

# The Builder



March 2019

## Code Changes Class Next week

A free seminar conducted by building officials from Bedford County and the City of Lynchburg will be held on Wednesday, March 20. The event is sponsored by the Home Builders Association of Central Virginia. The seminar will review the significant changes to the 2015 Virginia Residential Codes which will go into effect in September.

The free seminar is open to HBACV members as well as non-members. The seminar will be held at The Meeting Place in Wyndhurst from 2 pm until 4 pm. The Meeting Place is located at 105 B Tradewind Drive, Lynchburg, 24502.

While free, attendees must register for the event no later than March 18. The seminar will be relevant to developers, contractors, builders and tradesmen and will touch on residential, mechanical, plumbing and electrical. The session is meant to introduce and explain the changes.

The session will be led by Donnie Dillion from the Bedford County Division of Building Inspection and Doug Saunders of the City of Lynchburg Inspections Division.

Attendees can register by emailing [bob@hbacv.org](mailto:bob@hbacv.org) or calling the HBACV office at 385-6018.

## INSIDE

**MEMBERS OF THE YEAR:**  
Speck, Hepler, Richman,  
Vaughan - page 4

**WHO ARE Members of  
the Month** - page 6

**GENERAL ASSEMBLY:**  
Northam signs Proffer  
bill - page 3

**\$10,000 RAFFLE:** Get  
your tickets before it sells  
out - page 7

**FALL HOME SHOW:**  
HBACV will promote new  
Home Show - page 8

**RAIN, RAIN GO AWAY:**  
Record precipitation  
delays work - page 10

**HBACV SCHOLARSHIP  
AVAILABLE:** April 10  
deadline - page 11

## EPA, Corps Publish Proposed WOTUS Rule

The Federal Register on Feb. 14 published a [new proposed rule](#) for “waters of the United States” (WOTUS) that will resolve years of uncertainty over where federal jurisdiction begins and ends. The Environmental Protection Agency and the U.S. Army Corps of Engineers will take comments on the proposal for the next 60 days.

The proposal would exclude from federal regulation short-lived ponds, streams and tributaries that only flow in response to a rain event. It would also exclude wetlands that are not directly connected to federally-regulated bodies of water.

## ICC 2018 Codes Changes Mostly Positive

The results of the ICC Group A 2018 model codes vote have been finalized, and NAHB got many of the changes it fought for – and succeeded in blocking many undesired changes – thanks in large part to member mobilization.

Overall, NAHB saw favorable votes on 87% of the [codes proposals](#), including 92.5% of high-priority proposals.

NAHB produced a voting guide highlighting the proposals that would have the greatest impact on home builders. NAHB members who signed up for the [One & Done campaign](#) were encouraged to share the guide with at least one voting code official in their area.

## NAHB Weighs In on Judicial Deference Case

NAHB has filed an amicus brief on a Supreme Court case that has widespread implications for how courts handle challenges to federal agency regulations.

The case, *Kisor v. Wilkie*, considers whether courts should defer to an agency’s interpretation of its own regulations, known also as *Auer* deference. NAHB has long been concerned that [judicial deference](#) can create incentives for agencies to avoid formal rulemaking processes or to create vague regulations that they can interpret as they see fit.

## HUD Shortens Inspection Notices

Public housing authorities and private owners of HUD-subsidized apartment developments will have only 14 days advance notice of [scheduled inspections](#) under a newly announced HUD policy.

This is a drastic reduction from the current notice period, which can frequently extend up to four months.

The shorter advance notice of 14 days on scheduled inspections will become effective in late March.

## H-2B Visa Program Reaches Cap for 2019

Home builders seeking to access the H-2B temporary worker program to ease labor shortages will find that all available visas have been allocated for the current fiscal year. No new applications will be accepted for employment start dates before Oct. 1, 2019.

The [H-2B program](#) allows employers to hire temporary foreign workers for seasonal, non-agricultural jobs.

NAHB continues to press Congress and the Department of Homeland Security to expand the program.

# Governor Signs HBAV-backed Proffer Legislation

Governor Ralph Northam has signed the proffer legislation passed by the General Assembly which opens lines of communication between the building industry and local governments and adds flexibility to Virginia's proffer system. The bill, which becomes law on July 1, was introduced after extensive discussions between the Home Builders Association of Virginia and local governments regarding the challenges of implementing the 2016 Proffer Law.

