

The Builder



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

July 2018

Teams still needed for HBACV Scholarship Golf Tournament

The 2018 HBACV Scholarship Golf Tournament, sponsored by Ferguson Enterprises and Atlantic Bay Mortgage, is Friday, Aug. 3 at New London Golf Club and additional teams are needed to make this a completely successful event.

The Golf Committee goal is to have 22 teams this year. If you haven't entered you can make this happen and save money if you act quickly. There is a \$50 discount when entering your foursome before July 18. Not an HBACV member? No problem, we are also allowing non-member companies to enter this year.

The tournament, at London Downs Golf Club, follows the same schedule as last year. We have check-in and lunch at 12:30 and a shotgun start at 1:30. There will be prizes, awards and a social following the finish. Food and unlimited on-course beverages (two roving carts) are free with the registration. There will also be a 50-50 raffle and mulligans & strings to purchase.

Here's the cost:

- 1.) A foursome and a hole sponsorship for your team is \$425.
(Enter before July 18 and it is \$375.)
- 2.) A foursome with no hole sponsorship is \$375.
(Enter before July 18 and it is \$350.)
- 3.) A hole sponsorship only and not playing is \$125.
(Enter before July 18 and it is \$100.)

A printable entry form is on page nine of this newsletter

INSIDE

ARBITRATION SERVICE: HBACV now offers this to builder members - page 7

TORNADO: Rebuilding slow process for members on Timberlake - page 5

NEW MEMBERS: See who has just joined - page 13

TOUCH A TRUCK: The charities, sponsors are set for Sept. 8 event - page 4

SEE THE HBACV's New members & renewals for 2018- page 13

LUMBER SHORTAGE: NAHB survey indicates widespread issue - page 6

PROGRAM COMMITTEE: HBACV is seeking members to help set future events - page 12

The rising cost of housing

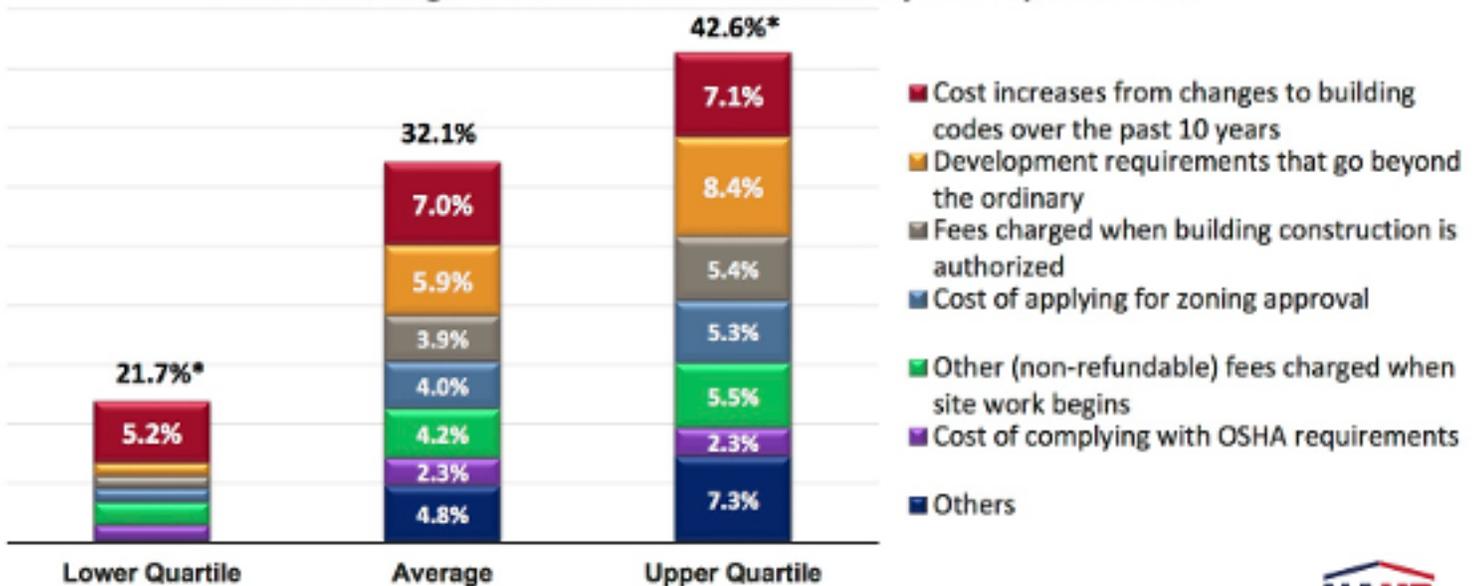
A third of development cost not construction and materials related

