

# The Builder



July 2020

## Companies Have 60 Days to Create A Covid Workplace Safety plan

Virginia's new coronavirus workplace emergency safety regulations went into effect this week. Companies have 60-days - now until Sept. 22 - to create a response plan and implement safety measures to protect people from being infected with the coronavirus at work.

Companies could face financial penalties (up to \$130,000 for large employees like poultry plans) if they are found to have violated the policies.

The rules will last for at least six months.

The regulations require that employees be notified within 24 hours if a co-worker tests positive for the virus.

Under the rules, employees who are known or suspected to be positive for COVID-19 cannot return to work for 10 days or until they receive two consecutive negative tests.

The rules also set requirements for social distancing in workplaces and face coverings for employees who have contact with the public, and require access to hand sanitizer and hand washing along with frequent cleaning of

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high-contact surfaces.

The complete explanation of the new regulations can be found [here CLICK HERE](#). This is the guidance being provided by HBAV through William Mullens law firm. The HBAV is setting up a webinar for Aug. 7 to provide additional guidance specific to the housing and building industry. You click on the announcement item on the next page to register.

Virginia's Department of Labor and Industry developed the regulations. The state's Safety and Health Codes Board held four lengthy online meetings over several weeks to discuss and amend the rules.

## KEY PROVISIONS OF THE REGULATION

### **In all circumstances Virginia employers will have 60 days to:**

- Assess the workplace for hazards and job tasks that potentially can expose employees to COVID-19. Employers shall classify each job task performed by employees into one of the Exposure Risk Levels;
- Inform employees of the methods to self-monitor for signs and symptoms of COVID-19 and encourage them to do so;
- Develop and implement policies and procedures for employees to report when they experience symptoms consistent with COVID-19, and no alternative diagnosis has been made. In such circumstances, the employer must designate the employee as "suspected to be infected with SARS-CoV-2 virus";
- Make sure that employees and others known or suspected to have COVID-19 are not allowed to report or remain at work or on a work site (including a customer site) until they are cleared to return to work or the job site in person;
- Ensure that sick leave policies, including the Families First Coronavirus Response Act, are in place and that employees are aware of these policies;
- Instruct all subcontractors and companies that provide the employer with contract or temporary labor that any of their workers suspected or confirmed to have COVID-19 must leave work and must stay at home until they are cleared to return to work and that the contracting companies must adopt non-punitive sick leave policies;
- Establish a system to receive positive tests by employees, subcontractors, contract employees, and temporary employees who worked at the place of employment within the 14 days prior to the positive test .
- Notify within 24 hours of discovery of a positive test employees and others who were present on the worksite and the building/facility owner when the employer has a reasonable belief that such employees or others may have been exposed.

## Hampton Roads Area reverts back to Phase II

On Tuesday, Governor Northam set new restrictions on the Tidewater/Hampton Roads area starting July 31 in response to an increase in COVID-19 cases there. Bars will be effectively closed, restaurants will operate at 50% capacity indoors, and social gatherings will be limited to 50 people. These restrictions will not effect the rest of the state, and rest of Virginia will continue to have the same restrictions as before.

The HBACV leadership stresses the importance that our members do their part to be safe and slow the spread, so that Central and Western Virginia does not eventually face the situation currently in place in Tidewater/Hampton Roads.

While the rest of the state will remain under the Phase 3 guidelines, private and public gatherings in the state's eastern region will be limited to 50 people reduced from the current gathering limit of no more than 250 in the rest of the state. Both Phase 3 an Phase 2 guidelines say that parties must be socially distanced in indoor and shared spaces.

The Northam administration is also moving to shut down bar activity on the eastern part of the state, and as such, will mandate that all restaurants stop serving alcohol at 10 p.m., and close down for service at midnight.

The stricter guidelines will only apply to eastern region: Virginia Beach, Chesapeake, Norfolk, Suffolk, Portsmouth, Hampton, Williamsburg, Newport News, Poquoson, James City County and York County.