The 2016 law impacted localities in many ways – in some areas, residential rezonings stopped or were significantly curtailed. Housing is a critical component of a robust economy and right now, demand for new housing far surpasses available supply - that stark reality has serious implications for housing affordability and economic development. "We are hopeful that this legislation will re-open the lines of communication between the industry and local governments about a residential development's impact on local infrastructure," said Andrew Clark, Vice President of Government Affairs for the Home Builders Association of Virginia.

**The details:** Senate Bill 1373, patroned by Senator Barbara Favola, passed the Senate 29-10-1 and passed the House 92-7. The house bill was patroned by Delegate Bob Thomas. The legislation was supported by a broad coalition which included all 15 regional Virginia Home Building Associations, the Home Builders Association of Virginia, Virginia Association of Realtors, Virginia Association for Commercial Real Estate, and most all local and Regional Chambers of Commerce.

"Although this bill addresses some very serious concerns that have been raised over the last two years, we must continue to work in partnership with local governments to remove impediments to smart land-use planning and other barriers that have restricted the availability of housing at all price points," said Craig Toalson, Chief Executive Officer of the HBAV.

**The Background:** Three years ago the General Assembly enacted SB 549 (the "2016 Proffer Law") in response to growing sentiment in the housing industry in some regions that Virginia's proffer system had evolved from a system of reasonable and voluntary mitigation of a development's impact on a locality's infrastructure to one of forced exactions with varying degrees of disconnect from a development's actual impact on public facilities. Implementation of the 2016 Proffer Law has been varied: some localities have continued to process and approve residential rezoning applications while others believed the legislation crippled the ability to adequately address the impact of new residential development on infrastructure.

The purpose of Virginia's proffer system is to allow landowners and local governments to negotiate terms and conditions by which a property could be developed. It was also intended to address concerns of the surrounding community goals and objectives. One of the concerns was the 2016 law limited the ability of both side to discuss and agree upon the types of proffers that could mitigate concerns raised by local governments and the surrounding community during the review process. The new legislation allows local governments and applicants the flexibility to voluntarily offer and accept different types of on-site and off-site proffers, while still preserving the long-standing legal principle that proffers are voluntary.

# Speck, Hepler, Richman, Vaughan Cited

The Home Builders Association of Central Virginia presented its 2018 members of the year awards at its February Hammer Time hosted by The Floor Show / Carpet One.

Sandy Speck with Assurance Financial was named Member of The Year for her ongoing support of the association throughout 2018. Joe Hepler with Craftsman Custom Home Builders was named Builder of The Year; Rosalie Richman with BB&T was named Associate of The Year and Tommy Vaughan with Central Technology Solutions was named New Member of The Year. Making the presentations were HBACV President Brent Lilly and Executive Officer Bob Morgan.

Speck is in her second year as a Board of director. While Assurance is new to the HBACV, joining in 2017, Sandy has been actively involved with the Association for more than a decade. In the past 16 months Sandy and her team at Assurance have actively sponsored and participates in just about every HBACV event. She is a difference maker of the HBACV.

Hepler, with Craftsman Custom Home Builders, is our current 1st Vice President and has been an officer, board member and committee member for more than a decade. Craftsman has been an active sponsor, Hammer Time host and participant of numerous HBACV events.

Richman, along with BB&T, has been an active member, director, officer and committee



**Member of the Year Sandy Speck, left photo, and Builder of the Year Joe Hepler, right photo, pose with HBACV President Brent Lilly**

member and committee chairman. She and colleague Allen Dukes helped get BB&T to be a sponsor and active participant of several 2018 events including the Golf Tournament and Christmas Gala.

Vaughan is owner/president of CTS which joined in February a year ago. CTS has been an active sponsor and participant of several events including Touch A Truck, Golf Tournament and the Christmas Gala.

The hammer Time event was hosted by the great team at The Floor Show / Carpet One, led by Nancy Fitzgerald and Chase DeWitt. The association welcomed new members Countryside Services and Pella Direct of Greensboro NC at the meeting.

