

# The Builder



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

**June 2018**

## Residential building showing strong improvement in 2018

An informal survey of HBACV members mimics what the building industry is seeing nationally and regionally - single family home starts are up year over year from 2017. Three local builders have 12 or more homes under construction and one local lender has financed as many new homes in the first five months of 2018 as in all of 2017. The area is also seeing "spec" homes being built.

Builder confidence in the market for newly built single-family homes rose two points to 70 in May on the NAHB/Wells Fargo Housing Market Index (HMI). This is the fourth time the HMI has reached 70 or higher this year. "The solid May report shows that builders are buoyed by growing consumer demand for single-family homes," said NAHB Chairman Randy Noel.

"Single-family starts are up 8.3% for the first four months of the year relative to the start of 2017, which is higher than our forecast and bodes well for the rest of the year," said NAHB chief economist Robert Dietz.

Regionally in April, combined single- and multifamily housing production increased 6.4% in the South.

A review of single- and multifamily building permits in the Central Virginia/Region 2000 area is up year-over-year by about 5.5%.

### INSIDE

**MEMBERSHIP GROWTH:**  
HBACV has added 19 new members - page 5

**ARBITRATION SERVICE:**  
Committee makes report at June meeting - page 9

**TARIFFS ON LUMBER:**  
Contact your congressmen and ask for action - page 3

**NEW MEMBERS:** See who has just joined - page 13

**HBACV SCHOLARSHIPS:**  
Four students presented college grants at Select Bank - page 7

**SEE THE HBACV's**  
members of the month - page 3

**DIVERSE MEMBERSHIP:**  
Census reflects variety of skills, trades, firms - page 6



## Builder Member of the Month

# Matt Yeatman

Central VA Construction Inc. is owned by Matt Yeatman & Ronald Sanderson and has been building custom homes and projects in Central Virginia since 1992. Three decades of quality workmanship has earned the firm a reputation as one of the areas top contractors, specializing in ground-up construction as well as renovation and remodel construction. Yeatman, president of the company, has been a member of the Home Builders Association of Central Virginia since the early 90's.



**The details:** Matt and has served on our Board of Directors since 1994. A two-time President of the HBACV he has also served as State Regional Vice President for the Virginia Home Builders Association. Matt is a

four-time winner of the prestigious HBACV Builder of the Year award. He currently chairs the HBACV arbitration committee.

**Contact:** (434) 525-9530

**Website:** <http://centralvaconstruction.com>

**Mailing Address:** 1270 Mays Mill Road, Forest, VA 24551



## Associate Member of the Month

# Rosalie Richman

Rosalie Richman, a mortgage loan officer with BB&T, has been part of the HBAVC for 12 years and has more than 23 years of banking experience. BB&T is a full-service lender for builders, home buyers and home owners looking to build, remodel or renovate. With nine locations in the greater Lynchburg area, BB&T offers mortgage options to fit most any need ad serve the full HBACV geographic footprint.



**The details:** Rosalie has been an HBACV member since 2006. She was selected to the board of Directors in 2011 and has helped guide the association for more than 10 years. In addition to her current position on the board, she is a past president and past Vice President of the HBACV.

**Contact:** (434) 847-3701

**Website:** <https://www.bbt.com/lending/mortgage/default.page>

**Mailing Address:** 2120 Langhorne Rd Lynchburg, VA 24501

# 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 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)

## Lumber Costs Adds \$9,000 to Price of a Home

Since the beginning of last year, rising lumber prices – made worse by tariffs on imported Canadian softwood lumber – have increased the price of an average single-family home by nearly \$9,000.

Lumber prices soared to a record-high \$578 per thousand board feet for the week ending May 25 and May and June futures contracts are selling at the previously unthinkable \$600 range.

The skyrocketing costs for lumber has overtaken the labor shortage as the number one challenge for builders right now. In addition the rising lumber prices, adding nearly \$9,000 to the price of a typical new home, also adds more than \$3,000 to the price of a typical multi-family unit.

