

# TheBuilder



**June 2020**

## Hammer Time is back

The HBACV will resume monthly in-person membership gatherings in July. Our next Hammer Time will be July 21 and will be hosted at the HBACV Office from 5 pm to 7 pm. We will have tents in the parking area to provide safe distancing and the office area will also be open.

New member Chris Boswell and HBAV CEO Craig Toalson will attend to explain the new partnership providing a local contact for the HBAV Insurance Agency and its products. (See page 11 for more). There will also be the presentation of the HBACV annual college scholarships.

The event will follow COVID-19 recommendations including masks and safe distancing. Our food will be pre-packaged and there will be the usual beverages - being distributed safely. What won't change will be the chance to gather and engage in our networking and event updates. We are all looking forward for a chance to gather again.

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## HBACV \$10,000 RAFFLE - TENTATIVE DATE IS SEPT. 18

### Committee reviewing options for rescheduled event

The HBACV \$10,000 Raffle steering committee met June 24 to consider the options for holding our annual event in September. The event was originally scheduled for March 27 but was postponed indefinitely because of the COVID-19 pandemic. The new tentative date is Friday, Sept. 18 at the Glass House event venue in downtown Lynchburg.

The committee reviewed both the event logistics and options available under the current pandemic rules allowed in Virginia under Phase III (goes into effect in July).

"All options, including other venues, are being considered. However at this time we have decided to table any definitive plans until we meet again in mid-July. At that time we will have better understanding of the coronavirus situation in our area," said committee co-chairman Laura Francis Borel.

The event is the main fundraiser for the HBACV College/Workforce Scholarship program. The association has already selected the four recipients for 2020 for the grants. (See separate story in this issue of The Builder.)

The Governor has announced that the entire state will move into Phase 3 on Wednesday July 1. The Phase 3 guidelines allow social gatherings of up to 250 people and raises capacity restrictions on many types of businesses.

The HBACV \$10,000 Raffle event generally draws close to 300 patrons and includes a large buffet, two open bars and a wonderful socializing and networking opportunity. The committee has to reconsider all of this because of the physical distancing, face cover requirements and other safety measures that have to be in place. The Governor has announced that the entire state will move into Phase III on Wednesday July 1. You can read the full guidelines [here](#). (We also recommend that all HBACV members continue to follow our [Worksite Safety Guidelines](#).)

The committee also wants to extended its "Thank You!" to the event sponsors who are supporting the scholarship program. They include 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 faces challenge of safe distancing at this event, crowd shown here from 2018**

## OSHA Requires COVID-19 Recordkeeping

OSHA on May 22 announced new policy requiring businesses subject to recordkeeping requirements to record work-related cases of COVID-19 on OSHA injury and illness logs.

The [new policy](#) requires most employers to investigate whether the illness was transmitted on the job, but it applies only to employers currently subject to OSHA's recordkeeping requirements. Many home builders are exempt from most of the requirements. NAHB is working with HUD to make implementation of the policy as practical as possible.

## Financing a Home While in Forbearance

Fannie Mae and Freddie Mac have issued temporary guidance [regarding the eligibility](#) of borrowers who are in forbearance, or have recently ended their forbearance, looking to refinance or buy a new home.

Borrowers are eligible to refinance or buy a new home if: They are current on their mortgage (i.e. in forbearance but continued to make their mortgage payments or reinstated their mortgage); and, three months after their forbearance ends, they have made three consecutive payments under their repayment plan, or payment deferral option or loan modification.

## OSHA Considering Tree Care Standard

OSHA is considering a new standard on tree care operations that could add additional requirements to workers when [dealing with trees](#), including those on construction sites.

OSHA states that fatality and injury rates for tree trimmers are extraordinarily high and that there is no existing OSHA standard for Tree Care Operations.

## Guidance on PPP Loan Forgiveness

The Small Business Administration, in consultation with the Treasury Department, has released the Paycheck Protection Program (PPP) Loan Forgiveness Application and detailed instructions.