## **Pinnacle Cabinetry hosting Next Hammer Time on March 19th**

The March Hammer Time meeting will be next week, Tuesday (March 19) from 5 pm to 7 pm and is being hosted by Pinnacle Cabinetry at its location in Wyndhurst. The address is 113 Tradewind Drive, Lynchburg, 24502. Plenty of networking, food and beverages. We will also begin our push for the \$10,000 raffle.

## HUD's Carson Looks to Work With Builders on Affordability

Secretary of Housing and Urban Development (HUD) [Dr. Benjamin Carson](#) discussed how the government and home builders can work together to tackle the nation's affordability crisis in an address to the NAHB Board of Directors during its meeting in Las Vegas.

The HUD secretary stressed the importance of reducing regulatory costs, stating that he often cites NAHB research that shows nearly 25 percent of the cost of a single-family home stems from federal, state and local regulations and that the cost is even higher for multifamily development. "We are looking into ways that

would incentivize local officials to cut back on archaic state and local regulatory barriers, such as outmoded zoning and land use restrictions," said Carson. "The free market may be guided by an 'invisible hand,' but unnecessary government and regulatory barriers act like 'invisible handcuffs.' It's time to untie the hands of our nation's home builders by putting the 'free' back into the free market."

Before addressing NAHB's board members, Carson participated in the 75th anniversary of the International Builders' Show by touring the latest building products and innovations on the exhibit floor.

### Home Buyers' Green Preferences

When home buyers think green, they think of features that will save energy and improve indoor air quality, according to [survey results](#) released by NAHB at IBS. NAHB surveyed 4,000 prospective buyers on features they prefer to have, including eco-friendly components and designs. To achieve energy efficiency goals, buyers would most prefer ENERGY STAR rated windows and appliances, efficient lighting (using less energy than traditional bulbs), and insulation higher than required by code. More than half also want indoor air quality features such as a home dehumidification system, an electronic air cleaner and low volatile organic compound materials.

### NAHB Elects 2019 Leadership

NAHB's board of directors elected Connecticut home builder Greg Ugalde as 2019 [Chairman of the Board](#) during its winter meeting. Dean Mon, a New Jersey-based builder and developer, was elected First Vice Chairman. John "Chuck" Fowke, a Tampa, Fla.-based home builder, was elected Second Vice Chairman. Jerry Konter, of Savannah, Ga., joined the NAHB leadership ladder with his election as Third Vice Chairman. The 2018 NAHB Chairman Randy Noel, from LaPlace, La., remains on the leadership team as Immediate Past Chairman.

Rounding out the association's leadership is NAHB Chief Executive Officer Jerry Howard, from Washington, D.C.

## Boxley's Craighill Receives Business Alliance Accolade

Ed Craighill of HBACV member Boxley Materials was recognized by the Lynchburg Regional Business Alliance with the F. M. "Dink" Cloyd Award for volunteer service. The award was given at the Alliance's annual meeting in late February and is one of its top accolades.

Craighill, Vice President for Sales and Corporate Development for Boxley, is a past Board of Director for the Alliance as well as board chairman.

He is also a past HBACV Board and Committee member. The Boxley website says, "His passion for delivering exemplary customer service and quality products have helped propel Boxley to the top. Ed leads the cross-discipline sales team and is responsible for sales across all business lines."

## Builder/Contractor Member of the Month



# Scott Elliott



Scott Elliott is President of Custom Structures, a firm he founded in 2003. The firm has evolved from a one-person operation to a vibrant design firm employing more than 25 professionals striving for excellence and craftsmanship. "We understand that our client's homes are their sanctuary and one of the biggest investments they will ever make," Elliott said. "We are honored to take on the role of making our client's dreams come true."

**The details:** CS has been an active HBACV member since 2005. Elliott served on multiple committees and was HBACV President in 2015.

**Contact:** (434) 832-0040

**Website:** <http://www.customstructuresinc.com>

**Address:** 1934 Graves Mill Rd, Lynchburg, Virginia 24502



## Associate Member of the Month

# Rich Edwards



Rich Edwards has been with Bank of the James Mortgage for more than 15 years and is a vice president and Mortgage Loan Officer. He has been active the HBACV for more than a decade. "I've helped hundreds of families realize their home ownership goals. ... A mortgage loan can be a very complicated and sometimes confusing process for the homebuyer. I understand these concerns and place a great deal of importance on always communicating with

my clients," Edwards said.