The NAHB, the HBAV and the HBACV is lobbying for a solution now to protect the home building industry and consumers from tariffs that are raising production costs and harming home buyers. [Ask your federal lawmaker](#) to sign a letter urging Commerce Secretary Wilbur Ross to reach a new softwood lumber trade agreement with Canada.

Also act now by going to NAHB's [BuilderLink website](#). Here you can complete an online request asking our Virginia senators and congressmen to sign a letter urging a new softwood lumber trade agreement with Canada.

## EPA Delays New Waters of the U.S. Definitions

The EPA will wait until August to release its proposed new definitions for [“waters of the U.S.”](#) which means that the final version won't be ready until the fall of 2019.

The proposal would replace the Obama Administration definitions finalized in 2015

and now making their way through the courts.

It is widely expected that the Trump administration's new WOTUS definitions will be narrower and will not automatically assert federal jurisdiction over isolated wetlands.

## Secretary Carson Addresses NAHB

Dr. Ben Carson, Secretary of the Department of Housing and Urban Development, addressed the NAHB Executive Board at its meeting on May 23 in Washington, D.C. Secretary Carson discussed the need to revise the nation's regulatory process, the importance of housing finance reform and plans to modernize the FHA. You can [watch a video](#) of his address or read his [prepared remarks](#).

## Applications Open for Prestigious Awards

Entries are now being accepted for three of NAHB's most prestigious awards programs. The [Best of 55+ Housing Awards](#) honor the people, companies, projects and programs that showcase innovation in 55+ housing. The [Best in American Living Awards](#) spotlight design excellence in all markets. The [Multifamily Pillars of the Industry Awards](#) focus on design and construction in the apartment, townhouse and condo marketplace.

## California Builders Soften Affordability Impact of Solar Mandate

The California Energy Commission's proposed requirements for the state's 2020 energy code include [mandates on solar energy](#) generation for all new residential construction beginning in January 2020. Typically, the state's Building Standards Commission accepts Energy Commission recommendations without change, so the California Building Industry Association (CBIA) has worked hard to minimize the effects of the proposed requirement on housing affordability.

The requirement applies to most single-family homes and multifamily buildings up to three stories. Options to meet the mandate will include installing solar panels on individual

homes or joining a community solar system.

The 2020 code will also require non-solar energy efficiency measures.

The solar mandate requirement is being driven by California's net zero energy goals. Other states and cities are working toward net zero goals and may enact similar requirements.

"We knew this was going to pass," said Bob Raymer, CBIA's senior engineer and technical director. "We decided we needed to get on this train and see it going down a more affordable track. And thanks to our good working relationship with the commission, we were able to keep costs down."

### CFPB Amends "Know Before You Owe"

The Consumer Financial Protection Bureau (CFPB) announced recently that it has finalized an amendment to its "Know Before You Owe" mortgage disclosure rule that addresses when mortgage lenders with a valid justification may pass on increased closing costs to consumers.

The [Know Before You Owe](#) mortgage disclosure rule took effect Oct. 3, 2015 and created new Loan Estimate and Closing Disclosure forms that consumers receive when applying for and closing on a mortgage loan.

Since then, the CFPB has heard feedback from the industry regarding the need for clarification about when lenders may pass on increased costs to consumers and disclose them on a Closing Disclosure.

CFPB said the change is "intended to provide greater clarity and certainty to the mortgage industry."

### OSHA Proposes Crane Rule Changes

In a notice of proposed rulemaking published May 21, OSHA proposed to amend its rule for [cranes in construction](#), 29 C.F.R. § 1926, Operator Qualification and Certification.

The rules require employers to allow only employees who are certified or licensed in crane operations to use the equipment.

The new proposal removes a contentious provision that would have required third-party testers to indicate the type and rated operating capacity of equipment an operator was certified to operate.

OSHA is leaving intact the requirements for certification or licensing of crane operators, a provision long opposed by NAHB.