## Virginia Department of Labor and Industry Emergency Standard Regulations: Requirements for Virginia Employers

### HBACV SEMINAR

Friday, Aug. 7 | 10:00 am

**Join the Home Builders Association of Virginia for a free HBACV member only webinar. David Burton, Partner at Williams Mullen, will cover the requirements to comply with the Virginia Department of Labor's Emergency Regulations.**

The following topics will be covered:

- Outline of DOLI Emergency Regulations
- Virginia Employer Requirements to Comply
- Resources for Compliance
- Deadlines for Employer Compliance

[CLICK HERE TO REGISTER](#)

### Links to Online Resources Relating to DOLI Regulations

- [Williams Mullen Legal Briefing](#)
- [Text of Regulation](#)
- [DOLI Outreach, Education and Training](#)

## HBACV \$10,000 RAFFLE COMING TO YOU LIVE SEPT.25

### Ticket Price Reduced, drawing to be broadcast

The HBACV \$10,000 Raffle is set for Friday, Sept. 25th and you will be able to see it live on the device of your choice. Because of COVID restrictions the event is now "Virtual" allowing you to buy your tickets at the reduced price of \$35.

The top four cash prizes are \$3,000, \$2,000, \$1,500 and \$1,000. These will go to the last four tickets drawn. There are also more than \$2,500 in merchandise prizes which will be drawn throughout the event. The drawing will begin at 7:30 pm.

While you won't get all the food, drinks and revelry that our past in-person events brought you, patrons now get the chance to win at less than a third of the "investment." Only 300 tickets will be sold and a sellout is expected.

Tickets will be available from HBACV members starting Aug. 6.

The broadcast of the drawing will be on a social media platform and only ticket holders will be able to view the event. The actual drawing will take place at the HBACV Board room. Ticket holders will receive the viewing access code the week of the event.

Anyone who had previously purchased a full-price ticket last winter can convert that ticket into three tickets and triple your chances of winning.

The \$10,000 raffle event is the main fundraiser for the HBACV College/Workforce Scholarship program.

"Our committee worked to come up with a different approach to this fun event and this will allow people to have a great chance at winning the cash prizes or one of the awesome merchandise prizes from the safety and comfort of their own home. It also allows us to still fund the HBACV Scholarship program so it will be a win-win," said committee co-chairman Laura Francis Borel.

The raffle was originally scheduled for March 27 at the Glass House but was postponed because of the pandemic. Safe distancing guidelines under Phase III made it impossible to hold the event in manner as past years. The event generally draws more than 300 patrons and includes a large buffet, two open bars and a wonderful socializing and networking opportunity.

The committee fully hopes to return to that format for 2021.

The committee also wants to extend its "Thank You!" to the event sponsors who are supporting the virtual event: Assurance Financial, Bank of the James Mortgage, Central Technology Solutions, First National Bank, First Bank & Trust, The Floor Show/Carpet One, Fortress Foundation, John Stewart Walker, Kubota of Lynchburg, Long & Foster, Lynchburg Ready Mix and Select Bank.

#### HBACV VIRTUAL RAFFLE

#### TICKET PRICE: \$35

**297TH TICKET \$750 / 28TH WINS \$1,000**  
**299TH WINS \$2,000/300TH WINS \$3,000**

# New Home Sales Rise as Housing Continues Rebound

In another sign that the housing market is rebounding from the pandemic, sales of newly built, single-family homes rose 16.6% to a seasonally adjusted annual rate of 676,000 units in May, according HUD and the U.S. Census Bureau data.

A new home sale occurs when a sales contract is signed or a deposit is accepted. The regional increase was in the south, including Virginia, was 5.3%. Regionally, new home sales were up in all four regions: 6.8% in the Northeast, 9.5% in the Midwest and 4.4% in the West.

The home can be in any stage of the construction process: not yet started, under construction or completed.

Sales were likely supported by price incentive use in April along with lower interest rates. NAHB data indicated that two out of 10 builders used incentives.

The use of price incentives eased in May, as median new home prices increased to



\$317,900, a gain of almost 2%, year-over-year.