**The details:** Edwards has been an active member since 2005. Edwards has served on multiple HBACV committees.

**Contact:** (434) 534-8090

**Website:** <http://www.bankofthejames.bank/#>

**Address:** 17000 Forest Road, #A, Forest VA 24551

# 2019 HBACV LEADERSHIP

## **Executive Committee:**

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

## **Board of Directors**

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

## **HBAV BUILD-PAC:**

Chris Hargis, trustee

## **HBAV Legislative:**

Chris Hargis, HBACV rep

## **HBAV Associates:**

Rosalie Richman, 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)



## The HBACV Scholarship Fundraiser

# \$10,000 Raffle



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

### The Academy Center of the Arts

Joy & Lynch Christian Warehouse Theatre | 519 Commerce Street | Lynchburg, VA 24504

**Tickets: \$125**  
(admits two adults)

Nine Other  
Cash Prizes  
Also Awarded

For tickets, email  
[bob@hbacv.org](mailto:bob@hbacv.org)  
or call 841-7588.

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 Friday, April 26**

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

#### Need Tickets:

Call  
385-6018  
or email:

[bob@hbacv.org](mailto:bob@hbacv.org)

## Assurance Financial Is Presenting Sponsor For \$10,000 Raffle

Assurance Financial has stepped up as the presenting sponsor for the Home Builders Association of Central Virginia Annual \$10,000 Raffle, our major fund raiser for the College Scholarship Fund. The event, will be held April 26 at the Academy Center for the Arts Warehouse Theatre Space.

In addition, Select Bank will be Ticket Sponsor and Bank of the James will be the Lobby Sponsor. Beverage and Food sponsorships are still available.

The event is again expected to sell out with only 250 tickets available. Each ticket admits two adults and is your "chance" to win one of four cash prizes totaling \$10,000.

Additional sponsorship opportunities are also available for this popular event.

Tickets are available from HBACV Board of Directors members, raffle committee members or the HBACV office.

This popular event again features great food catered by SuzyQ and two open bars. The event begins at 6 pm and continues until the grand prize ticket is drawn. There will also be a DJ and great music.

The cash prizes - a chance to win part of \$10,000 - is the main draw. This year we will be awarding four main 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 "cash" prizes will also be awarded.

For information or to purchase tickets contact [bob@hbacv.org](mailto:bob@hbacv.org) or call (434) 841-7588.

# Home Show Event Moving to Mall with August Date

The Central Virginia Business Coalition Home & Garden Showcase, which is being supported by the Home Builder Association of Central Virginia, has been moved to a late summer date and a new location to better accommodate exhibitor and member needs.

The event is now scheduled for the weekend of August 10 and will be held at the former Macys' space at River Ridge Mall. HBACV members will receive discounted rates on booth and exhibition space. The exhibitor fees are expected to be below \$500 for HBACV and CVBC members. The final

schedule and details of the event will be announced in mid-April. (This event is not affiliated with the home showcase held in this same location in February.)

The main Central Virginia Business Coalition sponsor for the event is Wooldridge Heating Air & Electric., also an HBACV member.

More information about the show will be made available from the Central Virginia Business Coalition, formerly known as the Retail Merchants Association, in April.

NEED INFO: Contact Heather Alto at (434) 528-1732 or [heather@lynchburggrma.com](mailto:heather@lynchburggrma.com).

## Builders' Show Largest in 10 Years

More than 67,000 home building professionals filled the exhibit halls of the Las Vegas Convention Center as NAHB hosted the 75th anniversary of the [International Builders' Show \(IBS\)](#) Feb. 19-21. The IBS and the Kitchen & Bath Industry Show once again combined for the annual Design & Construction Week®, which drew a total of more than 100,000 attendees.

"As the International Builders' Show celebrates 75 years, it remains the premier event for the housing industry," said Geoff Cassidy, NAHB senior vice president of exhibitions and meetings. "With the largest attendance in 10 years, we're proving once again that IBS is the only place to experience such a diverse collection of innovative products, education sessions and networking opportunities in one place."