The form and instructions inform borrowers [how to apply](#) for forgiveness of their PPP loans, consistent with the CARES Act. SBA will also soon issue regulations and guidance to further assist borrowers as they complete their applications, and to inform lenders about their responsibilities.

## Video Highlights Importance of Home

Homes have been central fixtures during the COVID-19 crisis, and will continue to be as we move forward in the months ahead. To showcase the value of home building within communities as we rebuild from the pandemic, NAHB has created a public service announcement video. NAHB members are encouraged to [share the video](#) via social media and post it on their websites.

## Survey Finds 22% of Builders Cut Home Prices in April

Roughly 22% of builders cut home prices in April 2020 in order to bolster sales or limit cancellations, according to the latest NAHB/Wells Fargo Housing Market Index (HMI) survey.

As a historical comparison, the 22% of builders [reducing home prices](#) in April 2020 is less than half the share who cut prices during the worst months of the last housing recession: 52% in May 2007 and 49% in March 2008.

Builders who did reduce home prices in April 2020 cut them by an average of 5%. That discount is smaller than the average

price cuts in both May 2007 (7%) and March 2008 (8%).

Only 12% of builders think price discounts are “very effective” in bolstering sales/limiting cancellations. A majority of builders — 58% — believe they are “somewhat effective,” and 17% report they are “not at all effective.” The remaining 13% are not sure about the effectiveness of price reductions.

Regionally, builders in the South (26%) and Midwest (23%) were most likely to have reduced prices, compared with much smaller shares in the West (13%) and Northeast (12%).

## Job Losses Surged in March

The number of job losses in the construction sector more than tripled between February and March as the economy was hammered by the public health response to COVID-19.

The Bureau of Labor Statistics Job Openings and Labor Turnover Survey (JOLTS) data reveals there were 618,000 layoffs in [the construction sector](#) in March, a striking increase over the 202,000 total in February and a 245% jump over the 179,000 count in March 2019.

The March data showed that the layoff rate in the construction industry surged to 8.1% in March from a 2.6% level in February. This was the highest rate recorded in the history of the JOLTS data, which began at the end of 2001.

## Oklahoma Adopts Affordability Law

In a victory for home builders and housing affordability, Oklahoma Governor Kevin Stitt (R) has signed into law legislation to limit cities and counties from requiring purely aesthetic building design that would needlessly raise the cost of housing.

The [measure is a response](#) to residential design changes proposed by several cities that would prohibit exterior finishes such as vinyl, wood and aluminum siding that are otherwise permitted under all editions of the International Residential Code. The cities’ proposed changes would make housing more expensive, harming many low- and moderate-income households.

The Oklahoma Home Builders Association (OkHBA) led a coalition of organizations in pushing for the legislative remedy.



## EQUITY ENTERPRISES

### Builder Member of the Month

## Equity Enterprises



Home builder Equity Enterprises is nearing its 10th year of business in the Lynchburg area. Scott Bloomfield is the CEO, President and Co-Founder. He knows the process, holding a Class A Contractors License, a Master Plumber License, a business development degree specializing in construction and a Bachelors Degree In Business from Liberty University. The goal, he says, is to take the stress out of the process for buyers. Scott's father, Paul Bloomfield, the other company Co-Founder. He also lives in Forest. The

firm's services include Custom home building, spec home building, renovations and additions, and architectural exterior and interior design. Equity has been an active HBACV member since 2019.