However, the April data was downwardly revised to a 580,000 pace, likely marking the low point of sales for the current recession. The April pace was 25% lower than the peak, pre-recession rate set in January.

The gains for [new home sales](#) are consistent with the NAHB forecast that housing will lead any economic recovery.

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## OSHA Red Cross and Fall Prevention Classes Coming

The HBACV will begin scheduling safety and OSHA training beginning in September. Look for emails with specific dates and times.

An **OSHA First Aid/Safety Card class** will be held “in-person” at either the HBACV office or the local Red Cross office. The six-hour class will be conducted by Dave Johnson with Safety Instructor Group & the Red Cross. There will be a per-person fee.

A **Job Site Fall Prevention training** will be offered as a “webinar” through the NAHB and OSHA. This class helps employees and employers identify and avoid fall hazards encountered during home building operations; the prevention of falls; solutions to protect against and arrest falls; and the rescue of a fallen worker. The webinar training will be free for HBACV members. A grant from OSHA & NAHB will cover all costs.



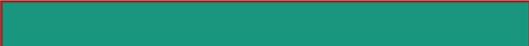
## November election is crucial and mail-in option now available

With the COVID-19 outbreak likely continuing into the Fall, the safest way to cast your ballot in November could be by mail. You no longer need an excuse to vote absentee in Virginia, and you can request your ballot today by going online. The web site is listed as a link below.

Record numbers of mail ballots are expected to be requested and submitted, which means longer processing times at the Department of Elections, and longer delays with the US Postal Service.

To ensure that your vote is counted, you should request and submit your ballot as early as you can. In Virginia 2020 is a federal election year and you will be voting for President, US Senate, and US House of Representatives.

<https://www.elections.virginia.gov/casting-a-ballot/absentee-voting/>



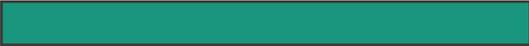
## COVID Forces HBAV To Cancel September Builders Summit

The 2020 Virginia Builders Summit & Expo scheduled for Sept. 29, at the Greater Richmond Convention Center in Downtown Richmond, has been canceled due to the COVID-19 pandemic.

The Virginia Builders Summit & Expo is a premier annual event bringing housing industry professionals together from across Virginia for one day. The event was to include 12 education sessions and a trade show with more than 80 exhibitors to showcase their latest products and services. The event will return in 2021.

The HBAV previously canceled the 2020 Annual State Conference, which had been scheduled for June in Virginia Beach. The HBAV fall board meetings will now be held virtually and is set for Monday, Sept. 28.

The HBACV 2020 Housing Excellence Awards will be presented virtually on a fall date to be announced.



## Financing a Home While in Forbearance

The Home Builders Association of Virginia was actively involved with many of the new laws that went into effect July 1. As **your** trade association at the state level, HBAV's primary mission is to work on your behalf concerning all legislation involving the housing industry in Virginia. For an overview of the new laws impacting your business, click [here](#). For a broader look at the General Assembly's 2020 session, click [here](#).

In addition a special session of the General Assembly has been called and will convene on Aug. 18.

# 2020 HBACV Scholarship Golf Tournament



**London Downs Golf Club: Friday, August 21**

Registration & Lunch: 12:30      50/50 Raffle & Mulligan/String Packet  
"Shotgun" Start Time: 1:30      Awards & Prizes afterward  
Boxed lunches, golfer gift bag, beverage carts and tents on the course  
CALL (434) 841-7588 or email [bob@hbacv.org](mailto:bob@hbacv.org) to register

**Cost:** \$400 Team (**Register before Aug. 7 only \$375**)  
\$450 Team & Hole Sponsor (**Register before Aug. 7 only \$395**)  
\$25 Hole Sponsor Only (**Register before Aug. 7 only \$100**)

