

April 2011

BLUEPRINTS

A monthly publication of the Asheville Home Builders Association



APRIL

Home & Garden Expo

Presented by
First Restoration Services



April 15, 16 & 17

Join us for the VIP Builder Preview Event on Friday, April 15 for a dedicated Industry Professionals Event, sponsored by Henson Building Materials. Food & Beverage Provided. RSVP to the AHBA Office.

Upcoming Events

April 2, 16 & 30

INSULATE! Volunteer Days
Details on Page 2

May 17

New Member Orientation
AHBA Office
3:30 pm

RSVP to the AHBA Office.

May 19

AHBA Networking Night
*hosted by Ferguson Enterprises, Inc.
5:30 pm- 7:30 pm
RSVP to the AHBA Office.

Don't Miss the 2nd Annual Home & Garden Expo

April is an exciting month for the AHBA! It's time for our 2nd Annual Home & Garden Expo at the WNC Ag Center. We bring to our area the only homebuilding specific, industry geared, expo with over 100 exhibitors offering products and services for the consumer who is looking to build, buy or remodel in our area. With another packed out event we are looking forward to a very successful expo weekend! Many of our members and other industry professionals have booths spaces in the expo this year and we appreciate your support!

To kick off the expo weekend we will be holding our VIP Builder Preview Event on April 15 from 5:30 to 7:30pm, sponsored by Henson Building Materials. Make plans to join us for free food and beverages catered by Blue Sky Cafe, great networking with industry professionals and a sneak peek at the entire expo floor and outdoor garden section! This event is special invitation only and is open to all AHBA members! You must RSVP so call or email the office today! As this event relates to the construction industry we have also extended special invitations to other area groups such as the Asheville Board of Realtors, AIA, ASID and the other surrounding HBA's in our area. During the event we will have great door prize drawings and our celebrity guest Jason Cameron from the DIY Network will also be there to network. Don't miss this top notch networking event for industry professionals!

We are pleased to say that the exhibitor list for this year's event is all encompassing. We have all aspects of the construction process covered with an array of vendors. Industry professionals will have a great chance to check out new products and services at the VIP Preview Event and consumers will have access to all of these products and services during the consumer expo hours on Saturday and Sunday.

In continuing our partnership with United Way of Asheville & Buncombe County we will again be presenting the Parade of Playhomes. This year we will have a real log playhome, donated by AHBA member, Log Homes of the Carolinas, Inc. United Way will be using this playhome from the expo until November 1st for raising money for their annual campaign. There are multiple ways for those making a donation to United Way to be entered to win this year's playhome! We appreciate the partnership with United Way and are pleased to showcase this playhome for viewing at our Home & Garden Expo.

We would again like to give special recognition to our sponsors this year:



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Calendar

Meetings

Professional Women in Building

Tuesday, April 5 @ 8:30 am
AHBA Office

Associates Committee

Wednesday, April 20 @ 1:00 pm
AHBA Office

Board of Directors Meeting

Thursday, April 21 @ 3:00 pm

Parade of Homes Committee

Thursday, April 28 @ 3:30 pm

Events

Home & Garden Expo

April 16/17
Saturday: 10 am - 7 pm
Sunday: 12 pm - 5 pm
WNC Ag Center

VIP Builder Preview Event

April 15
5:30 - 7:30 pm
Open to AHBA members and industry professionals.
*Sponsored by Henson Building Materials
WNC Ag Center*

New Member Orientation

May 17
3:30 pm - 4:30 pm
All new AHBA members are invited to attend! Learn the benefits of being a member and begin networking immediately!

AHBA Networking Night

May 19
5:30 pm - 7:30 pm
**Hosted by Ferguson Enterprises, Inc.*

Education

AHBA Education Meeting

April 27 @ 3:30 pm
AHBA Office

If you are an AHBA member and have a topic you are interested in presenting for an educational seminar in 2011, please call the AHBA office at 828-299-7001 or email us at info@ashevillehba.com

APRIL

NCHBA Legislative Update

Bills to Watch

HB 436 Economic Disclosures for Sanitary Districts would require members of a sanitary district board to file a statement of economic interest as prescribed by the State Ethics Commission.