NAHB believes that no one should operate any crane that they do not know how to operate. It is the responsibility of the operator's employer to make sure the equipment operator has the knowledge and skill to run the relevant type of crane.

# HBACV membership growing, but additional growth is key

HBACV new membership has grown in 2018 by nearly 20% but the Board of Directors has stated additional membership growth is crucial for the future success of the association.

From January through early June we added 18 new members. A great start, but this falls short of the membership committee's goal of a 25% increase in the first half of 2018. However we can reach the goal by recruiting four new members by June 30th.

As HBACV President Jeff Weiczorek said earlier this year, "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."

As expressed before, successful recruiting is as simple as approaching others in the building industry you regularly encounter to discuss the value of HBACV membership.

Need help? New recruiting and membership-value materials are available from EO Bob Morgan. He is also available to meet with prospective members you find.

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. It truly pays to be a member. Active and growing membership is what creates a strong, stable and effective association which looks out for



Build Your  
**DREAM HOME**

**CONSTRUCTION LOANS**  
PURCHASE REFINANCE REMODEL

**Assurance FINANCIAL**  
Home Loan Experts™  
[lendtheway.com](http://lendtheway.com)



*Call me to get started!*  
**SANDY SPECK** 188.5K200113  
Assurance Financial  
Loan Officer/Branch Manager  
[sspeck@lendtheway.com](mailto: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 188.5K 18276. [www.assurancefinancial.com](http://www.assurancefinancial.com) 181 Denning Drive, Ste 100, Lynchburg, VA 24502



**NELLIGAN INSULATION INC.** The Energy Efficiency People

**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

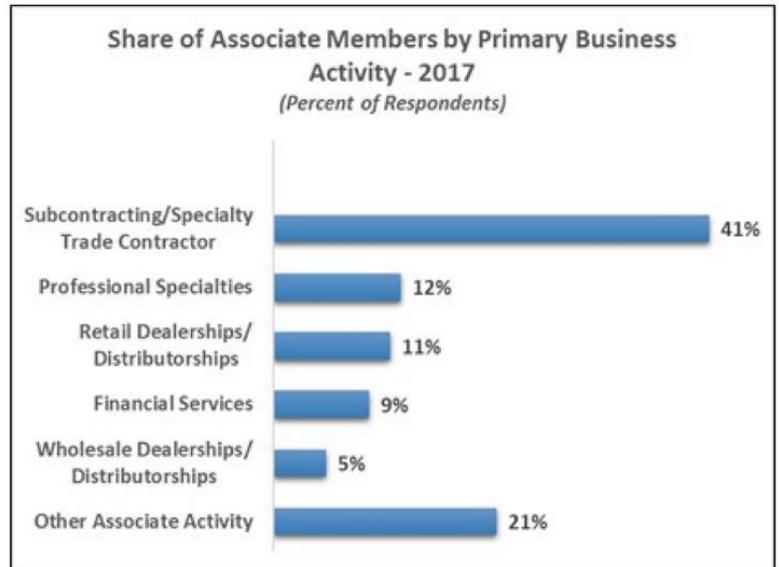
# Membership of local HBAs reflects the diverse trades and skills required to build a home

Constructing a new home – from developing the lot to handing the keys over to the buyer – is a complex process involving numerous specialists in a wide range of fields. This complexity is reflected in the number and variety of professions represented among the ranks of NAHB and HBACV Associate members.

The largest share of Associate members – 41% – are subcontractors or specialty trade contractors, according to the 2017 annual member census conducted by NAHB's economics department. Reflecting the complexity of the home building process, 21% of Associate members are employed in fields such as real estate, property management, utilities and manufacturing.

Since NAHB started its profile census in 2008, there has been little change in the percentage of members working in five of the six professional categories. The category showing significant change is subcontracting - increasing from 34% in 2008 to 41% last year.