**Contact:** (434) 386-1300; [scott@equityenterpriseinc.com](mailto:scott@equityenterpriseinc.com)

**Website:** [www.equityenterpriseinc.com](http://www.equityenterpriseinc.com)

**Address:** 1643 Colby, Dr., Forest VA 24551



### Associate Member of the Month

## Kubota



Kubota of Lynchburg is a full line Kubota dealer, with inventory in stock ranging from residential lawnmowers to 100+ HP farm & construction equipment. Outside sale rep Nick Kessler is the liaison with the the HBACV. Owed by Lynchburg native Kevin Jones, Kubota and his others companies, have been involved with the HBACV for several years. Kessler currently serves on the HBACV Scholarship Raffle and Touch A Truck committees. Kessler, who studied finance at LU, is also a member of the Bedford Planning

Commission. From Lawnmowers to Skid Steers to Mini Excavators, Kubota offers equipment and full service options to area builders.

**Contact:** (434) 239-2421

**Website:** [nickkessler.kol@gmail.com](mailto:nickkessler.kol@gmail.com)

**Address:** 13693 Wards Road, Lynchburg, VA 24501

## SCHOLARSHIP GOLF TOURNEY SET FOR AUGUST

The 2020 Scholarship Golf Tournament is scheduled for Friday, August 21 at London Downs Golf Course in Forest.

The golf committee, chaired by Robert O'Brian with Lynchburg Ready-Mix, is looking for additional volunteers to help with the event.

This year's goal is to bring in a minimum of 25+ foursomes (COVID restrictions permitting) for the Captain's Choice format event and 30+plus hole sponsors, event sponsors and beverage sponsors. BugMan Exterminating has already committed to sponsoring the Hole-In-One Prize. The 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.

If you have an interest in a sponsorship please contact EO Bob Morgan or golf chairman O'Brian.

# 2020 HBACV Scholarship Golf Tournament



**Call for teams  
and Sponsors**

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

Registration & Lunch: **12:30**

"Shotgun" Start Time: **1:30**

50/50 Raffle & Mulligan/String Packet

Awards & Prizes afterward

Boxed Lunches, golfer gift bag, two beverage carts on the course

CALL (434) 841-7588 or email bob@hbacv.org to register

**Cost:** \$375 Team **(Register by 7/31 only \$350 )**

\$425 Team & Hole Sponsorship **(Register by 7/31 only \$400 )**

\$125 Hole Sponsorship Only **(Register by 7/31 only \$100 )**

Company/Team Name: \_\_\_\_\_ \$375.00

Team and Hole Sponsor?                      YES                      NO                      \$420.00

Hole Sponsor ONLY \_\_\_\_\_ \$125.00

**\*\*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!*



# **YOUR MEMBERSHIP WAS NEVER MORE IMPORTANT THAN RIGHT NOW**



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## **WHY SHOULD YOU BE A MEMBER IN JULY 2020?**

**SAVES YOU TIME, SAVES YOU MONEY, GIVES YOU PIECE OF MIND**

### **PROTECT YOUR RIGHTS**

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to construct quality affordable housing for Virginians.

### **POWER IN NUMBERS**

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The voices of the residential construction industry must be heard. More members gives us a much stronger and influential voice to affect positive change.

### **ANTI-CONSTRUCTION GROUPS ARE GROWING**

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Each day, groups that oppose our industries ability to succeed are growing through social media platforms and large financial contributions. We must sustain our numbers.

### **STAY OPEN FOR BUSINESS**

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It's been well documented that HBAV kept construction open during the COVID-19 outbreak this spring. By constantly communicating with the Governor's administration, we will work to prevent our industry from being shut down during the "Second Wave" of COVID-19 this fall.

### **GENERAL ASSEMBLY SPECIAL SESSION - AUGUST 2020**

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Governor Northam announced that he will hold a special session of the Virginia General Assembly in August of 2020. To make sure that our industry isn't negatively impacted, HBAV must participate and protect your business.

### **ENSURE THE LONG TERM VIABILITY OF YOUR BUSINESS**

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HBAV is only as strong as its members' ability to support our efforts. The more support, the more strength. We need you now before it's too late!