HB 454 ERC to Study Construction on Slopes directs the Legislature's Environmental Review Commission to study issues related to safe artificial slope construction. NCHBA opposes!

HB 464 Sanitary Districts/Public Utility would require a sanitary district to be subject to regulation by the NC Utilities Commission.

SB 395 Property Insurance Rate Review Board would create a citizens' property insurance board to protect the interests of NC citizens in the property insurance rate setting process.

SB 419 Campaign Finance and Regulatory Reforms would repeal the authority to provide for public funding of campaigns in NC.

SB 425 Ecosystem Enhancement Program Changes would reorganize the EEP and make changes to the Clean Water Management Trust Fund.

SB 427 NC Water Security Act would require local governments to include water efficiency in their water supply plans and would require the NC Building Code Council to adopt a rule functionally equivalent to the Water Efficiency Provisions of the International Green Construction Code. NCHBA opposes!

SB 22 APA Rules: Limit Additional Costs was signed by the Governor and is now Session Law 2011-13!

HB 92 Repeal Land Transfer Tax awaits the Governor's signature.

SB 107 Tax of Improved Property in Roadway Corridors passed 2nd and 3rd reading in the Senate and heads to the House.

SB 165 NC Turnpike Authority Corridor Selection was signed by the Governor and is S.L. 2011-7.

SB 368 Modify Public Swimming Pool Requirements passed in the Senate and is now in the House Environment Committee.

These updates are provided by NCHBA, for more information, visit www.nchba.org.



Spring Trip to Washington, D.C.

President's Message by C. Skip Brewer, AMB, CGP, Custom Builder

Just back from Washington DC! A contingent of NCHBA Members, including your fellow AHBA Members Skip Brewer, James Bound and Sean Sullivan attended NAHB's National Legislative Day on Capitol Hill.

The purpose of this event is for Homebuilders from all over the country to be heard in a concentrated and focused forum and venue. We accompanied NCHBA and NAHB Senior Staff to meetings with our NC Elected Officials Richard Burr, Kay Hagan and Heath Shuler.

North Carolina is the largest Member in the National Association of Homebuilders, that's right, the largest! There is no doubt our collective message to our elected officials was heard and understood. The primary areas addressed were: 1.) Thaw credit availability for the development & housing market as frozen by the current regulatory climate. 2.) Halt the "calling" of performing loans! 3.) Appraisals need to reflect "as built" values for comps as opposed to distressed

sales. Other preemptive issues presented were the mortgage interest deduction, federal home loan bank structures (commonly known as Fannie and Freddie), capital gains exclusions and regulatory reform, all which affect us as Builders and Homeowners. All of the elected officials we met with have ideas on how to "untangle" the current climate, and we look forward to their visible efforts in this regard. The bottom line is we are going through a major market adjustment and we have to find and live our way through it.

While we cannot and should not expect our elected officials to "turn the economy back on", we as citizens have made our case and will expect them to take our issues to task and examine the processes and regulations that are stifling a housing recovery not only in our state, but across the country. As NCHBA's Executive Vice President and General Counsel, Mike Carpenter put it: "We have lost 100,000 construction jobs in NC, we have to get people out of the unemployment line and back into the taxpaying line for a recovery to be successful."

The good news is that we have a strong voice at the local, state and national level. Certainly this is no substitute for each of us making our own decisions on how to prepare for the future, although it's nice to know we have that support on the outside. As Builders, we have always been creative to be successful and we can make it to the other side of this economy as well. Spring is here! Till next month...

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[builders tips]

Builders' Tip: A Simple Way to Identify Your Tools, Pro-style, on the Job Site

I got tired of mixing up my cordless batteries and tools on the job site with those belonging to the rest of the crew, so I bought an engraving bit for my Dremel tool to mark them. But my penmanship is terrible and I figured it would be worse with the Dremel.

So, instead of using the Dremel, I printed out address labels with my name on them, stuck them on the tools and used them as lettering guides.

This turned out really well — and looks more like a logo than a bunch of scratches.

A larger-size type works better. Light pressure makes a thin line for the thinner parts of the font; heavier pressure makes a thicker line.

— Craig Fulwider, via e-mail

Tips & Techniques provided by

Fine Homebuilding.