Regulation imposed by all levels of government accounts for an average of more than 32% of multifamily development costs, according to new research by NAHB and the National Multifamily Housing Council (NMHC). In fact, in a quarter of cases, that number can reach as high as 42.6%. Lofts, condos, apartments and multi-unit housing are subject to a significant array of regulatory costs, including an expanding range of fees, standards and requirements imposed at different stages of the pre-construction and construction process. The joint research effort surveyed NAHB and NMHC members to quantify the [regulatory burden and its costs](#). It is the first research analyzing the impact of regulation on this type of housing.

Regulations - 32% of Multifamily Development Costs

New NAHB-NMHC research

Government Regulations as a Share of Multifamily Development Costs



Note: * For quartiles, all types of costs do not sum to the total.
Source: NAHB/Wells Fargo HMI survey.



NAHB Files Amicus Brief in 'Takings' Claims Case

NAHB recently submitted an amicus brief in a Supreme Court case that may have a profound effect on land-use law in the majority of US states.

This fall, the court will hear arguments in *Knick v. Township of Scott*, a case that has major implications for [Fifth Amendment "takings" claims](#). The takings clause provides a guarantee

that property owners will be paid "just compensation" when the government takes property for a public use. This case could also have impact on past eminent domain rulings.

The case will address "*Williamson County*," a 1985 Supreme Court decision that requires property owners to jump through a number of legal hoops before bringing a takings claim in federal court.



Builder Member of the Month

Gordon Cudd

Gordon T. Cudd Construction has been building custom homes and renovating historic homes in the Lynchburg area for more than 25 years. An experienced builder, Gordon knows the value of great customer service. "Our staff has years of experience helping customers achieve their goal - be it a custom home or renovation." Gordon T. Cudd Construction was formed in 2008, but his hands-on experience goes back to working with his dad's firm starting in the 1980s. Cudd, president of the company, has been a member of the Home Builders Association of Central Virginia since the early 90's.



The details: Gordon and has served on our Board of Directors since 1998. He is a two-time President of the HBACV and is a two-time winner of the HBACV Builder of the Year award. He currently chairs the HBACV Raffle committee.

Contact: (434) 239-1704

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

Address: 4225 Murray Place, Lynchburg, VA 24501



Associate Member of the Month

Bill Moss

Bill Moss, sales manager for Foster Fuels, has been part of the HBACV for nearly eight years. He joined Foster Fuels in 2011. Foster Fuels has been an HBACV member since 2008. Begun in 1921, Foster Fuels is a full-service provider of petroleum and propane services for builders, commercial customers and home owners since . Foster Fuels will open its seventh "bricks and mortar" location when its new Forest store and showroom opens in August. Foster Fuels services the full HBACV geographic footprint and markets petroleum nationwide, operating one of the nation's leading emergency fuel delivery companies.



The details: Bill has been a guiding member of the HBACV Touch A Truck Committee every year since its inception in 2013.

Contact: 434-568-7563

Website: <https://fosterfuels.com>

Mailing Address: 16720 Brookneal Highway, Brookneal, VA 24528

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.

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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

2018 Event Set for September 8

Sponsors stepping up for Touch A Truck

Nine local firms, including seven HBACV members, have stepped up to be major sponsors for the 2018 Touch A Truck event which will benefit Challenged Sports Exchange and Jubilee Family Development Center.

Fosters Fuels and Craft Automotive have both committed at the Helicopter Level (\$5,000) sponsorship with Lynchburg Ready-Mix, Wooldridge Heating Air Electrical, Builders FirstSource, Member One FCU and Finly Corporation at the Big-Rig Level (\$2,500). Assurance Financial and Ruck & Pratt are both at the Fire Truck Level (\$1,000). We are hoping to attract at least one more sponsor.

Our goal is draw 5,500+ attendees and raise more than \$20,000 for the local children's charities. We are also asking HBACV members to purchase ticket block to distribute for employees and for clients so they can enjoy Lynchburg's biggest family-friendly annual event. Touch A Truck is Saturday, Sept. 8 at Sims Farm in Forest.