Contact us! Visit [hbav.com](http://hbav.com) or email us at [hbavmail@hbav.com](mailto:hbavmail@hbav.com)

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## CALCULATE YOUR MEMBERSHIP VALUE

**WAS YOUR BUSINESS OPERATING FROM MARCH 12 - MAY 15?**  
**IF YES, HBAV IS THE REASON WHY!**

Enter income from March 12, 2020 to May 15, 2020 + impacts on advocacy = \_\_\_\_\_

## OPEN FOR BUSINESS DURING COVID-19

HBAV successfully advocated to the Governor of Virginia to keep construction open March 12 to May 15. Business remained open for our members while many other states across the nation were SHUT DOWN. In addition, HBAV:

- Ensured that Local Building Permit and Inspection offices remained open
- Local courthouses continued to process land records
- Local Governments were allowed to meet electronically to approve land use decisions

## IMPACT FEES

Successfully defeated two pieces of legislation that would have allowed localities broad authority to impose impact fees on all new home permits.

- Saving a minimum of \$5,000 per home, up to as much as \$20,000 per home (as in Maryland)

## LOCAL BUILDING AND ENERGY EFFICIENCY CODES

Virginia's uniform statewide building code provides one code for Virginia, predictability and clarity for builders and home buyers. HBAV worked to defeat legislation that would have allowed each local government to adopt different building codes, as well as energy efficiency standards for each development.

**SAVING you a major headache, lots of time and increased costs.**

## 2020 GENERAL ASSEMBLY SUMMARY

270 bills impacted HBAV members, topics included:

- |   |  |
|---|--|
| • Local Building Codes                  | • Heat Illness Prevention              |
| • Inclusionary Zoning                   | • Right to Work                        |
| • Climate Change in Comprehensive Plans | • Construction General Permit          |
| • Impact Fees                           | • Voluntary Forest Mitigation          |
| • Project Labor Agreements              | • Restricting Nutrient Credits         |
| • Tree Replacement and Conservation     | • State Housing Opportunity Tax Credit |
| • Affordable Dwelling Units             |  |



## HBACV PARADE OF HOME COMING IN OCTOBER

# Event open to area builders and developers

The Home Building Association of Central Virginia is proud to bring back its popular Parade of Homes and has set the event for the first two weekends in October. The association is calling for entries from area builders and developers with a goal having 24 home included in the event.

The Parade of Homes will include new and recent built homes, condos and lofts available to tour and purchase and is being put together by HBACV builder, Realtor, banking and trade members.

You'll see just about every style of new home imaginable, in the the Central Virginia area, with sale prices ranging from the \$190s to over \$600,000. This is an exceptional opportunity to see innovative ideas, spectacular design features and floor plans, and master craftsmanship – all for free.

The open houses and tours will begin on Friday, Oct 2 and continue on Saturday and Sunday of that weekend. The Parade will resume on Oct. 9 with

homes open through Sunday, Oct. 11. The tour is open to the public and free. Homes in Lynchburg, Bedford County, Campbell County, Amherst County and Smith Mountain Lake will be included. An online virtual tour is also being made available.

HBACV members include builders, developers, remodelers, Realtors®, mortgage lenders, suppliers, subcontractors, and others in the residential construction industry. Our membership is committed to fighting for safe and affordable housing, expanding business and technical skills, and educating consumers about the newest industry products, techniques and services. Let the HBACV show how dreams are built in residential construction. Call 841-7588 or email [bob@hbacv.org](mailto:bob@hbacv.org) for more information.



**Builder Scott Bloomfield will have homes in the Boonsboro Meadows development entered in the Parade of Homes**

### **HBACV MEMBER PER HOME ENTRY FEE:**

- Early Bird: \$1,000 (ends Aug.7)
- Regular Fee: \$1,300 (ends Sept.11)

### **NON-MEMBER PER HOME ENTRY FEE:**

- Early Bird: \$1,350 (ends Aug.7)
- Regular Fee: \$1,650 (ends Sept.11)



## St. Jude Home nearing completion, tickets available

The St. Jude Home being built by HBACV member Custom Structures is nearing completion. Eight other HBACV members are also participating in the build which is a fundraiser for the nationally-renewed children's hospital in Memphis, TN. The home is being auctioned with tickets available [online](#). The auction will be held August 26.