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Builders' Tip: How to Keep a Chalk Line Handy

I have worked construction for years, and chalk line boxes have always been hard to keep in my nail pouch or pocket.

Now that the chalk lines are larger, keeping them handy, yet out of the way, is even more difficult.

To solve the problem, I came up with a simple solution. I took the belt clip off an old tape measure and screwed it on the back of the chalk line box (See accompanying drawing).

Now I can keep the chalk line box on my tool belt so it's there when I need it, yet out of the way when I don't.

— Anthony La Rose, Cedar Springs, Mich.

Tips & Techniques provided by Fine Homebuilding.

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Regulatory Reform Meetings

The Joint Select Committee on Regulatory Reform, tasked with scrutinizing state regulations on the private sector and targeting outdated rules and regulations that should be eliminated, is conducting a state-wide listening tour.

Each meeting will be held from 1 p.m. – 3 p.m. The signup period to make a two minute statement will begin at 12:30 p.m.

Eastern N.C. – Monday, April 4

Pitt Community College

Goess Building, Rooms 137-139 - 1986 Pitt Tech Road, Winterville, N.C.

Western N.C. – Friday, April 15

Blue Ridge Community College

Thomas Auditorium - 180 West Campus Drive, Flat Rock, N.C.

Raleigh – Thursday, April 21

Legislative Building Auditorium (3rd Floor)

16 W. Jones Street, Raleigh, N.C.

A website for the committee has been launched at www.ncleg.net/regreform. The website includes a form to submit public input, as well as an email address for those that cannot attend meetings, but would still like to send comments (or for those who do attend and want to submit additional comments or materials).


The public email address is regreform@ncleg.net. Written comments may also be mailed to Regulatory Reform Comments, 16 West Jones Street, Room 2007, Raleigh, N.C. 27601.





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MEMBER NEWS

Share your accomplishments, awards, and announcements with fellow members. Send your news to kc@ashevillehba.com and we will be glad to include it in the newsletter!

Member Receives Southern Living Award

Dillard-Jones Builders has been recognized as the 2011 Southern Living Builder of the Year. The Greenville-based company was presented the honor for its 2010 Southern Living Showcase Home in the Claremont community. Dillard-Jones was the first South Carolina home builder to win the award in 2009 and is now the second in the history of the program. Visit their website at www.dillardjones.com to read more about this prestigious recognition!

Scholarships Nominations Due April 30

The North Carolina Home Builders Educational & Charitable Foundation, Inc. is now accepting applications for its college scholarships. The foundation awards scholarships based on a combination of need and merit to four-year college students entering their junior or senior year and technical school students entering their second year who have declared their major in a construction related field.

To be eligible a student must meet the following criteria:

Applicants must be nominated by a NCHBA member firm. Nominees shall be immediate family members--related by blood, (i.e. children, step-children or grandchildren). Students related by marriage, (ie. son-in-law, daughter-in-law, etc.) shall not be eligible. Immediate family members of any current trustee of the NCHB Educational & Charitable Foundation, Inc. shall not be eligible.

Only full-time students will be considered. NCHBA defines a full-time student as one taking a minimum of 12 credit hours per semester. Deadline for entries: April 30, 2011

For a nomination form or an application packet, contact NCHBA at (800) 662-7129; (919) 676-9090 or e-mail.

Professional Women in Building Scholarship

The PWB scholarship application is due May 1, so don't delay in getting your applications in for your high school or returning college student. Applications are accepted for students currently enrolled or entering into a field of study in construction. Visit the AHBA website under Member Resources, Committees for the scholarship criteria and information. Visit the AHBA online directory to view categories for acceptable applications. Scholarships will be awarded up to \$3000 and will be recognized formally at an AHBA event.

First Restoration Services Ribbon Cutting

AHBA Member First Restoration Services held a Ribbon Cutting through the Asheville Area Chamber of Commerce on March 29 to launch the opening of their new facility. Staff took guests on tours to see the new warehouse storage area, new office space, cleaning rooms and specialized equipment. Stop by their new space located just behind their current administrative offices in Fletcher.