Exhibit space at the IBS also expanded from last year's 583,000 square feet to more than 608,000 square feet, where nearly 1,500 exhibitors displayed the latest in building products and technology.

In all, DCW featured more than 2,000 exhibitors occupying more than one million square feet of indoor and outdoor spaces. Many of the exhibitors noted the increased foot traffic this year.

In addition to meeting suppliers and seeing product demos throughout the three-day show, attendees networked with peers and attended any of more than 130 education sessions led by experts on a wide range of industry topics.



## Problem Solvers Seek Bipartisan Solutions

U.S. Reps. Tom Reed (R-N.Y.) and Josh Gottheimer (D-N.J.) expressed support for working together on a bipartisan basis to advance housing issues in a roundtable discussion moderated by 2019 Chairman Greg Ugalde during NAHB's Board of Directors meeting at the International Builders' Show in Las Vegas.



**NAHB's 2019 Chairman Greg Ugalde (left) moderates a discussion with U.S. Reps. Tom Reed (R-N.Y.) and Josh Gottheimer (D-N.J.).**

Reed and Gottheimer are the co-chairs of the influential [\*\*Problem Solvers Caucus\*\*](#), a group of 24 Republican and 24 Democratic lawmakers dedicated to finding common ground and breaking the partisan gridlock in Congress.

"We're the only bipartisan group in Washington, D.C. that is organized," said Gottheimer. "We will vote as a block when we get to a consensus position and we are making a difference."

When asked by Ugalde what issues the Problem Solvers Caucus would be willing to tackle, Reed responded: "Housing affordability is a very important issue." He called for removing red tape on zoning and working to create economic opportunities for builders on the ground.

"Housing is a great issue that we will certainly look at to see what can be done there," added Gottheimer. "We can be a great testing ground for this issue."

The lawmakers are open to growing the ranks of their caucus, but want to make sure they find the right representatives who are willing to work across the political aisle to get things done.

## MEMBER NEWS

**MEMBER ONE FCU will hold a free seminar on Saturday, March 16 from 10:00 am until 11:00 am at the Forest Public Library, 5583 Forest Rd., Forest, VA 29551.**

**Topics covered by Member One mortgage expert Jeremy Mezzano are: The pros and cons of renting vs. owning; Determining a home buying budget; The loan options available; The minimum requirements for purchasing a house.**

**There will be raffle prizes, giveaways, and Panera® coffee and bagels.**

**CAPS CLASSES IN MAY: The Roanoke Regional Home Builders Association will host the Certified Aging-in-Place Specialist classed May 13-15 at its Salem office. HBACV members can attend all three sessions for the member cost of \$500. (Non-member cost is \$605).**

**For details or to register please contact Amy Lowman with RRHBA at 540-389-7135 or by email [alowman@rrhba.com](mailto:alowman@rrhba.com).**

# Continued wet weather impacts scheduled projects

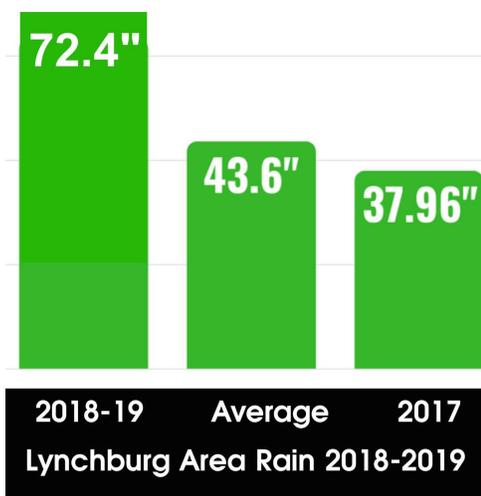
The streak of rainy and wet weather has impacted many building projects in the area this season, according to reporting by Lynchburg TV Station WSET.

Bob Morgan of Home Builders Association of Central Virginia said in a recent interview with WSET this weather not only impacts the builders and the trades doing the actual building, but the entire process from real estate professionals and lenders to suppliers and distributors

Many residential and smaller commercial projects in the area have been put 2 to 6 months behind because of the continued wet weather, going back to last summer.