In addition to Custom Structure HBACV members involved include Barney & Sons Construction, Bays Trash Removal, 84 Lumber, Ferguson Enterprises, Finly Corporation, Francis Oil & Propane, Builders FirstSource and Taylor Brothers.

The house, located in Trents Landing Development off Waterlick Road, has three bedrooms and two and a half baths. Inside this home, there will be a spacious master bedroom with a pedestal tub and large walk-in glass shower. The master is on the main level. There is state-of-the-art plumbing fixtures and appliances.

You can also call( 800) 834-5926 for tickets. Each ticket is \$100.

## HBACV considers greater involvement with local boards, commissions

The HBACV is considering offering additional local government affairs support by developing regular attendance by either HBACV staff or HBACV member(s) at relevant area planning commission, city council and board of supervisors meetings.

Included with this would be a board-directed effort to continue to improve our lines of communication with local and state public officials and coordinate methods to advance the goals and objectives of the HBACV.

## YOUR INPUT IS NEEDED

Please review the three following questions and respond with your comments and suggestions to EO Bob Morgan. (841-7588 or [bob@hbacv.org](mailto:bob@hbacv.org)). Your input will help us determine next steps.

**QUESTION 1:** Should the HBACV consider creating a separate part-time position for this role?

**QUESTION 2:** Should the HBACV designate on a rotating basis a member(s) to fill this role ?

**QUESTION 3:** Should the HBACV offer to present/speak at these meetings on behalf of member projects and permit requests ?

# Four local students receive college grants

Students attending Virginia Tech, Liberty Christian Academy, Jefferson Forest and Brookville high schools were the recipients of the 2020 Home Building Association of Central Virginia Scholarships and will receive certificates at our Hammer Time event, scheduled on July 21 and hosted at the HBACV office on Timberlake Road.

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.

The students receiving the tuition grants are:

**Shelby Boyles:** She is the daughter of Robin Baker. Ms. Baker is a national credit operations associate with Ferguson Enterprises in Lynchburg. Shelby will be attending Christopher Newport University in the fall. She is 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.

**Mikhail Guenther:** He is the son of Marina Guenther. Ms. Guenther is 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.

**Samuel Holley:** He is the son of Matt Holley. Mr. Holley is the owner and general manager of AquaBarrier Waterproofing. Sam will be attending Liberty University in the fall. He is seeking a degree in Education and History. He graduated with a 3.64 GPA at Liberty Christian. He served in leadership roles (student government, drum major) at LCA and is also an Eagle Scout.

**Jeremy Stitt:** He is the son of Curtis Stitt. Mr. Stitt is an employee of LG Flint Construction. Jeremy will work in construction this summer before beginning his studies at Liberty in the fall. He is seeking a degree in Business and Design. He graduated with a 3.7 GPA from Brookville. His older brother, Justin, was a previous HBACV scholarship winner.

The HBACV wishes to thank its scholarship committee of Laura Francis Borel, Rosalie Richman, Joe Hepler and Chris Hargis. The HBACV has been providing scholarship grants for more than three decades.



## May New Home Sales Jump; Housing Continues Rebound

In another sign that the housing market is rebounding from the COVID-19 pandemic, sales of newly built, single-family homes rose 16.6% to a seasonally adjusted annual rate of 676,000 units in May, according to new data from HUD and the U.S. Census Bureau.

Regionally, new home sales were up in all four regions: 6.8% in the Northeast, 9.5% in the Midwest, 0.3% in the South, and 1.4% in the West.

Sales were likely supported by price incentive use in April, with NAHB data

indicating that two out of 10 builders used such business strategies. However, 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. A new home sale occurs when a sales contract is signed or a deposit is accepted. It can be in any stage of the construction process: not yet started, under construction or completed. The gains for [new home sales](#) are consistent with the NAHB forecast that housing will lead any economic recovery.