NAHB Webinar on Green Building

NAHB BuilderBooks and NAHB's Land Development Committee will host the webinar, "Green Models for Site Development," which will provide guidance and walk builders through the process of how to gain certification for sites through the National Green Building Standard.

The webinar will be held from 2:00-3:30 p.m. on Wednesday, April 20.

Participants will receive a complimentary copy of "Green Models for Site Development: Applying the National Green Building Standard to Land and Lots" and can earn one-and-a-half hours of continuing education credit for their NAHB professional designations.

The webinar is \$21.95 for NAHB members and \$24.95 for non-members. To register, visit www.nahb.org/builderbookslive.

AHBA Builder Breakfast

The first AHBA Builder Breakfast was held at the office in March. Over 20 builders attended this session featuring Matt Stone and Greg McKinney as they gave important information on Buncombe County Code changes. The breakfast was the first of a quarterly educational opportunity offered exclusively for builders. Special thanks to Ferguson Enterprises, Inc. for sponsoring this breakfast!



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Remodeling Existing Homes Seen as the Next Big Thing in Green Building

As NAHB volunteers and staff prepare for the National Green Building Conference & Expo in Salt Lake City on May 1-3, the green building industry finds itself at a crossroads.

On the one hand, interest in third-party green certification programs for homes continues to climb, with nearly 2,200 projects certified to the National Green Building Standard as of last week, according to the NAHB Research Center, which administers the verification and certification program.

Program growth is especially noticeable among production homes and in multifamily projects, said Michelle Desiderio, director of green building programs at the Research Center.

On the other hand, the housing industry is still struggling with appraisal issues, and those issues are compounded in many markets when builders go green. Many banks and appraisal officers don't know how to accurately value green construction or say there aren't enough comparables to reflect a green home's potentially higher value.

Continuing housing market doldrums are compounding the problem. Consumers remain skittish about home buying and most are not willing to pay a premium for green features, even if adding insulation and more efficient equipment and appliances has the potential to save them money on their utility bills.

For instance, Shugart Enterprises, building homes for first-time and move-up buyers in North Carolina, has committed to building all its new homes to the Bronze level of the National Green Building Standard but decided it couldn't shift the extra costs to its customers and remain competitive. It does certify homes to the higher Silver and Gold levels if the customer pays for the additional costs.

Remodeling: The Next Big Thing

John Wesley Miller — principal of John Wesley Miller Companies in Tucson, Ariz., and a green building pioneer with more than 50 years of experience in the industry — made national headlines two years ago when the home he built for a Habitat for Humanity project was the first ever to be certified to the National Green Building Standard.

The company is also responsible for the 93-home Armory Park Del Sol development, an infill project in Tucson in which all the homes feature solar-powered electrical and water heating systems.

Armory Park Del Sol homes have not depreciated in value at the rate that many other Tucson homes have, but the last three homes to be built in that development will likely not have as many high-end features as the other homes. Miller said he has to price them to sell.

For the immediate future, Miller said his company is concentrating on the burgeoning market in remodeling and renovation projects — particularly for older homes that need significant retrofitting to make them more energy-efficient.

With his green building experience, "The biggest difference that we can make towards recycling and energy conservation is by fixing the tremendous stockpile of 'un-green' homes," he said.

He's changing out windows, installing new equipment and replacing roofs — first adding a substantial layer of insulation. "Of course, even as we do this, we always make sure the client knows we can build them a new green home when they are ready, too," he said.

Missouri builder and remodeler Matt Belcher agrees. "As the industry comes back, the focus is going to be on remodeling and revitalization and doing infill development — places where the infrastructure already exists, so you don't have that additional capital expense," he said.

It's a win-win for the builder and the local government. "Cities are interested in seeing their housing stock improve," he said.

Right now, Belcher is working on an infill development that will eventu-

ally become a community of about 30 zero-energy-ready homes and doing rehab projects in the old town section of Jefferson City, the state capital. "The number-one rule of real estate is location, and this is a short walk and an even shorter bike ride to downtown."

A longtime NAHB Green Building Subcommittee member and volunteer, Belcher worked with an NAHB task force that advised the Appraisal Institute as it prepared new educational tools and resources for correctly valuing sustainable construction; and along with other volunteers from the state home builders association, he is trying to change the rules about who can appraise green in Missouri.