The HBACV Touch A Truck committee - Brent Lilly (chairman), Bill Moss, Joe Hepler, Rosalie Richman, Sandy Speck, Ann Parker, Steven Hill, Randy Brown, Marshall Hamilton, Jeff Wieczorek, Brett Howell and Bob Morgan - is also adding a new attraction: a precision Sky Diving show.

Touch A Truck lets a child climb in and experiences being behind the wheel of more than 80 vehicles on display including police, emergency, disaster and fire vehicles along with construction, long-haul, fuel and army vehicles. One of the biggest draws are the Virginia Giant car-crushing Monster Truck Shows and the Monster Truck ride vehicle. There are also five food vendors, activities and a quarter-acre bounce house area. Online advance tickets are now on sale. ([Click here to purchase](#)). Look for updates on the Home Builder's Touch A Truck Facebook page.

Since creating the event in 2013, the HBACV has raised more than \$30,000 for children's charities.



Damage from April Tornado Still Apparent Along Timberlake Road



The Floor Show/Carpet One was the hardest hit HBACV member along Timberlake Road. Prep for the rebuilt continues and a new showroom location about to open nearby.

Rebuilding slow for some HBACV members

Three HBACV Member businesses located on Timberlake Road took direct hits during the April tornado and only one is back to full “normal” operations. Combined damages to all three businesses - The Floor Show / Carpet One, Builders FirstSource and Century 21 All-Service - totaled close to \$1 million. All three were insured.

“Yes, everything has been repaired,” said Evan Scott with Builders FirstSource, which has its showroom and warehouse damaged. “We were completely shutdown for two days ... it took three weeks to get everything done and get back to normal.” Operations are fully back to where it was prior to the April 15 storm.

That is not the case for The Floor Show / Carpet One and for Century 21 All Service. Three months after the storm each is facing months of ongoing repair and rebuild.

The Floor Show received the most extensive damage with its showroom and offices completely destroyed and significant damage to the warehouse areas. A new show room is opening the week of July 16 a quarter-mile north at Timberlake and Greenville Drive.

“We have a one-year lease for the new showroom,” said the Floor Show’s Chase Dewitt. “We think it will take that long for the old location to be completely rebuilt.” The new showroom is at 20276 Timberlake Road. The warehouse will remain at the current location at 20695 Timberlake.

Following the storms operations were shutdown for several days while insurance and other assessments were done. The firm essentially worked without a showroom for three months. DeWitt said that hardest hit has been residential customers because they could not see products without the showroom. “We are really pleased to get the showroom up and operating.”

Kevin Turner said construction at his Century 21 All-Service location at 20886

Timberlake Road will be completed in October. The storm torn off the roof and portions of the top story in the front of the building. A limited staff including Turner continue to work in the rear of the Timberlake office while construction goes on in the front.

“We were out the first week after the storm but have been in good shape since.” said Turner who also has locations in Forest, Bedford and Amherst. Most of the agents from Timberlake has been working from those locations while construction continues.



Sign for new showroom is ready for next week's opening.

Survey Finds Widespread Lumber Shortages

Shortages of framing lumber are now more widespread than at any time since the National Association of Home Builders began tracking the issue in 1994, according to results from the May 2018 survey for the NAHB/Wells Fargo Housing Market Index.



More than 30% of single-family builders responding to the survey's special questions in May [reported this shortage](#), outdistancing the other 22 listed building products and materials by a wide margin. In second place were trusses, with a shortage reported by 24% of builders, followed by lightweight steel and OSB at 20% each and plywood at 19%.

This is a significant worsening from last year, when the same survey found 21% experiencing a shortage of framing lumber.

In early June, 171 members of Congress [sent a joint letter](#) to the Trump administration calling on the U.S. to resume talks with Canada to negotiate a new softwood lumber trade agreement.

The congressional letter to Commerce Secretary Wilbur Ross and U.S. Trade Representative Robert Lighthizer does not take sides in this trade dispute. It simply highlights the urgent need for the U.S. and Canada to renew negotiations in an effort to come to an equitable solution that will satisfy all sides, including domestic industries and consumers.

AHP Rule Will Help Small Businesses

The Trump administration in June [issued a final rule](#) on association health plans (AHPs) that will help small businesses, including home building firms and local HBAs, rein in health care costs and provide better health coverage for workers.

NAHB has been a proponent of AHPs, which enable small businesses to pool together to purchase health insurance plans for employees.

The rule will give small businesses access to better health care plans.