## Members Respond to Community Needs During Crisis

Amid the COVID-19 pandemic, NAHB members are meeting needs in their communities. Below are just a few of the many examples:.

**Cleaning for First Responders:** Southwest Montana Building Industry Association (SWMBIA) member Buffalo Restoration, a damage restoration and disinfectant company, disinfected dozens of vehicles for the Bozeman police and fire and Gallatin County sheriff, detention center, and search and rescue.

**Financial Support:** 84 Lumber, based in western Pennsylvania donated \$500,000 to the Greater Pittsburgh Community Food Bank.

**Wisconsin Food drive:** Racine-Kenosha



**Buffalo Restoration volunteered its disinfecting skills in Gallatin County, Mont.**

Builders Association (RKBA) and Wisconsin Builders Association member Bear Homes LLC organized two "Fill the Truck" donation drives at a local grocery store. The drives brought in over 2,500 pounds of food and paper products for a Kenosha-based shelter, food pantry, and soup kitchen.

# HBAV Insurance Agency now local to Lynchburg area

The Home Building Association of Virginia Insurance Agency has expanded its offerings and is now partnering with a local Lynchburg agent, Chris Boswell of Burton and Company Insurance. Boswell's firm has also joined the HBACV. Since 1990, HBAV Insurance Agency has been providing insurance to members of the state association. For the first time since its inception, HBAV Insurance Agency will have a local agent supporting the Lynchburg and Roanoke markets.

The partnership provides a local contact for all HBAV Insurance products and services and provides limited discounts for local HBACV members. "We are excited to have developed this partnership," said HBAV CEO Craig Toalson. "This will allow us to provide better member benefits to our Lynchburg-area members." HBAV Insurance Agency represents diverse insurance companies that share the associations core values of trust, honesty, and integrity. By doing business with HBAV Insurance Agency, you are doing business with the Home Builders Association and directly supporting your livelihood.

## Chris Boswell

Cell (434) 426-1813

Office (276) 632-2161

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

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






### Family

Custom coverage for families and individuals.






### Business

Tailored coverage for your business needs.



### Life

Trusted options protecting your family future.



### Health

Plans supporting you, your family, and your employees.



### Specialty

126 years of experience working for you.

## QUALITY COVERAGE FOR MEMBERS - The HBAV Insurance Agency

The HBAV Insurance Agency and its partnership with Burton & Company provides members with a diverse line of products to meet your insurance needs. HBAV Insurance Agency has been successfully catering to the needs of members of the Home Builders Association of Virginia and only marketing competitively priced and high-quality insurance products.

# New Job Site Safety Handbook Available

In the residential construction industry, a safe work environment and well-written, up-to-date safety program isn't optional; it's essential. Not only does it keep employees healthy and safe, but it can stave off huge losses, including everything from workers' compensation to equipment issues, administrative costs and even periods of low productivity.

The NAHB has released the fourth edition of its [Jobsite Safety Handbook](#) to help home builders navigate and comply with the latest OSHA requirements. The 132-page book costs \$13.95.

It features both English and Spanish translations, describes how to comply with OSHA regulations while focusing on the most common hazards found on jobsites. It also covers the need to focus on to reduce accidents and injuries.

The pocket-sized handbook includes a series of general safety tips that are explained in simple terms and are accompanied by illustrated, colorful examples of common best practices that can be incorporated into a company's safety and health programs.

With illustrations and photographs, the book includes new information on topics such as:

- Fall protection for roofing work and around openings
- Personal Protective Equipment
- Working in confined spaces
- Heat and cold stress
- Hazardous materials and silica
- First aid and medical services
- Employer duties, including training and protective equipment

## Calendar of Events

### July Hammer Time

Membership Networking and new member welcome meeting. July 21, 5 pm to 7 pm. Hosted at the HBACV Office on Timberlake Drive.