The analysis also found that in 2017, Associate members had a median of 11 employees on their payrolls. The median annual company revenue among Associate members was \$2.6 million. However, revenue levels varied greatly. Almost a quarter of Associates (23%) reported annual revenues under \$500,000. The largest group (31%) reported incomes of \$1 million to \$4.99 million. The median age of Associates was 56, a number that has increased steadily since 2008 when the median age was 50. More than half of Associate members (52%) have earned a bachelor's degree or higher, and the same percentage have been NAHB members for 10 years or more.



### NAHB and HBACV makeup per category:

**Subcontractor and specialty trade contractors (41% of NAHB; 21% of HBACV).** (includes carpentry, electrical, masonry, plumbing, HVAC, etc.)

**Professional Specialty (12% of NAHB; 4% of HBACV).** (Includes legal services, accounting, architecture, engineering, and marketing.)

**Retail dealerships (11% of NAHB; 26% of HBACV).** (Includes retailers that sell building supplies and lumber, as well as flooring and appliances.)

**Financial services (9% of NAHB; 24% of HBACV).** (Includes banks, mortgage lenders and insurance.)

**Wholesale distributorships (5% of NAHB; 4% of HBACV).** (Includes building supply and floor covering wholesalers, among others.)

**Other categories (21% of NAHB; 31% of HBACV).** This includes manufacturing, real estate, waste management, property management and energy & utilities, among others.

**What does the state HBA Member Census Show:** Home Builders Association of Virginia has 3,005 members. Builder members (892) make up 31% and Associate member (2,113) make up 69%.

# Scholarships awarded at May Hammer Time hosted by Select Bank

The Home Builders Association of Central Virginia was hosted by Select Bank for the May Hammer Time event where the annual scholarship awards were presented to four graduating high school seniors.

Recipients were **Tiffany Bucklew**, daughter of Tina and step-father Darryl Mason. Darryl is with Finly Corporation; **Matthew Cudd**, son of Gordon and Laura Cudd. Gordon is the president of Gordon T. Cudd Construction; **Mary Dorman**, daughter of Edward and Christine Dorman. Ed is vice-president of Long Meadows Inc.; and **David Maddox III**, son of David and Terry Maddox. Terry is a market manager with Member One.

The four recipients were selected from a group of nine finalists. The scholarship committee reviewed the applications using a evaluation scoring grid and a numerical criteria which included a combination of academic achievement, community service, the parent's company involvement in HBACV activities and financial need.

The HBACV wishes to thank Select Bank for its outstanding support of the local building industry and HBACV. Our next Hammer Time will be hosted at 5 pm on June 26 at the HBACV office on Timberlake Road.



HBACV Scholarship committee chairman Jim Minear of First National Bank presented the scholarship certificates at the May event and poses with each winner. (Top) Tiffany Bucklew is pictured with her her mon and step-dad.



Mary Dorman (middle) is pictured with her Mom and Dad.



David Maddox is pictured with his mom.

Recipient Matthew Cudd was unable to attend. He was playing in the State Tennis Tournament.

**Get Your Company News In The Builder**

**If you have events, seminars, new product lines or other news about your company the HBACV wants to help you get the word out.**

**Send your company news and happenings to [bob@hbacv.org](mailto:bob@hbacv.org) to be included in our Monthly Newsletter.**

## Bringing Housing Home™ Spreads the Word

From coast to coast, members of the NAHB Federation stepped up in early May to bring housing issues to the forefront during [Bringing Housing Home™](#), NAHB's in-district Legislative Conference.

Members held more than 150 meetings with their U.S. senators and representatives. At the same time that they forged a closer working relationship with their federal legislators, they also delivered a powerful message: A robust housing industry is essential to creating jobs and ensuring a strong economy.

NAHB members and staff briefed Members of Congress on several issues affecting the home building community. Talks centered on the need to enact policies that would:

**Sensible regulations.** Reduce or eliminate unnecessary regulations to make homeownership and rental housing more affordable for

teachers, firefighters, police officers and other middle-class families.

**Flood insurance.** Achieve a long-term reauthorization of the National Flood Insurance Program that will keep the program fiscally sound and let builders provide safe and affordable housing.