"If I sell a farm, I have to use an appraiser who is qualified in agricultural appraisals. The same should be true for green — a qualified appraiser should do the appraisal," he said.

Just Starting Out, Focus on Quality

The residential solar equipment business that Miller started 15 years ago is booming, and now has many competitors. "I am just as enthusiastic as ever — or even more so — about green building," he said. But anyone just starting out needs to be realistic about the prospects, he said.

"I would warn anyone that they need to be willing and able to wait to turn a profit," Miller said. "Focus on quality and building your reputation. Honor your warranties. Be sure you communicate with your customer and get everything out on the table.

"Of course, you want to sell the job, but you also want to be a good counselor," Miller continued. "You have to be educated and knowledgeable about products" — one advantage of attending events like the National Green Building Conference & Expo.

"And if you can get a job in today's market, take it. It's tough out there right now. My guess is that it will be 2012 or 2013 before we see a turnaround here. We need to be patient," he said.

The market in St. Louis and mid-Missouri is also slow, Belcher said, "But the guys that are building green all have projects going on. I think that's as strong a statement as you can make about the state of green building.

"The difference is the buyers today are more discriminating because they can be, quite frankly," he said. "Builders and remodelers need to make sure they are educated if they want to be advocates for their customers and do well in this niche, because it is the future. That's why people should go to the National Green Building Conference."

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How to Lose an Election 101

About one year ago, the Obama Administration proposed a cutback in the mortgage interest deduction (MID), a fractional cap on deductions taken by households with larger incomes. More recently, late last year Obama's deficit commission proposed serious changes in tax policy that would harm housing on a number of fronts.

Innocuous as it may seem to some, there is a real possibility that these actions are just the first step in a longer-range campaign to eliminate the mortgage interest deduction for home owners in general.

When government kills a deduction that's been around as long as the MID, it is essentially creating a new tax — something American voters are finding more and more unacceptable.

This cutback would require America's home owners to help pay for an ever-expanding government. Additionally, it would put the dream of homeownership further out of reach for America's new families.

There are many good reasons to keep the MID. And the reasons to kill the deduction just don't hold water.

First of all, a home of your own has always been the foundation of the American Dream. The social benefits are immense.

President Franklin Delano Roosevelt said that a nation of home owners is unconquerable. President Clinton called homeownership an essential part of the American Dream, and President George W. Bush said it has the power to transform people.

As intangible as some may paint it, pride of ownership is the number-one reason why people strive to own their own home.

From a financial standpoint, there is absolutely no question that buying a home has a number of advantages:

- Deduction of mortgage interest
- Deduction of real estate taxes
- Capital gain exclusion

And regardless of market ups and downs, in most cases the value of the home is the typical family's major asset. Paying off a mortgage for many has become a form of enforced savings.

Economists, market experts and analysts agree that elimination of the MID would result in a further drop in home values. There would be even more foreclosures. Home sales would suffer. And even greater unemployment would result.

Bob Jones, former chairman of NAHB, had this to say about the proposed legislation: "The collateral economic damage of what happens when something comes along to pull the rug out from under housing values is all around us, so who in their right mind would advocate a plan to bring down housing prices by 10% or more? The MID was not responsible for the housing bubble; countries without an MID have also experienced dramatic swings in housing prices in recent years. The benefits of the MID are also expansive in scope geographically."

Public support for retaining the interest deduction is overwhelming.

According to a nationwide survey of likely voters this past September, nearly 80% support retaining federal tax incentives to promote hom-

ownership, which has been in the tax code since the introduction of federal income taxes in 1913, nearly a century ago.

Surprising to some but not to me, an even higher percentage — 82% — of renters favor providing tax incentives to promote homeownership. Most renters aspire to someday become owners.

Which brings us to "How to Lose an Election, 101."

Voters stated in the poll that they would be less likely to vote for a candidate for Congress who supported either eliminating or reducing the home mortgage interest deduction. The message is clear.

Yet, our bloated federal government still lumbers and wheezes down Pennsylvania Avenue with proposals for extravagant legislation fluttering from its bureaucratic folds.