Farm Bill Going To Conference

The U.S. Senate and House of Representatives have each passed their own versions of [the farm bill](#). The two chambers will soon be going to conference to hammer out a final bill.

NAHB is generally more supportive of the House-passed legislation, the Agriculture and Nutrition Act of 2018 (HR 2), in part because it includes forest management reforms needed to resolve lumber supply problems. The House measure would also repeal the Obama administration's waters of the U.S. (WOTUS) rule.

Register Now for Systems-Built Summit

Leaders of the systems-built housing industry are gathering in Knoxville, Tenn., this fall for the [Building Systems Housing Summit](#).

The only national conference for the entire offsite construction community, the summit caters to builders, manufacturers and suppliers of modular, panelized, concrete, log and timber frame homes.

The conference takes place Sept. 30-Oct. 2, at the Hilton Knoxville.

ARBITRATION APPROVED

Arbitration service available to builder members to help settle disputes with buyers

Starting September, the HBACV will again provide builder members with a procedure to help settle disputes over construction issues.

This service is being resumed. The service was dropped in 2012 after the National Association of Home Builders ended its program.

An HBACV committee of builders, chaired by Matt Yeatman of Central Virginia Construction, will handle the arbitration with the process managed by EO Bob Morgan. The committee will only arbitrate issues related to construction standards. The Residential Construction Performance Guidelines from the NAHB will be used as the acceptable building standard. The committee 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.

Arbitration services are available only to HBACV members using the "standard" HBACV arbitration clause. The clause can be included in a contract or signed by both parties at the time of a complaint. The clause and guidelines are available on the HBACV website after Aug. 1.

When the HBACV receives the complaint, it begins a prescribed process. The process length should be 30 to 60 days from receipt of the initial complaint. Both parties in the complaint are required to pay a \$75 non-refundable fee.

The HBACV can reject a claim. Each complaint will be reviewed to ensure it meets the merits of the arbitration process. The HBA reserves the right to reject any complaint.



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NAHB Student Chapter Partners with Local Firm to Win 'Race to Zero'

The NAHB Student Chapter program from Pennsylvania State University took first place in the Suburban Single Family category of the [2018 Race to Zero Competition](#).

Run by the Department of Energy, this competition challenges students to design cost-effective, zero-energy ready homes. NAHB is a program sponsor.

The winning Penn State team partnered with a local production home builder, NAHB member S&A Homes in State College, on the single-family design. The two groups met on several occasions as the project came together. S&A Homes shared its best-selling models and a lot of helpful, real-world advice about residential construction.

"The building firm had specific needs," said Sarah Klinetob Lowe, a housing systems specialist and faculty member at Penn State. "They emphasized that building materials needed to be very readily available, and this made students think carefully about their material choice."

She added that students were encouraged to design the house with simplicity in mind, and that "communication with subcontractors would make or break a systems choice."

In today's world of rapidly increasing building material costs, perhaps the most important lesson the students learned was sticking to a budget.

NAHB Calls for Tax Safe Harbor

NAHB has called on the Internal Revenue Service (IRS) to [provide a safe harbor](#) for anxious home builders and other small businesses that pay estimated quarterly taxes but don't yet know how recent tax reform legislation will be implemented – and thus may underpay.

In a letter sent June 7 to Treasury Secretary Steve Mnuchin, NAHB acknowledged that the wide scope of the new tax law means the IRS will need more time to produce regulatory guidance. The letter said business owners need reassurance that good-faith estimates won't result in fines.

Specifically, NAHB wants the IRS to provide safe harbors when:

- Underpayment is a direct or indirect result of changes to the law.
- The taxpayer has made a good-faith effort to calculate and pay their estimated tax.
- There was insufficient IRS guidance to calculate tax liability.

Entries Being Accepted for NAHB Awards

Entries are now being accepted for great NAHB awards in three broad categories.

The NAHB Associate Members Committee has opened the application and nomination process for four prestigious awards given annually to both [Associate and Builder members](#) for their service to the industry. The deadline for award applications and nominations is Sept. 30.

The NAHB Sustainability and Green Building Subcommittee has opened the application and nomination process for the 2018 NAHB [Best in Green \(BIG\) Awards](#). The deadline is Aug. 24.

The NAHB [Building Systems Councils](#) has opened the application and nomination process for the 2019 BSC Jerry Rouleau Awards for Excellence in Marketing and Home Design and the BSC Specialty Awards. The awards recognize the best in modular, panelized, concrete, log, and timber frame home design and marketing. The deadline for applications and nominations is Aug. 25.