He said any site work that deals with excavating and laying foundation has to wait until the ground dries and stabilizes.

"We are all hoping for a long period of good or regular weather," Morgan said. "Seven days of crisp,



windy, dry weather would really have a significant impact in getting things back to where it needs to be."

Morgan said builders are telling him once the weather clears it will become a scheduling challenge because everyone wants and needs to get back on track immediately.

"The ground saturation impacts any large equipment from concrete trucks to large delivery vehicles carrying brick, stone framing lumber and other materials," Morgan said.

Costs can go up due to the delays. "It impacts costs because the contractor budgeted for a simple concrete pour truck and now you need a large crane pump truck to get the concrete in - and that's expensive," Morgan said.

There is a level of irony because across the area for 2018, building permits for small commercial projects and residential new builds are the best since 2010, but mother nature is not helping these projects come to fruition.

Aflac Has  
A Heart  
for  
HBACV



Being a member of HBACV has its privileges and one of our newest members brings another benefit to the Association. Amy Conley is our local Aflac representative who can work within the Home Builders Association to provide supplemental health insurance.

Aflac is different from health insurance: it's insurance for daily living. While major medical pays doctors and hospitals, Aflac pays cash benefits directly to you, unless otherwise assigned. Benefits are paid regardless of any other coverage you may have, even worker's compensation. And because we want you to be able to focus on getting better and not worry about how you'll pay the unexpected medical bills or other everyday living expenses such as rent or mortgage, Aflac focuses on getting you cash as quickly as possible. Most claims are processed within 24 hours, and you use the money however you see fit.

Amy provides superior customer service and personal commitment to each of her clients. Contact her by email at [amy\\_conley@us.aflac.com](mailto:amy_conley@us.aflac.com); or by phone at (434) 665-4579.

Make the connection and in as little as 7 minutes, Amy can help determine if Aflac is a good fit for you!

# Annual HBACV Scholarship Now Accepting Applications

The application window has opened for the HBACV annual Scholarship competition. The HBACV provides four college or Trade School scholarship grants each spring. Parents of eligible children or grandchildren can get an application on the HBACV website or from the HBACV office.

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 / trade school student.

Applications deadline is April 10. The application is available online at [www.hbacv.org](http://www.hbacv.org) and at the HBACV office at 20334 Timberlake Road, Ste 3.

Contact EO Bob Morgan for additional information.

## 2019 Renewals & New Members

Thank You for your ongoing support of the Home Builders Association of Central Virginia (\*indicates new 2019 member)

**AmeriGas**

**Aquabarrier**

**Bugman Exterminating**

**Carpetland**

**Columbia Gas**

**Countryside Land Co.\***

**Craftsman Custom Home**

**David James Homes**

**Designer Solutions**

**Fisher Drafting & Design**

**Foster Fuels**

**LG Flint**

**Lynchburg Ready-Mix**

**Morcom Building**

**Nelligan Insulation**

**Overhead Door Co.\***

**Perimeter Roofing\***

**RM Gantt**

**Toler Insulating**

**Skinner Construction**

**84 Lumber**

**Interested in Joining the HBACV?** Contact a member, or our web site [www.hbacv.org](http://www.hbacv.org) or contact executive director Bob Morgan at 385-6018 or [bob@hbacv.org](mailto:bob@hbacv.org).

## The Annual Membership Drive

Active and growing membership is paramount to the success of a local HBA and the Homes Builders Association of Central Virginia is making this a priority in 2019. Our semi-annual membership drive (Jan. 1 - June 31) has begun with a goal of maintaining at least 80 percent retention of current members and increasing new members by 20 percent or more.

The HBACV membership committee will be asking each member to approach others in the building industry they work with to discuss the value of membership. In addition, new recruiting and membership-value materials are available to you from EO Bob Morgan. These materials can help in articulating the benefits of the association.

As an incentive the NAHB is offering triple spike credits for each builder and associate member you recruit through the year. For rules and details [nahb.org/2019MembershipDrive](http://nahb.org/2019MembershipDrive).

## Second Rebate Class Coming in May

Because of member requests, a second class explaining the Member Rebate program will be scheduled in May. Nine members attended the March class and learned how membership in Home Builders Association of Central Virginia provides you with a chance to save and earn hundreds of dollars each year in rebates and discounts.