**Softwood lumber.** Ensure American home builders and consumers have access to a reliable supply of softwood lumber at reasonable prices.

**Accessible credit.** Provide a stable and affordable supply of credit for home buyers, home builders and rental housing.

**Workforce development.** Adopt sensible workforce development and immigration policy that will help the residential construction industry to fill open jobs and boost the nation's economy.

## CALENDAR OF EVENTS

- **June 21-24:** [HBAV Annual Conference](#), LaPlaya Beach & Golf Resort, Naples, FL. Open to all members.

- **June 26 (Tues.) Hammer Time:** Hosted by HBACV at the HBACV offices on Timberlake. Picnic food and review of fall events. Program begins at 5 pm. Please RSVP to [bob@hbacv.org](mailto:bob@hbacv.org).

- **August 3rd (Fri.) Annual Scholarship Golf Tournament:** At London Downs. Registration and lunch at 12:30 pm; Shot gun start at 1:30 pm; prizes and post-event social at 6 pm. Contact [bob@hbacv.org](mailto:bob@hbacv.org) for information or enter form.

- **August 21 (Tues.) Hammer Time:** Host, sponsor, location and program to be determined. Starts at 5 pm. Please RSVP to [bob@hbacv.org](mailto:bob@hbacv.org).

- **September 8 (Sat.) - The fifth annual Touch A Truck:** at Sims Farm in New London. The HBACV's Annual Community Charity Fundraiser. Net proceeds from this event support the HBACV community outreach for Local Children's Charities. Contact [bob@hbacv.org](mailto:bob@hbacv.org) for information.

- **Sept. 18 (Tues.) Hammer Time:** Hosted by Boxley Materials; Touch A Truck charity awards. Starts at 5 pm. Please RSVP to [bob@hbacv.org](mailto:bob@hbacv.org).

- **Oct. 4:** [HBAV Fall State Meetings](#), In Richmond at Delta Hotel.

- **Oct. 17:** [HBAV Build-PAC Golf Tournament](#), at Massanutten Resort near Harrisonburg.

### DHS to Allow 15,000 More Guest Worker Visas

The Department of Homeland Security (DHS) announced on May 25 that it will issue an additional 15,000 **H-2B guest worker visas** for fiscal 2018, which ends on Sept. 30. This will be in addition to the annual allotment of 66,000 visas, all of which have already been claimed this year.

Given the chronic labor shortages facing the home building industry, NAHB has been urging DHS to significantly expand the number of H-2B visas available for the year.

## Proposed Arbitration plan will lead June Board Meeting

The HBACV Arbitration Committee will present its report at the June Board of Directors meeting with the goal of resuming this service for builder members later this summer.

The report will request that the HBACV re-establish its member/consumer arbitration service to review complaints related to new construction and remodel grievances. Matt Yeatman with Central Virginia Construction is the committee chairman and will present the report.

The committee updated the review process and procedures as well as the standard arbitration clause that participating builder members will use. Use of the standard clause is left up to the member and will not be mandated. The HBACV will provide arbitration services only to members using its "standard" arbitration clause. HBACV will only arbitrate issues related to construction standards and will not arbitrate complaints involving insured warranty programs or specific warranted items. Homeowners/homebuyers are to be directed to seek settlement through the warranty program or manufacturer in these cases.

## Sunburst Vinyl Open House Friday

Sunburst Vinyl Supply, an HBACV member, will hold an Open House Cookout from 11:30 am until 1:30 pm on Friday, June 15. The event celebrates the company's recent renovation of its showroom and is open to HBACV members. The company is located at 1731 Sunburst Road (24550). Sunburst and its vendors will have displays on site.

**An RSVP by Wednesday, June 13 is requested** if you plan to attend. To RSVP please contact Pam or Christy at 525-5577.



## 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**

## DOL Allocates \$85M for Construction Training

The U.S. Department of Labor (DOL) on May 18 announced it will allocate **\$85 million in grants** to support and expand YouthBuild programs across the nation.