Eliminating this tax break for home owners is tantamount to forcing new taxation on an economy where most thinking people believe the best way out of a hole is not to dig it any deeper with new taxes.

Larry Kush is national area chairman of NAHB for a six-state area including Arizona, Colorado, Nevada, New Mexico, Utah and Wyoming. A home builder for 30 years, he has been selected five times as the Phoenix Home Builder of the Year. This information reprinted with permission by NAHB. For information or similar articles, visit nahb.org.

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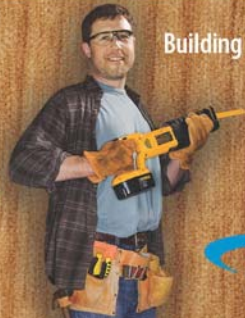


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In the Know...

2011 Committees and Councils

Activities Committee

Nathan Lawrence

The activities committee is meeting again in April to work on our agenda for 2011. This year we will be promoting the Summer Picnic and Golf Tournament and also our Holiday Social in December. The picnic at Camp Rockmont is always a great time to get out with the family and enjoy many activities at the lake. With just one golf tournament this year, teams and sponsorships are sure to fill up fast, so make sure to contact the AHBA office if you would like to participate. After our next meeting we will publish the firm dates for our activities this year. We have some new members to the committee, so I would like to thank them for volunteering their time to serve our membership

Associates Committee

Renee Maxwell

The Home & Garden Expo is only a couple of weeks away! Over 100 booths are filled with homebuilding and gardening products and services. Be sure to join us for our VIP Builder Preview Event on Friday, April 15th from 5:30 to 7:30 pm. This is a special event just for industry professionals and will take the place of our membership meeting this month. Food and beverage will be provided. Special thanks to our Title Sponsor, First Restoration Services, for presenting our Expo! Visit on-line at www.AshevilleHBA.com/expo.php to see a list of exhibitors and sponsors!

Legislative Committee

Thomas McClain

This month your legislative committee met to discuss the difficulty and explore the opportunity for raising Build-Pac funds during a non-election year. It is so important to meet our goal so that next year we will have funds to contribute to candidates that support our pro housing agenda. At this year's Home and Garden Expo VIP Builder Preview Event we will be having our first fundraiser. We look forward to selling raffle tickets during the event for a chance to win an Apple Ipad! Stay tuned for exciting details and make sure that you do not miss out on an opportunity to win an exciting prize while making your contribution to Build-Pac for 2011!

Parade of Homes Committee

Jason Weil

The March meeting of the Parade of Homes Committee was designated to provide open discussion on future Parades. All the committee members in attendance were asked to bring with them new ideas that can be implemented in the 2012 Parade of Homes and beyond. The committee put their heads together to try and make the Parade of Homes more successful with the public and for the builders. The three questions that we tried to answer with all the new ideas were: would the new idea increase exposure for the builders, would it generate more interest in the Parade from the public, and can it generate more revenue for the HBA. The three ideas that were bounced around the most were: Chef's on Parade, incorporating elements of virtual home tours into the

existing parade of homes events, and finally a revisit to the idea of including occupied homes in the parade in some fashion or another. The committee made much headway on these topics and there is sure to be more discussion about them in the coming months. If you have any opinions on these ideas or any others to make the Parade of Homes more successful, we welcome your thoughts, just contact any Parade of Homes Committee member.

Membership Minute

Christi Stokes

Membership Minute for April 2011 NL

As a reminder, holding the membership status of a Builder Member in the Asheville Home Builders Association requires that member to carry a valid/active NC General Contractors License at all times. The AHBA has recently performed an annual audit of its Builder Members with the records of the North Carolina Licensing Board. Members who do not meet this requirement will be transferred to an Associate Member and notified of this change in their membership status.

The Membership Committee encourages you to attend the next AHBA Networking event held on Friday, April 15th for the VIP Builder Preview Event at the WNC Ag Center. Come and visit with exhibitors at the 2nd Home & Garden Expo, area Builders, AHBA members, prospective members and much more! Please RSVP in advance to office@ashevillehba.com. You will not want to miss this opportunity to network with industry professionals!