Company/Team Name: \_\_\_\_\_

Team & Hole Sponsor?                      YES                      NO

Hole Sponsor                                      YES                      NO

**\*\*FINAL ENTRY DEADLINE IS MONDAY, August 17\*\***

***COVID SAFETY RULES WILL BE IN EFFECT***

### **Three Easy ways To Pay:**

- \_\_\_ Checks - Should be mailed to: HBACV 20334 Timberlake Rd Ste 3 Lynchburg, VA 24502
- \_\_\_ Credit Card - Call HBACV to make payment (434) 385-6018
- \_\_\_ Request Invoice

**\*\*All payments due by August 21 or may be subject to late fees\*\***

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



## Builder Member of the Month **Greystone Builders**



Steve Neal, the principal of Greystone Builders in Forest, has more than 25 years in the construction field. Greystone is a full-service home building, remodeling and renovations company. In addition, Neal also works as a Realtor and is associated with HBACV member Dawson, Ford Garbee - Berkshire Hathaway Home Services. Greystone promotes residential construction practices through dependable, quality work and craftsmanship and consistent

communication throughout the process. Neal's membership with the HBACV dates to the mid-2000s.

**Contact: (434) 660-2301 / [swneal5@msn.com](mailto:swneal5@msn.com)**

**Business Address: [101 Warwick PL, Forest VA 24551](#)**



## Associate Member of the Month **Francis Oil**



Francis Oil & Propane Inc. is a 64-year old family-owned and operated business. Laura Francis Borel, the third generation in the business, oversees sales and marketing. Her father, Grayson, is company president. An active HBACV member company, its services and products include propane, diesel and heating oil supplier, gsales of as logs, heaters, lanterns, water heaters, installation of gas lines for residential and

commercial customers. Ms. Borel has been an HBACV Board member since 2019.

**Contact: (434) 376-2418; [lfborel@francisoil.com](mailto:lfborel@francisoil.com)**

**Business Website <https://www.francisoil.com>**

**Business Address: [913 Lynchburg Ave Brookneal, Va 24528](#)**

## **ONLY SEVEN TEAM SLOTS LEFT FOR HBACV GOLF**

**Time is running out for entering a team in the 2020 Scholarship Golf Tournament set for Friday, Aug. 21 at London Downs Golf Course in Forest. The discounted entry fee ends Friday, Aug. 7. Only seven team slots remain before the event is sold out. Contact EO Bob Morgan or event chariman Robert O'Brian to reserve a team.**

**Main sponsors for the event are Ferguson Enterprises, Movement Mortgage (Tammy Mikkelson) and Pella Window. We are still accepting hole / tee sponsors.**

**The Captain's Choice format event begins with a boxed lunch at 12:30 pm followed by a 1:30 pm shotgun start. Prize presentations and post-event social and awards begin at 6 pm.**

**Call (434) 841-7566 or email [bob@hbacv.org](mailto:bob@hbacv.org) to enter.**

## A Win on Infectious Disease Guidance

The D.C. Circuit Court of Appeals has rejected a petition by labor unions, led by the AFL-CIO, to compel OSHA to issue an “emergency temporary standard” to prevent the transmission of infectious diseases, including COVID-19.

The court agreed with OSHA’s position that the agency should determine if a standard is necessary and that OSHA’s decision to issue [nonbinding, industry-specific guidance](#) rather than an enforceable rule to protect workers from COVID-19 was sufficient. NAHB had filed an amicus brief supporting OSHA’s position.

## President Suspends H-2B Work Visas

Citing job losses stemming from the COVID-19 pandemic, President Trump has issued a proclamation extending his existing ban on immigrant visas and further [suspending work visas](#) through the end of the year, including H-2B visas used by employers in the construction industry.

As a result of the president’s executive order, if NAHB members were expecting an H-2B worker and that person does not have a travel document and has not yet arrived in the United States, they will not be able to come this year.

## NEC Code Adoption Kits Now Available

The National Fire Protection Association last year issued its most recent edition of the National Electrical Code (NEC). States are now in the process of adopting this most recent set of electrical codes. NAHB staff has reviewed the code changes and has made available the 2020 National Electrical [Code Adoption Kit](#) that identifies the significant changes that would most impact the home building industry.