YouthBuild, a pre-apprenticeship model, provides at-risk youth ages 16-24 with

occupational skill development to obtain employment in construction and other in-demand industries. DOL said various communities across the nation will be awarded the grants, each of which will range between \$700,000 and \$1.1 million.

## Deadline Approaching for IBS Young Professionals Scholarship Grants

The 2019 NAHB International Builders' Show® scholarship deadline is June 15. HBACV/NAHB members between the ages of 21-35 must submit an application and video to be considered.

**HBACV members can click on this link to get more information or apply.**

## Building Code update in Comment Period

The Uniform Statewide Building Code, as well as the, Statewide Fire Prevention Code and the Industrialized Building Safety Regulations are now in the "final adoption period/comment period".

The comment period runs through June 18. The Statewide Fire Prevention Code has a 60 day comment period, until to June 29. The Home Builders Association of Virginia is monitoring the process and will alert local associations of proposed and significant comment concerns.



## LOWE'S® BUSINESS CREDIT ACCOUNT GUIDE

BUILD YOUR SAVINGS WHILE YOU BUILD YOUR BUSINESS.

### NAHB Cardholder's



Lowe's helps you manage your business AND save you money.

#### NAHB Cardholder's Enjoy:

- ✓ 5% Off\* Every Day purchases
- ✓ An additional 2% Back\*\* as a credit on your monthly statement
- ✓ No minimum purchases or thresholds
- ✓ No annual fee

It's easy. Visit [Lowe'sForPros.com/NAHB](http://Lowe'sForPros.com/NAHB) to apply and/or register your account today.

A Lowe's® Business Credit Account gives you and your business two ways to save!