In May the HBACV will schedule its second "lunch & learn" session. The exact date will be announced in April. The class explains how to apply and receive these benefits. The process is simple and easy.

Click here to see the [HBAV Member Rebate Program](#) which incorporates the products most builders and remodelers already use. The process is as simple and each time you complete a home or remodel project, you'll be putting money back in your pocket. When you participate in the HBAV Member Rebate Program, every home you build can earn you rebate checks! Remember, both Builders AND Remodelers qualify for the HBAV Member Rebate Program.

HBACV members can access each program by clicking to download an overview of all discounts including phone numbers and program codes. [NAHB Member Savings Program](#) is a benefit of being an HBACV member. You have access to discounts and savings opportunities offered by many top companies.

### Here are some of the companies involved:

- **National Home Builders Association Member Advantage** plan includes services and retailers like Nissan, General Motors, UPS, Dell, Lowe's, Chrysler/Dodge/Ram/Jeep, Hertz, Avis, Office Depot, Amazon, Capital One, GEICO and more. These discounts can include direct cash discounts or percentage discount up to 24% on some products.
- **Member ReBate Program** provides rebates paid directly to you for more than 50 different product lines including roofing, gutter, siding, plumbing, floor coverings, paint, electronics, lighting, HVAC, metal insulation and many more - product lines from AZEK and Delta to VELUX and ZURI.
- **Home Builders Association of Virginia** National Purchasing Partners network.  
It is simple and direct and can be used by the member business and its employees. Among the services and retailers are Verizon, Best Buy, Office Depot/Staples, Sherwin Williams, AirGas, Skechers and more.

## CALENDAR OF EVENTS

- **March 14:** Spring State HBAV Board and committee Meetings. In Richmond, 9 am - 3 pm.
- **March 19: Hammer Time** - HOSTED by PINNACLE CABINETRY located in Wyndurst at 113 Tradewind Drive, Lynchburg, 24502 from 5 pm - 7 pm.
- **March 20: CODE CHANGE SEMINAR.** At the Meeting Place in Wyndhurst. Review with local building officials on changes to State Uniform Building Code. 2 pm to 4 pm. Contact HBACV Office to Register.
- **April 16: Hammer Time** - Membership Drive HOSTED by ASSURANCE FINANCIAL) 5 pm - 7 pm.
- **April 26: Spring \$10,000 Raffle** - At The Academy of Fine Arts in downtown Lynchburg. 6 pm - 10 pm. Four Cash Prizes. Food, Beverages and Fun! (Sponsorships available - tickets now on sale.)
- **May 13-15: CAPS Classes.** Hosted for regional HBAs at Roanoke Home Builders Association in Salem.
- **May 21: Hammer Time** - Membership Drive HOSTED by Ferguson Enterprises) 5 pm - 7 pm. Scholarship winners announced.

# Contractor Business Building Workshop



Seasoned business owner to new contractor, everyone needs to make time to focus on their business. Take some time to work through discussions and see your business from a new perspective.

Thursday, April 18, 2019

10 am – 1 pm

Fairfield Inn & Suites, Lynchburg VA

- ✓ Recognize your personal/business roadblocks and how to clear them
- ✓ Specify how your business should fit into your personal life, so you can take your time back
- ✓ Define what the business will become to feed your personal goals
- ✓ Learn practices to help with the issues in your business: hiring, delegating, sales and managing

Lunch is provided, so please reserve your spot here:  
<https://www.bluestonebusinesscoach.com/programs>

Brought to you by:



## Prime Building Lot For Sale



Get ready to build on this prime Campbell County 2.24 acre lot on scenic Austin Mill Rd. Near New London Village and London Downs Golf Course. Prime restricted land in small upscale subdivision. Level with gentle roll and great mountain views. Listing Price \$78,500. [Click here](#) for full listing info.

**Interested? Contact Liz Dawson.**  
**[liz@lizrealtor.com](mailto:liz@lizrealtor.com) or (434) 660-1309.**

## HBACV Members cited in Best of Lynchburg and in CVBC Awards

More than 20 HBACV members were among the businesses awarded as **Lynchburg Living Best Lynchburg 2019**.