## New WOTUS Rule Now in Effect

The “Navigable Waters Protection Rule” (NWPR), which includes the Trump Administration’s new definition of “waters of the United States” (WOTUS), is now in effect.

NAHB has posted resources to help builders and developers make use of the new rule. Visit [nahb.org/wotus](http://nahb.org/wotus) for updated resources, including an analysis of the rule, a video on its implementation, and an overview that explains key features and changes compared to prior rules.

## FHFA and FHA Extend Moratoriums

The FHFA has announced that Fannie Mae and Freddie Mac will [extend the moratorium](#) on single-family foreclosures and evictions until at least Aug. 31, 2020. The moratorium applies to Fannie Mae and Freddie Mac-backed single-family mortgages only. HUD announced that the FHA is also extending its foreclosure and eviction moratorium by two months through Aug. 31, 2020, for homeowners with FHA-insured single-family mortgages.

## HBACV Annual Scholarships Presented



Students feted were (from left to right) Jeremy Stitt, Sam Holley, Mikail Guenther (his mother accepted his award) and Shelby Boyles.

## HBACV presents four college scholarships

Students whose parents work at four HBACV member businesses received scholarship certificates at last week's Hammer Time event at the HBACV office. Since the scholarship program's inception the HBACV has presented nearly \$100,000 in grants. This year's recipients were:

**Jeremy Stitt:** Son of Curtis Stitt, an employee of LG Flint Construction. Jeremy will attend Liberty University, seeking a degree in Business and Design. He graduated with a 3.7 GPA from Brookville High School.

**Samuel Holley:** Son of Matt Holley, owner and general manager of AquaBarrier Waterproofing. Sam will attend Liberty University, seeking a degree in Education and History. He graduated with a 3.64 GPA at Liberty Christian.

**Mikhail Guenther:** Son of Marina Guenther, a designer and sales representative with The Floor Show/Carpet One. Mikhail attends Virginia Tech, where he is starting his senior year. He is seeking a degree in Industrial and Systems engineering and carries a 3.2 GPA.

**Shelby Boyles:** Daughter of Robin Baker, a national credit operations associate with Ferguson Enterprises in Lynchburg. Shelby will attend Christopher Newport University, seeking a degree in Environmental Science. She graduated with a 4.02 GPA at Jefferson Forest and also completed an Associates Degree through the Central Virginia Community College Early College Program.

The four recipients were selected from a group of eight finalists. The scholarship committee reviewed the applications in May using a evaluation scoring grid and a numerical criteria which included a combination of academic achievement, intended field of study, community service, the parent's company involvement in HBACV activities and financial need. The scholarship program is open to children and grandchildren of employees of current HBACV member companies in good standing.

## NAHB Announces New Chairman of the Board

At the conclusion of NAHB's recent Spring Leadership Meetings, Chairman Dean Mon informed the Board of Directors he would be unable to complete the remainder of his term due to personal reasons and was resigning his chairmanship.

Mon will continue to be an active member of the Federation, providing guidance to both NAHB leadership and members going forward. His leadership this year during the COVID-19 pandemic helped position the housing industry as an essential business that allowed NAHB members to continue working.

Effective immediately, NAHB First Vice Chairman Chuck Fowke, a custom home builder from Tampa, Fla., will take on [the duties of chairman](#). His chairmanship will continue through the 2022 International Builders' Show, Feb. 8-10 in Orlando.

Immediate Past Chairman Greg Ugalde will continue his duties as past chair during this same time period. Jerry Konter, of Savannah, Ga., will remain Second Vice Chair and Alicia Huey, of Birmingham, Ala., Third Vice Chair until the next senior officer election takes place at the 2021 Builders' Show in Orlando on Feb. 11, 2021.

## Office Reopening Guidance

OSHA has issued guidance to assist employers reopening business offices and their employees returning to work during the evolving coronavirus pandemic.

[The guidance](#) provides general principles for easing restrictions put in place to slow the spread of the coronavirus through the use of phased reopenings. During each phase of the process, employers should continue to focus on strategies for basic hygiene, social distancing, identification and isolation of sick employees, workplace controls and flexibilities, and employee training.