**5% OFF**  
EVERY DAY

When You Buy

+

**2% BACK**  
STATEMENT CREDIT

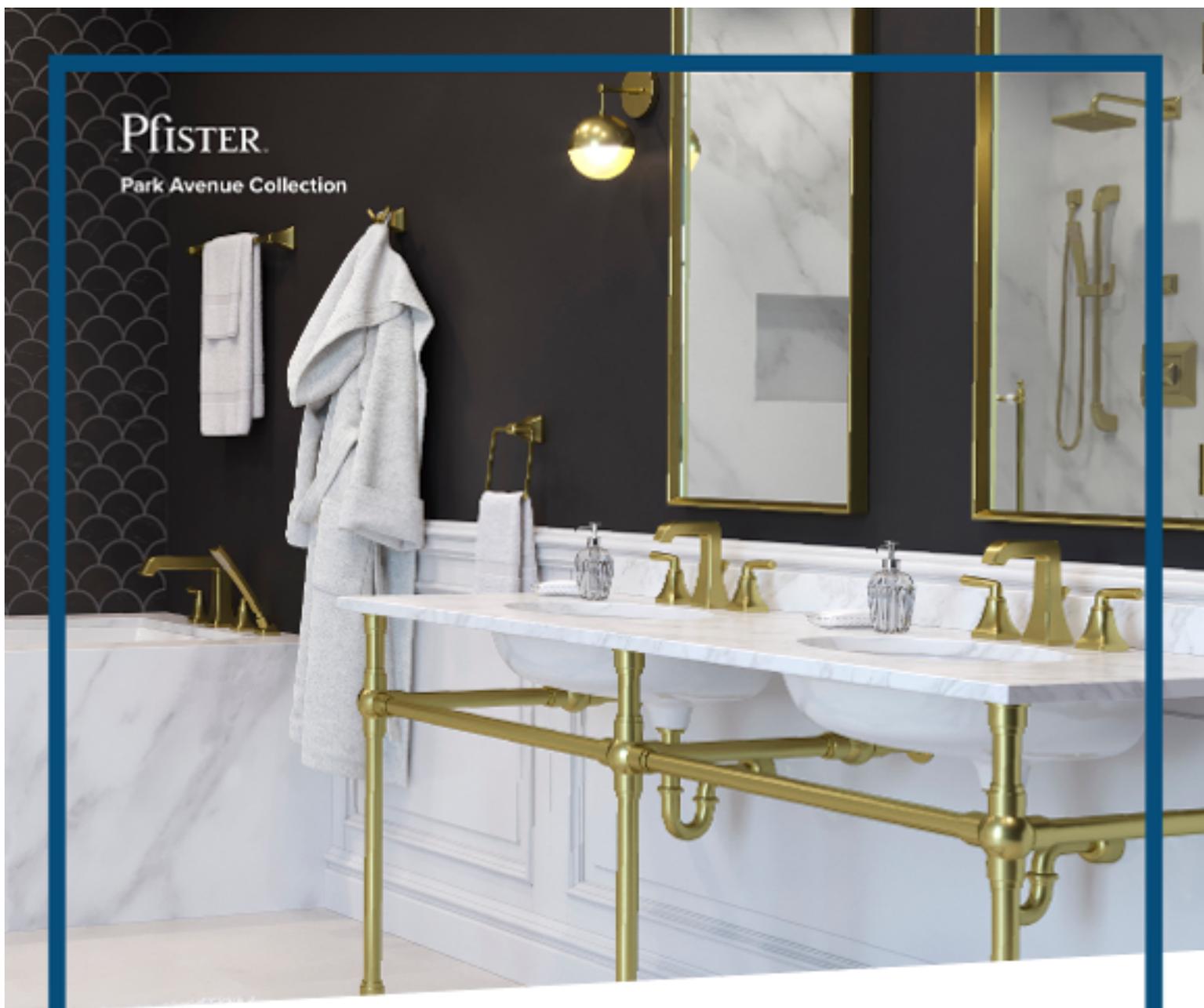
When You Pay

#### Example Savings Below

WHEN YOU SPEND	WHEN YOU BUY 5%* SAVINGS	WHEN YOU PAY 2%** SAVINGS	TOTAL SAVINGS
\$5,000	\$250	\$95	\$345
\$10,000	\$500	\$190	\$690
\$20,000	\$1,000	\$380	\$1,380
\$50,000	\$2,500	\$950	\$3,450

Pfister.

Park Avenue Collection



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](http://fergusonshowrooms.com)

**FERGUSON**  
*Bath, Kitchen & Lighting Gallery*

FOREST

[FERGUSONSHOWROOMS.COM](http://FERGUSONSHOWROOMS.COM)

## Free OSHA webinar registration ends today

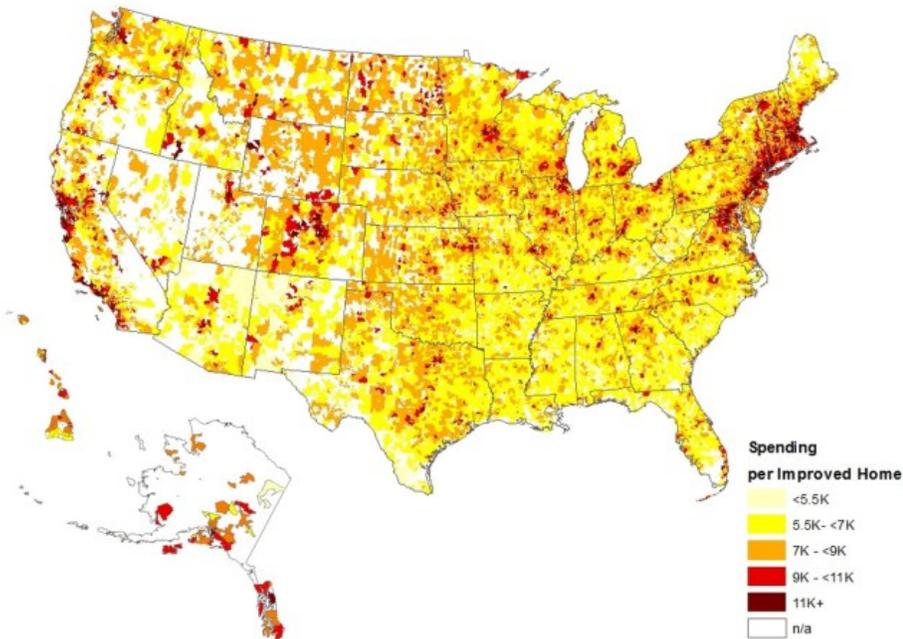
The NAHB Safety & Health Program provides home builders, developers and remodelers with a model to comply with the Occupational Safety and Health Administration's new recommended practices for safety and health programs. A free webinar Safety & Health Programs: Efficient Methods for Keeping Your Company Compliant, is set for 2-3 p.m. on Thursday, June 14, Dan Johnson, Managing Partner with SFI Compliance, will explain the Safety & Health Program model. Registration is open until 3 p.m. ET on Wednesday, June 13. For questions about registration, contact Sheila Coble at EdWebinars@nahb.org or call her at 800-368-5242 x8057.