The lucky winner of the March drawing is Randy Edwards of Complete Builders, LLC. Congratulations Randy! If your membership is up for renewal and your payment is received by the AHBA office prior to your expiration date, you will automatically be entered in the monthly drawing!

Professional Women in Building Council

Kate Duinkerken

The PWB would like to thank Shana Combs with Build it Naturally for hosting our March lunch meeting and welcome a new member: Brenda Irvin with Asheville Painting Company. We enjoyed Shana's introduction of Build it Naturally, which focuses on putting renewable, recycled products into our hands by offering green products such as flooring, paints, countertops, insulation and cabinetry. Thank you to everyone who participated in our Social Media Series, which was a huge success. The proceeds from classes go to our scholarship, which we are currently accepting applications for. The deadline for our scholarship applications is fast approaching (May 1st). We hope to distribute two scholarships this year to college students participating in a construction-related degree. See the scholarship application in the Committees section of the AHBA website at <http://www.ashevillehba.com/committees.php> or have the prospective student call the AHBA office. Our next meeting will be held at 8:30 on April 5th at the AHBA office and Sara Sheppard with Brock Insurance Agency will be our keynote speaker. Further out: Bring a friend to our May 3rd meeting and be entered to win a \$10 gift card!



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I-9 Compliance Refresher Course

As you probably know, the Form I-9 is a mandatory employment eligibility verification form. Completion of the I-9 by both employer and employee must occur within three days of hire for every employee hired after November 6, 1986, regardless of nationality or immigration status. Specifically, the employee must complete Section 1 on his or her first day of hire for pay, and the employer must complete Section 2 by the end of the third day of employment. Failure to complete I-9s or sloppy I-9 practices can result in onerous penalties and even imprisonment for the employer, and that includes managers and owners.

While Immigration Customs and Enforcement ("ICE") is less likely to "raid" a business in 2011 due to cost constraints, it now can appear on your doorstep with a 72 hour Notice of Inspection to review all the I-9s. It is therefore best to have the I-9s ready to be audited, since some employees may have left your employment and will be impossible to contact in order to complete, update or correct incomplete or defective I-9s during that 72 hour window. Even an entirely US citizen workforce will not absolve an employer from fines if the I-9s are missing, incomplete or appear to have been tampered with by backdating or whitening out mistakes.

Brief Checklist for your I-9s

1. I-9s cannot be used to screen job applicants. They are only used to confirm employment eligibility after hiring. To do otherwise is grounds for a discrimination lawsuit.

2. Any changes to an existing I-9 must be done by striking through, correcting, and having a manager initial and date those changes as applicable. Never white out or backdate, as this will be grounds for a fine by ICE.

3. If a Form I-9 is incomplete or needs correcting, you also have the option of using an updated Form I-9 and attaching it to the old I-9.

4. Are you using a current Form I-9? If hired on or after: Use Form: July 5, 2007 06/05/07 03/03/09 02/02/09 09/07/09 08/07/09, but the 02/02/09 edition is also accepted.

The latest Form I-9, dated 08/07/09, and any subsequent updates, can always be found at <http://uscis.gov/files/forms/i-9.pdf>

5. You may not suggest to an employee which documents to present as part of the I-9 process, or risk being liable for document abuse. Instead, show the employee the Lists on the back of the I-9 and let the employee choose to present an item from list A OR an item from List B AND List C.

6. You do not need to maintain copies of the documentation showing identity and employment eligibility presented by the employee as part of the I-9 process. But if you do, you must do so for all employees or risk being liable for document abuse.

7. Any document used to indicate employment authorization with an expiration date needs to be followed up on by completing Section 3 of the I-9 or by completing a new I-9. 8. It is your responsibility to notify the employee between four to six months of expiration of the employee's employment authorization document to obtain new proof of employment eligibility and complete Section 3 of the I-9.

9. Employee name changes also require completion of either Section 3 or a new Form I-9, but changes of address do not.

10. Form I-9 carries strict retention rules: once an individual's employment is terminated, you must retain the I-9 for three years from date of hire or one year after termination of employment, whichever is later.

11. Shred all I-9s that no longer need to be retained.

12. Keep your I-9s, and supporting documentation if you are copying and keeping copies, separate from all other personnel files and secure due to social security numbers and the latest "green cards" containing biometric information to which privacy and information security laws apply.