### HBACV 2020 Scholarship

**Golf Tournament**, Friday, August 21 at London Downs Golf Course. in Forest. 12:30 pm lunch; shotgun start at 1:30 pm. Registration open.

### HBAV Koebig Klassic Golf

Tournament to benefit HBACV PAC. Aug. 26. (Sold out)

### September Hammer Time

Membership Networking meeting. September 15, 5 pm to 7 pm. Host to be announced.

### HBACV \$10,000 Raffle event

Tentative date is Sept. 18 at Glass House. Ticket sales resume in late July.

### HBAV Fall State Meetings.

Sept. 28 at Richmond Civic Center. Details to be announced.

### HBAV Builders Summit and

**Expo.** Sept. 29 at Richmond Civic Center. Exhibitors and sponsors being accepted. 60+ booths, seminars and classes. 9 am to 4 pm. [Click here for more.](#)



## 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 Mikkelsen** - 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

## Leadership change for NAHB as Mon steps down

At the conclusion of the June 26th National Association of Home Builders Spring Leadership Meetings, NAHB Chairman Dean Mon informed the Board of Directors that he would be unable to complete the remainder of his term due to personal reasons and was resigning his chairmanship. Effective immediately, NAHB First Vice Chairman Chuck Fowke, a custom home builder from Tampa, Fla., will take on the duties of chairman.



**Chuck Fowke**

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 our members to continue working, providing for their families and building homes during this critical time.

Fowke's 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.

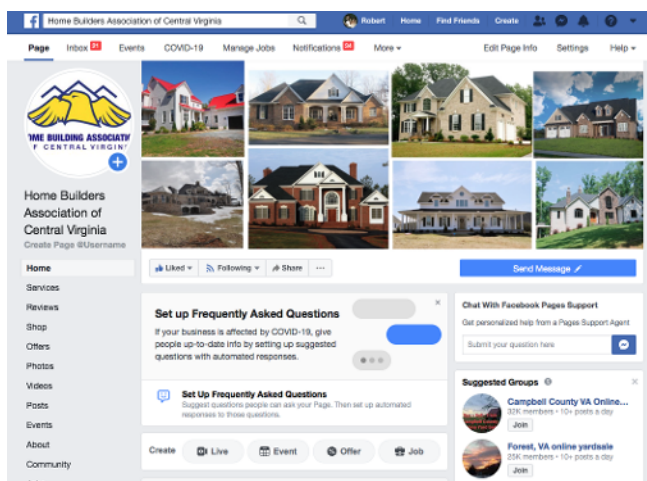
# 2020 Renewals & New Members

Thank You for your ongoing support of the Home Building Association of Central Virginia  
(\*indicates new 2020 member)

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

Foster FuelsF&S Building  
Renovations  
First Action Systems  
First National Bank  
First Piedmont  
Foxcrest Developers  
Francis Oil & Propane  
Hajoca  
Hawkins-Graves  
JCL, Inc.  
Kubota of Lynchburg  
Lilly Construction  
Lynchburg Ready Mix  
Lynchburg Garage Door  
Pella Window  
Skinner Construction  
TCM Construction LLC\*  
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  
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's FACEBOOK PAGE

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



## Member to Member Business Creates a Stronger Association

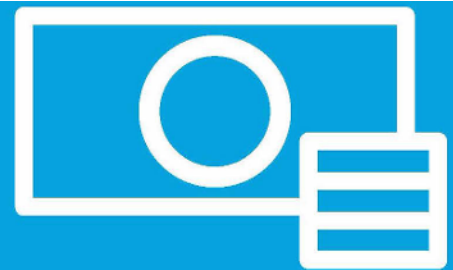
The HBACV provides complete contact information to members through our [website](#) and through our office (434-841-7588). Developing an HBACV network allows you to provide members with service and resource information aligned with their needs and your products. In addition, because you are a member 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  
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# SAVINGS