Participants can expect to come away with knowledge of new OSHA standards, how to implement the NAHB program and how to identify practical resources to create a culture of safety.

## Remodeling Spending by Zip Code

Home owners who improve their homes in 2018 will spend \$7,893 per home on average, but there is considerable variation. There are many [zip code areas](#) where spending per improved home is under \$5,500, and many where it is over \$11,000. Zip codes with high spending per improved home tend to cluster around large metro areas, especially in the Northeast. The highest expenditures occur in 17 zip codes where spending per improved home is over \$18,000.

Spending per Owner-Occupied Home with Improvements, 2018



## 2018 Renewals and New Members

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

**Ferguson Enterprises**  
**Frances Oil & Propane**  
**Gillespie Plumbing**  
**KU Forming**  
**Affordable Portables**  
**Central Va. Construction**  
**Lowe's (Lynchburg, Bedford Madison Heights)**  
**Hawkins-Graves**  
**Lilly Construction**  
**Wellington Builders**  
**Foxcrest Builders**  
**Nelligan Insulation**  
**Dawson Ford Garbee**  
**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**  
**JCL Cable**  
**One Stop Improvement Shop (K Guard)**  
**First Piedmont**  
**Sellari Enterprises**  
**Pinnacle Cabinetry**  
**DeWitt Real Estate**  
**Creative Edge Design**  
**Sunburst Vinyl Supply**  
**First Action Systems**  
**Wells Fargo**

# 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 MEMBERS THIS MONTH

- **Frances Oil & Propane:** Francis Oil & Propane Inc. is a family-owned and operated business established in 1956 offering full service oil and propane sales, products and service. The company is headquartered in Brookneal. **Address: 913 Lynchburg Avenue, Brookneal, VA 24528. (434-376-2418).**
- **K U Forming:** K U Forming is a full-service concrete forming company owned by Keith Uhl. K U Forming specializes in concrete walls from pouring the footings, forming and pouring the walls to waterproofing foundation walls. **Address: 414 Rosecliff Farm Road, Amherst, VA 24521. (434-401-1680).**
- **Gillespie Plumbing:** A full-service plumbing contractor, Gillespie offers a complete line of plumbing services. The firm is rejoining the HBACV after an absence of several years. Bill Gillespie is the owner. **Address: 20436 Richmond Highway, Lynchburg, VA 24502. (434-525-9440).**
- **Wells Fargo Mortgage:** The bank is a full-service lender for home buyers and home owners looking to buy, build or renovate. With eight locations in the greater Lynchburg area. Local market mortgage consultant is Jason Dewey. **Address: 17967 Forest Road, Forest, VA 24551. (434-385-0085).**

# 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](http://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](http://nahb.org/MA)



**NAHB**  
National Association  
of Home Builders

**Office  
DEPOT**

A program built to help your business.  
And your budget.

NAHB members save with Office Depot

To register, visit [nahb.org/MA](http://nahb.org/MA)  
and click on the Office Depot logo