Member selected were Bank of The James, BB&T, First National Bank, Member One FCU, Wells Fargo, Creative Edge Design, Piedmont Floors, The Floor Show/Carpet One, Rempfer Construction, Wooldridge Heating Air Electric, Davis Heating & Cooling, Foster Fuels, Francis Oil, Watts Petroleum, F&S Building Innovations, Custom Structures, Ferguson Enterprises, Central 21 Real Estate, Dawson Ford Garbee BHHS, More than 203,000 votes were cast in the online balloting. Ynchburg Living is an HBACV member.

**Francis Oil was selected as the Business of The Year** by the Central Virginia Business Coalition (former the Lynchburg Retail Merchants Association). Francis Oil & Propane Inc. is a family-owned and operated business established in 1956. Based in Campbell County, its services include propane, gas logs, heaters, gas appliances sales and service, diesel fuel and heating oil. It serves construction, residential and commercial customers.

# 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:** 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.

## HBACV MEMBER NEWS

- **The Overhead Door Company of Lynchburg** has joined the HBACV. The Charlottesville-based franchise, owned by Chris Shaner, has taken over the Lynchburg territory and opened a facility at 3504 Mayflower Dr, Lynchburg, VA 24501. The local site manager is Chris Dills. He will be the company's main participating member. Overhead Door has been a member of the Blue Ridge Home Builders Association for more than a decade. Overhead Door is a full services firm selling and installing residential sectional doors and commercial sectional and coiling doors. It's service area covers the HBACV membership area and beyond. Office phone is (434) 845-3955.
- **Countryside Service Company** has rejoined the HBACV. Countryside, a land development firm, is based in Staunton and has offices covering Central Virginia. Local rep is Brian Brown (540) 294-3271. Countryside currently has building sites available at Stratford Place and Elon Forest in Amherst County; Troublesome Creek in Campbell County and Stockton Lake near Farmville. Call for details.

# 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 (385-6018). Building your HBACV network allows you to provide members and customer 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).

Members  
Save Millions

*Put Your NAHB Membership  
to Work Now.*

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

[nahb.org/Savings](http://nahb.org/Savings)

SAVINGS

The graphic features a dark blue background on the left with white text and a dotted line leading to a large blue circle on the right containing a white icon of a computer monitor and a tablet. The word "SAVINGS" is written in white capital letters at the bottom of the circle.



# Spring is home building and home buying season

It's no coincidence that people are generally happier in springtime. Compared to the colder, darker days of winter, spring is the opportunity for a fresh start – from planting a new flowerbed to starting a new baseball season. And for many Americans, it's when they plan on buying a new home. As the momentum of home buying season continues to grow, the home building industry celebrates New Homes Month in April.

As a builder member of the HBACV, you should be developing promotional plans for the spring and using April - New Homes Month - as a springboard. If you need help with ideas talk with EO Bob Morgan for information available through your local association and from the National Association of Home Builders website.

At this time of year, millions of people are searching for a new home that's perfect for their lifestyle. That is why you want to take this month-long opportunity to showcase the many advantages of owning a newly-constructed home.

Many home buyers are seeking a unique new home that offers energy efficiency, spaciousness and warranties. They also want the ability to select their favorite appliances, flooring, paint colors and other design elements to give their home a personal touch from the day they move in. There are many other benefits of owning a new home that might be less obvious, but are often found to be just as valuable.

**Strong Sense of Community:** Many home builders will host community parties to help neighbors of all ages meet and connect.

**Room to Entertain:** Today's home builders are creating more open spaces for convenience and modern living.

**A Clean Slate:** In a new-built home everything is already just the way you want it.

**Peace of Mind:** New homes can accommodate today's advanced technology and be customized to meet the individual homeowner's needs. And knowing that the home was built to the latest safety codes gives the owner added assurance.

### HELP US HELP YOU: Promote your event with **The Builder**

- **Let your Home Builders Association of Central Virginia team know if you have any special promotional plans for your business to celebrate National Remodeling Month in May.**
- **Contact EO Bob Morgan about open houses for new homes, spring and summer incentive packages for customers and clients.**