by the Governor's office) was cited by the report.

effective in 2018. The process—which entails a review of the Virginia Base Code document and correlation with updates in the 2015 IRC — has been completed and, after a comment period and public hearing, the final regulations will be published in the Virginia Register; pending any petitions received during the 30-day comment period, it will become effective. **(See related story on page 5 of The Builder Newsletter.)**

The HBAV and members from local HBAs across Virginia, including HBACV, actively opposed three pieces of legislation introduced during the 2018 General Assembly Session related to the building code. These bills would have transferred the responsibility for adoption of the Statewide Fire Prevention Code from the Board of Housing and Community Development to the Fire Services Board. HBAV opposed and ultimately defeated those pieces of legislation because of Virginia's national recognition as one of the leading states for building safety and an inclusive and transparent code development process. The report from the IBHS supports those positions.

BHS Rating the States, 2018 - Click below for more information

<http://disastersafety.org/wp-content/uploads/2018/03/ibhs-rating-the-states-2018.pdf>

IBS Education Recordings Available

If you missed the 2018 International Builders' Show or attended but couldn't make it to all of your must-see sessions, you're in luck - 143 Show sessions are available through IBS Education On Demand. The session recordings are easy to access and searchable by speaker name, session title or keyword.

Visit BuildersShow.com/OnDemand to learn more. With IBS Education On Demand, you'll get:

- **A year of access to the Streaming Video Library, which includes all 2018 recorded sessions.**
- **Full download access for all video and audio versions of the 143 sessions.**
- **Individual sessions in either the MP4 video or MP4 audio-only formats.**


HELP US HELP YOU:

Promote your May Remodel event with **The Builder**

- **May is national remodeling month. Does your business have any special promotions for this?**
- **Let your Home Builders Association of Central Virginia team know if you have any and events for your business to celebrate or promote National Remodeling Month.**
- **Contact EO Bob Morgan about open houses for new homes, spring and summer incentive packages for customers and clients.**

Construction Loans

Call me so you and your customers can experience the Bank of the James Difference.



Rich Edwards
Vice President and
Mortgage Loan Officer
redwards@btjm.com
NMLS# 423569
(434) 534-8090 Office
(434) 942-1088 Mobile
(434) 534-8091 Fax

Member FDIC - Equal Housing Lender

Loans subject to credit approval. Some restrictions apply.

1700 Forest Road / Suite B / Forest, VA 24551
www.bankofthejames.bank



**Bank of The James
Mortgage**

A Division of Bank of the James

Virginia Firm Tells Lawmakers Regulatory Horror Story

A Virginia development firm's [regulatory nightmare](#) is an excellent example of how costly and frustrating federal rules can be.

Valerie Wilkinson, vice president and chief financial officer of the ESG Companies in Virginia Beach, Va., recently told lawmakers on the House Subcommittee on Interior, Energy and the Environment how her firm has been denied a Section 404 Clean Water Act permit to develop its property for close to 30 years.

Wilkinson explained that over the course of decades the company repeatedly went through proper channels and put forth state-approved plans that would result in zero net loss of wetlands. But an ongoing regulatory quagmire has prevented her firm from devel-

oping a multi-use community to meet local housing needs on land her company purchased in the mid-1980s.

"Throughout every step of the process, the rules have changed and new requirements have been added," Wilkinson said. "After 30 years, we've spent more than \$4.5 million and are still not close to obtaining the required federal Clean Water Act 404 permit."

Throughout the ordeal, the firm has hired specialists with extensive expertise in environmental geology and wetlands hydrology, scores of environmental consultants to conduct wetland functional assessments, and consultants suggested by the U.S. Army Corps of Engineers.

EPA Clarifies Lead Paint Rule

The Environmental Protection Agency has provided needed clarification to information it previously posted regarding emergency renovations under the lead paint Renovation, Repair, and Painting (RRP) Rule.

After hurricanes devastated parts of Texas, Florida and Puerto Rico last fall, NAHB met with EPA to discuss uncertainties that remodelers faced regarding how the agency planned to implement the RRP Rule's emergency repair provisions.

To address NAHB's concerns, the agency has added two new entries to the lead paint FAQ:

- [Application of Recordkeeping](#) for emergency renovation.
- [Whole house gut rehabilitation](#) project clarification.

Contact: [Tamra Spielvogel](#) at 202-266-8327.



**Contact Nelligan Insulation
for all your insulation
and waterproofing needs.
Our team of dedicated
professionals have provided
outstanding service to building
and design professionals
throughout Virginia
since 1998.**



2539 Fairview Ave.
Lynchburg, VA 24501
Office: 434-847-4774
<http://www.nelliganinsulation.com>
Residential • Commercial • Institutional

Accurate Appraisals for High-Performance Homes

Getting accurate valuations on [high-performance homes](#) can be a challenge. The sustainability and efficiency built into the building envelope and measures taken to improve indoor air quality, water efficiency and HVACR system performance are often not visible to the untrained eye.

Fortunately, there are steps builders can take to protect their investment and realize the full market potential of the homes they build.

Some builders add a contract clause that requires the lender to hire an Accredited Green Appraiser with expertise in high-performance buildings. Accredited Green Appraisers can be found through the Appraisal Institute Green Registry or EarthAdvantage.

It is also important to make sure the Accredited Green Appraiser is using the Appraisal Institute's Residential Green and Energy Efficient Adden-



dum. This addendum to Fannie Mae Form 1004 is a reporting method that highlights the high-performance aspects of a home. The institute also has a Commercial Green and Energy Efficient Addendum for multifamily properties.

Single-family builders certifying their homes through the [National Green Building Standard Certification Program](#) receive a pre-populated version of the addendum with each certificate, as well as a [guide](#) on completing and distributing the addendum.

Ferguson Enterprises: Thank you for hosting



The team at Ferguson, led by showroom manager Lindsey Johnson, were gracious hosts ensuring our successful March Hammer Time. The HBACV's next monthly membership event will be April 17 at Assurance Financial.

MEMBER NEWS & EVENTS

- Lynchburg Living Magazine's BEST of Lynchburg 2018 awards featured more than a dozen members of the Home Builders Association of Central Virginia.

HBACV members cited were Atlantic Bay Mortgage; First National Bank; Bank of the James Mortgage; Maddox Air & Electrical; K Guard / One Stop Home Improvement Shop; BB&T; F&S Building Innovations; Piedmont Floor Design; Rempfer Construction; Wooldridge Heating Air & Electrical; The Floor Show; Foster Fuels; Watts Petroleum; Ferguson Enterprises; Pinnacle Cabinetry & Design; Lowe's Home Improvement and Dodson Brothers.

- Bank of The James Mortgage is hosting speaker Steve Richman (aka "That M.I. Guy") presenting tips for those in the real estate/home sales industry about how to grow your business. The 90-minute event is May 9 at Oakwood Country Club at 10 am. Reservations can be made by calling 534-8090 or emailing ballison@btjm.com.

Thank You To Our Spring Event, Newsletter and Website Supporters



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.

Get the most from NAHB Membership Discounts: Click to learn more. nahb.org/ma.

Every Year
Thousands
Save Millions

Put Your NAHB Membership to Work Now.

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

nahb.org/MA



LOWE'S ProServices

Build savings with a special offer for NAHB members.

Register now and save 2%** on your Lowe's® Accounts Receivable (LAR) or Lowe's® Business Accounts (LBA) purchases.

LoweForPros.com/NAHB

5% OFF EVERY DAY
When You Buy

+ 2% BACK STATEMENT CREDIT
When You Pay

for NAHB members

HOW TO APPLY

Download an application at
LoweForPros.com/NAHB.