Interested in Entering? Print and email this entry form to Bob@hbacv.org

2018



Golf Tournament

London Downs Golf Club: Friday, August 3, 2018

Registration & Lunch: 12:30 - Tee Time: 1:30

50/50 Raffle & Mulligan/String Packet
Awards, Prizes & Social afterward

Food & Beverage Carts Sponsors

Ferguson Enterprises & Atlantic Bay Mortgage

Cost: \$350 Team

\$400 Team & Hole Sponsorship

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****ENTRY DEADLINE IS FRIDAY July 27th****

Company/Team Name: _____			\$350.00
Team and Hole Sponsor?	YES	NO	\$400.00
Hole Sponsor ONLY _____			\$120.00

_____ Checks - Should be mailed to: **HBACV 20334 Timberlake Rd Suite 3**
Lynchburg, VA 24502

_____ Credit Card - Call 434-385-6018

_____ Request Invoice

****All payments due by August 1 or may be subject to late fees****

Benefit for HBACV Student Scholarship Fund. Thank you for supporting these students!

EPA spells out rules for concrete washout water

In an effort to clarify the rules governing concrete washout water (or washwater, as it's sometimes called), the Environmental Protection Agency has issued a "Stormwater Best Management Practice" flier on the topic. Concrete washout water is a slurry containing toxic metals, and improper disposal of it is one of the top pollution-prevention violations on all commercial and single-family construction sites.

Click [here](#) to learn how to avoid a washwater disposal violation.

July is National Log Homes House Month

July celebrates the historical contributions and modern efficiency of log and timber homes. From the simple and utilitarian log cabins of frontier lore to 21st-century luxury living, log homes have been part of the American landscape for over two centuries. Now entering its 41st year of operation, the Log and Timber Homes Council strives to celebrate and protect log home living for generations to come. "Council members are true stewards of the log and timber frame home industry," said Robert Wrightman, CEO of True North Log Homes and 2018 chairman of the NAHB Log and Timber Homes Council.

Representing North American log and timber home manufacturers, members voluntarily pledge to:

- *Abide by a strict code of ethics*
- *Grade logs and timbers by third-party agencies to ensure quality*
- *Provide construction manuals to ensure correct construction*
- *Sponsor scientific studies that advance log building technology*

HBAV ask for lobbying effort from state

Concerned by the continued rise in lumber prices impacting Virginia's residential housing industry, the HBAV sent a letter to Governor Northam and members of his cabinet about the need for action at the federal level.

The letter specifically asked the Northam administration to address the rising cost of softwood lumber that is used in framing and interior finishing by joining the bi-partisan effort lobbying the Trump administration. [Click here to see letter.](#)

CALENDAR OF EVENTS

- **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 for information or entry form.
- **August 23 (Thurs.) Hammer Time:** Hosted by Sunburst Vinyl Supply (1731 Sunburst Road, Evington, VA 24550). Starts at 5 pm. Please RSVP to 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 CHallenged Sports Exchange and Jubilee Family Dev. Center. Contact 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.
- **Oct. 4:** [HBAV Fall State Meetings](#), In Richmond at Delta Hotel.
- **Oct. 16 (Tues.) Hammer Time:** Hosted by Dawson Ford Garbee. Starts at 5 pm. RSVP to bob@hbacv.org.
- **Oct. 17:** [HBAV Build-PAC Golf Tournament](#), at Massanutten Resort near Harrisonburg.



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HBACV Program/Event Committee needs volunteers

Following a vote by the Board of Directors at the June meeting, the HBACV Program and Event Committee is being re-instated to resume its role as an effort to support the financial viability of the Association. HBACV President Jeff Wiczorek said that this is needed to help develop ongoing and longer range plans for the Home Builders Association.

The HBACV asking for members to join this committee the association looks to develop plans in 2019 and 2020 for more events, including a Home Expo, education seminars and social/competitive events like golf tournament and target shooting..

The two greatest challenges facing the association are membership growth and successful and engaging events. The association depends on these "fund-raising" events for much of its ongoing income to support the HBACV's operations. Since July of 2017 these events have brought in close to \$20,000 in net received revenue support.

If you have an interest in serving on the committee or suggesting ideas for events please contact EO Bob Morgan.