NAHB members are reminded to check with their state and local officials on occupancy and other restrictions. OSHA notes that all local and state orders should be followed before reopening begins.

## Charlie Cook Previews Election

The race for the White House centers on President Trump, political pundit [Charlie Cook](#) told NAHB's Leadership Council during its spring meeting.



"An incumbent president is a referendum election," said Cook. "Do we want to renew his contract for four years? Yes or no. Usually the challenger has nothing to do with it." Cook, who worked in NAHB's political shop in the early 1980s and is editor and publisher of The Cook Political Report, said that more than three-quarters of Americans strongly approve or disapprove of Trump and "there is just not a lot of ambivalence in between."

# HBACV MEMBERS ARE HIRING

**FRANCIS OIL & PROPANE** is seeking a **Service Technician**. Duties include:

- Installing propane appliances and servicing appliances
- Delivery, installation, service of above and below ground tanks, cylinders, and parts
- Running gas lines on the interior and exterior of residential / commercial locations
- Meeting with customers to provide estimates, perform system checks

Candidate must have a clean driving history with a CDL B classification and experience in the HVAC, electrical /mechanical field. Knowledge of gas fitting is preferred, but not required. Also have experience working with customers. Required to lift up to 50 pounds, push, pull, squat, crawl, and climb in tight or small spaces indoors and outdoors in all seasons. Contact: lfborel@franisoil.com.

**LG FLINT GENERAL CONTRACTORS** is seeking a **Lead Carpenter**. Description includes:

Lead Carpenter provide guidance, supervision, and execution residential and commercial projects, working directly with project managers, superintendents, subcontractors, and other L.G. Flint employees to carry out the execution of a project's field tasks; communicate with the owners of the construction projects in relation to field objectives and other field-related tasks. PARTIAL RESPONSIBILITIES LIST: Assign and explain field tasks to the project team; Execute field tasks; Inspect and maintain quality of job-specific tasks; Provide takeoff quantities and order materials needed for projects; Supervise carpenters, laborers, and subcontractors on assigned projects. Perform carpentry duties as required, including both rough and finish carpentry. Maintain accurate records of all field work done by the project team; Provide daily updates and coordinate with assigned Project Managers and Superintendents. **REQUIREMENTS:** Valid driver's license, Reliable transportation, Own tools, Available to work Monday through Friday (7:00 AM - 3:30 PM), Proven experience in remodeling and new construction, Sound knowledge of safety standards and procedures and current building codes and standards. Ability to read blueprints and drawings. Excellent time management and communication skills. Able to navigate and use a smartphone. Pay: \$18-\$30 per hour. Please send resume to info@lgflint.com

**LG FLINT GENERAL CONTRACTORS** is seeking a **Carpenter's Helper**.

The carpenter's helper is an entry-level construction-site position with the company. Performs on-site tasks as assigned include carpentry duties. (Full description is available for the company). **PARTIAL REQUIREMENTS:** Valid driver's license, Reliable transportation, Available to work Monday through Friday (7:00 AM - 3:30 PM). Pay: \$13-\$17 per hour. Please send resume or make inquiries to info@lgflint.com

**CONTACT THE HBACV TO INCLUDE YOUR HIRING NEEDS IN THE MONTHLY NEWSLETTER**

# HBAV Insurance Agency Introduced at Hammer Time

The Home Building Association of Virginia Insurance Agency's new local partner was introduced at the July Hammer Time event. HBAV's Emily Lucus introduced Chris Boswell, Lynchburg rep for Burton



**Burton & Company CEO Robby Burton talks with Lonnie Maines from BHHS (left) and Chris Boswell at the July Hammer Time event.**

and Company Insurance. Also attending was Burton & Co. CEO Robby Burton. Since 1990, HBAV

## Chris Boswell

Cell (434) 426-1813

Office (276) 632-2161

[cboswell@financialguide.com](mailto:cboswell@financialguide.com)

[burtonandcompany.com/](http://burtonandcompany.com/)

Insurance Agency has provided insurance to members of the state association. This partnership is the first time the HBAV Insurance Agency will have local agency support for the Lynchburg and Roanoke markets. Burton & Co., which has joined the HBACV as a local member, is headquartered in Martinsville.