Sunburst Vinyl to host August Hammer Time

Sunburst Vinyl Supply will host the August 23rd Hammer Time at its showroom and warehouse in Evington. The event begins Thursday at 5 pm and continues to 7 pm. There will be food and beverages and networking time. An update on the upcoming Touch a Truck event will be presented.

Sunburst is located at 1731 Sunburst Road, 24550. The company is a full service firm offering a full line of replacement and new construction windows, vinyl siding, shutters, gutters and guards along with vinyl and aluminum railing.

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Annual Alliance Business Expo coming up Aug. 16

The Lynchburg Regional Business Alliance is holding its annual Business Expo event, "Buy the 'Burg" on Thursday, August 16 at its new offices at 300 Lucado Place in downtown Lynchburg.

The HBACV is also considering this space for its 2019 Home Expo and attending would give members a chance to check out the layout and dedicated parking. "Buy The Burg" is a single day event open from 1 pm to 6 pm.

For 30 years this trade show has highlighted the region's businesses and service directly to customers. Exhibition space is still available.

For information contact the Lynchburg Regional Business Alliance by email at info@lynchburgregion.org or by phone at 845-5966.

NAHB Safety Training Available in Harrisonburg

Workers falling from structures, roofs, ladders and scaffolding continues to be the leading cause of injuries and fatalities in the residential construction industry.

The [Job-Site Safety Institute \(JSI\)](#) is working with NAHB to offer local HBAs an educational course, [Fall Prevention in Residential Construction](#), to help prevent costly injuries, and worse, on build sites.

The closest course to Lynchburg will be July 18 in Harrisonburg. HBACV members can attend for free by must register by Tuesday, July 17.

This training programs will help employees and employers identify and avoid fall hazards encountered during home building operations,

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)
Lowe's (Bedford)
Lowe's (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
Central Technology Solutions

Rhino Foundations
Atlantic Bay Mortgage
Craftsman Custom Homes
Foster Fuels
Select Bank
Skinner Construction
Columbia Gas

Toler Insulation
Bug Man Exterminating
Bank of the James
Mortgage
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
Carpetland USA
Wells Fargo
Yates Homes
Lynchburg Garage Door
Boxley Materials
Foxcrest Developers
First National Bank
Wellington Builders
Lilly Construction
Discount Portable Toilets
First Bank & Trust
Showerdooronline
Servus Capital Management

the prevention of falls, solutions to protect against and arrest falls, and the rescue of a fallen worker.

Register for one of the upcoming sessions hosted by HBAs across the country.

July 18 – Harrisonburg, Virginia

Hosted by Shenandoah Valley Builders Association
Location: Eagle Carpet (Community Room): 1188 Port Republic Rd., Harrisonburg, VA 22801

[Click Here to Register!](#)

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

■ **Mirror Place dba Showerdooronline** has joined the HBACV. The company is headquartered in Roanoke and is a leading online distributor and supplier of quality bathroom parts including frameless bath enclosures and custom designs, with a full selection of color finishes. The firm uses a simple design and ordering process which provides customers simple templates for accurate and specific measurements. Products are shipped directly to customers and contractors. Located at 3966 Pittner Road, Roanoke, VA 24014.

■ **Interested in Joining the HBACV?** Contact a member, or go to our web site www.hbacv.org or contact executive director Bob Morgan at 385-6018 or bob@hbacv.org.

■ **Building a vibrant association.** 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.

Virginia Board for Contractors

The Board for Contractors licenses businesses engaged in the construction, removal, repair, or improvement of facilities on property owned by others. **Contractor licenses** consist of two parts: the **class** of license (A, B, or C), which determines the monetary value of contracts/projects that may be performed, and the **classification/specialty**, which determines what *type* of work is allowed.

A contractor's license is required in Virginia when a project on property owned by others exceeds \$1,000.

Class A Contractor Requirements:

- Complete 8 Hour Pre-Licensing Course
- Pass General, Advanced, and Law exams
- Pass any specialty exams required for your trade
- Submit an Application to the State
- Show 5 years experience and a net worth of at least \$45,000

Class B Contractor Requirements:

- Complete 8 Hour Pre-Licensing Course
- Pass General and Law exams
- Pass any specialty exams required for your trade
- Submit an Application to the State
- Show 3 years experience and a net worth of at least \$15,000

Class C Contractor Requirements:

- Complete 8 Hour Pre-Licensing Course
- Pass any specialty exams required for your trade
- Submit an Application to the State
- Show 2 years experience



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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

Thank You To Our 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.

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NAHB
National Association
of Home Builders

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