 <p><b>Specialty</b></p>	<ul style="list-style-type: none"> <li>• Manufacturer Insurance</li> <li>• Trucking Insurance</li> <li>• Builders Risk &amp; Contractors Liability Insurance</li> <li>• Dental Office Insurance</li> <li>• Non-Profit Insurance</li> <li>• Church Insurance</li> </ul>	 <p>Insurance since 1891</p>
 <p><b>Family</b></p>	<ul style="list-style-type: none"> <li>• Home Insurance</li> <li>• Auto Insurance</li> <li>• Renters Insurance</li> <li>• Condo Insurance</li> <li>• Watercraft Insurance</li> <li>• RV Insurance</li> <li>• Secondary Home Insurance</li> <li>• Motorcycle Insurance</li> </ul>	<ul style="list-style-type: none"> <li>• Flood Insurance</li> <li>• Classic Car Insurance</li> <li>• Umbrella Insurance</li> <li>• Jewelry Insurance</li> <li>• Off-Road Vehicle Insurance</li> <li>• Vacant Property Insurance</li> <li>• Farm Insurance</li> <li>• Animal Livestock Insurance</li> </ul>
 <p><b>Business</b></p>	<ul style="list-style-type: none"> <li>• Business Owners Insurance (BOP)</li> <li>• Business Auto Insurance</li> <li>• Directors &amp; Officers Liability Insurance (D&amp;O)</li> <li>• Employee Practice Liability Insurance (EPLI)</li> <li>• Special Event Insurance</li> <li>• Fiduciary Liability Insurance</li> <li>• Inland Marine Insurance</li> <li>• Surety Bonds</li> </ul>	<ul style="list-style-type: none"> <li>• Ocean Marine Insurance</li> <li>• Systems Breakdown Insurance</li> <li>• Errors &amp; Omissions Liability Insurance</li> <li>• Commercial Property Insurance</li> <li>• Workers' Compensation Insurance</li> <li>• Commercial Umbrella Insurance</li> <li>• Trucking Insurance</li> <li>• Loss of Earnings Insurance</li> <li>• Builders Risk and Contractors Liability</li> </ul>

## HBACV Leadership

### 2020 Officers

**Joe Hepler** - President  
**Jim Minear \*** - 1st Vice Pres.  
**Sandy Speck** - 2nd Vice Pres.  
**Chris Hargis** - AV.Pres..  
**Jeff Wieczorek** - Secr./Treas.  
**Brent Lilly** - Past President

### 2020 Board of Directors

**Tammy Mikkelson** - Movement Mortgage; **Mike Forren** - Select Bank; **Allen Dukes** - BB&T; **Sandy Speck** - Assurance Financial; **Matt Yeatman** - Central VA Const; **Barry Layne** - DS Zechini Builders; **Gordon Cudd** - Jadon Builders; **Robert O'Brian** - Lynchburg Ready-Mix; **Matt Holley** - AquaBarrier; **Terry Morcom** - Morcom Builders; **Rosalie Richman** - BB&T; **Rich Edwards** - Bank of the James Mortgage; **John Hopkins** - Boxley; **Laura Borel** - Francis Oil

### HBACV Executive Officer:

Bob Morgan

### HBAV Legislative Committee:

Chris Hargis

### HBAV Builder Director:

Joe Hepler, HBACV rep

### HBAV Board of Directors:

Sandy Speck

### NAHB Representative:

Terry Morcom

\* leave of absence until 10/2020

## NAHB pushes congress on next stimulus bill

NAHB is urging lawmakers to include several provisions in the that will provide relief to American home owners and renters, along with small and medium-sized residential construction businesses and multifamily owners and developers. NAHB recently sent a letter to House and Senate leaders urging lawmakers to:

- Expand eligibility to the Paycheck Protection Program (PPP) so that spec home builders, land developers, multifamily property owners and 501(c)(6) organizations that include state and local home builders associations are eligible to have loans forgiven.
- Include emergency rental assistance to families who have significant or full loss of income as a result of the pandemic. Rental assistance funding will also help small business property owners who continue to pay mortgage, property taxes, employees and maintenance services.
- Invest in workforce training programs and career and educational training programs that will help job seekers gain the skills needed for well-paying, in-demand careers in residential construction.
- Increase aid for state and local governments impacted by the COVID-19 crisis. Without federal aid, critical government services — such as planning approvals, building permits and timely inspections — are at risk of being curtailed or eliminated, resulting in construction delays and increased costs to home buyers.

# 2020 Renewals & New Members\*

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

84 Lumber  
Affordable Portables  
AquaBarrier  
Assurance Financial  
Atlantic Union Bank  
Balzer & Associates  
Bk of the James Mortgage  
Bays Trash Removal  
Blossman Gas  
Bug Man Exterminating  
Builders FirstSource  
Boxley Block Company  
Burton & Company\*  
Carpetland USA  
Central VA. Construction  
Century 21 All Service  
Colonial Farm Credit  
Columbia Gas of VA  
County Waste  
Cheryl Daffner - L&F  
Disc.Portable Restrooms  
D.S. Zechini Builders  
Equity Enterprises LLC\*  
Ferguson Enterprises  
John Stewart Walker\*

Foster Fuels  
F&S Building Renovations  
First Action Systems  
First National Bank  
First Piedmont  
Foxcrest Developers  
Francis Oil & Propane  
Greystone Builders  
Hajoca  
Hawkins-Graves  
JADON Builders  
JCL, Inc.  
Kubota of Lynchburg  
Lilly Construction  
Lynchburg Ready Mix  
Lynchburg Garage Door  
Pella Window  
Skinner Construction  
TCM Construction LLC\*  
Member One FCU  
Meadowlands  
Restoration  
Morcom Building  
Movement Mortgage  
RightWay Framing\*

RM Gantt Constructions  
Overhead Door Company  
Prosperity Mortgage  
Piedmont Floor Design  
Real Property Manag.\*  
Fortress Foundation  
Nelligan Insulation  
Budget Blinds\*  
Select Bank  
Sellari Enterprises  
Sherwin-Williams\*  
Shackleford & Werthman  
Sunburst Vinyl Supply  
Toler Insulating  
Yates Homes  
Lonnie Maines - DFG\*  
LeAnn Brown - L&F\*  
Anne Coleman - L&F  
Ann Parker - Lynch. Finest

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 (434) 841-7588 or [bob@hbacv.org](mailto:bob@hbacv.org).



## FOLLOW HBACV ON FACEBOOK

Follow us and be social! Make sure you share your company's posts and sponsored ads with HBACV so we can help your social reach.

# ARE YOU AWARE OF THIS HBAV MEMBER BENEFIT?



## Redeem Your BPA in 3 easy steps!

100% of the cost for your BPA is covered by your Association Membership

BPA stands for Business Diagnostic & Plan of Actions and is an exclusive and private business planning tool from Small Business Growth Partners, developed through focusing on the issues of builders, remodelers, HBA Associate members and how to solve them.

01

GO TO [SMALLBUSINESSGROWTHPARTNERS.COM](http://SMALLBUSINESSGROWTHPARTNERS.COM)

02

CLICK "REDEEM YOUR BPA"

03

CHOOSE "HBA MEMBERS"

\*The deliverable is an extremely accurate and personalized 30+ page, step-by-step and time-based 12-month plan for you and your business.

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## Thank You To Our Generous Sponsors for the upcoming \$10,000 Raffle



## Member to Member Business Creates a Stronger Association

The HBACV provides complete contact information to members through our [website](#) and through our office (434-841-7588). Developing an 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 the businesses that support the HBACV. Get the most from NAHB Discounts: Click to learn more. [nahb.org/ma](http://nahb.org/ma).

Members Save Millions  
*Put Your NAHB Membership to Work Now.*

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