13. If you acquire a business and its employees, you can use the previous owner's I-9s but will be liable for any mistakes in them.

14. If you choose to use an outside I-9 management and storage contractor for your I-9s, confirm that your contractor is able to retrieve and make the information requested by the ICE Notice of Inspection available in the required time frame of 72 business hours. There are other considerations that should be discussed with experienced immigration counsel before selecting such a provider.

15. To be prepared for an ICE Notice of Inspection or worse, unannounced "raid", you need to have already in place clear, consistent, written I-9 policies and should have already conducted your own internal audit. It is recommended you conduct an internal audit annually. Special Considerations relating to Independent Contractors/Subcontractors Working on Your Premises

16. Just calling it an independent contractor relationship, even by contract, does not make it so. Consider if you need to train or update your managers to know the difference between independent contractors and employees and not treat an independent contractor's employees as company employees.

17. Do your research before entering into an agreement with a prospective independent contractor or subcontractor: ascertain whether it has experienced problems with either the Department of Labor or United States Citizenship and Immigration Service.

18. By checking the employment eligibility of an independent contractor's or subcontractor's employees working on your premises, you are assuming responsibility for the independent contractor's I-9 process. Once you do so, you are deemed to have knowledge if, by doing so, you discover that workers on your premises hired through a subcontractor are not employment authorized.

[continued on page 14]

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Builders Work With EPA to Clear Up Confusion Over Lead Rule Enforcement

The nation's home builders and remodelers continue to work with the Environmental Protection Agency (EPA) to clear up confusion over enforcement of the agency's new lead renovation, repair and painting (RRP) rule.

In a recent conference call with NAHB and the Building Industry Association of Southern California, the EPA's Region IX discussed how it is going about the inspection process in its area and what will be required of businesses to show they are in compliance.

Staff members from Region IX — which includes California, Nevada, Arizona, Hawaii and the U.S. territories in the South Pacific — explained that there are variations in how the different regional offices approach inspection targeting. The EPA's enforcement policy outlines not only the fines but also some of its enforcement flexibility.

The conference call was prompted by NAHB Remodelers member Ben Morey, who reported receiving a perplexing phone call from someone who at first claimed to be from the EPA — and when prodded then said they were working on behalf of the agency — to check the status of his firm's RRP certification.

It was established in the conference call that the EPA is not calling firms to check for certification. The unsolicited call to Morey was probably from someone trying to drum up business, call participants agreed.

To enforce the rule, Region IX said it is piggybacking RRP inspections with inspections to see if managers of multifamily properties are complying with a requirement to distribute EPA information to building occupants on safe remodeling practices.

Large window installing companies are also being targeted.

Responding to tips and complaints, Region IX is sending contractors warning letters and also placing them on a target list for possible inspections.

While EPA employees in Region IX are primarily focused on going to the offices of remodeling firms and inspecting their records for compliance with the RRP, site inspections are expected to begin shortly.

Records of remodeling work in pre-1978 housing need to be up to date and somewhat detailed. At a minimum, the records should contain:

Proof of delivery or notification of the "Renovate Right" brochure to all required persons — home owners, tenants, parents and guardians at childcare centers — such as a receipt form with signature

If used, the sampling results of any pre-renovation test kit (D-Lead, LeadCheck) and the name and lot number of the kit

A copy of the firm's RRP certification

A copy of the renovator's certification

The lead-safe work practices used to reduce the production of dust during renovations — including work-area containment, posting warning signs, clean-up procedures, waste handling, etc. — which can be dem-

Explanation of on-site worker training in lead-safe work practices

A description of the cleaning verification results, including the number of cleanings needed to achieve compliance

A copy of the renovation checklist

Proof of delivery or notice of the post-construction notification to all required persons — home owner, tenants, day care parents, etc.

The staffers from Region IX said they are still finding confusion within the regulated community over the requirement for both firms and individual remodelers to be certified and they are working to clear things up. Region IX has sent letters about the RRP requirements to tens of thousands of licensed contractors and have placed numerous articles in trade publications.

The EPA recognizes that there are uncertified contractors in the marketplace and is seeking tips and complaints about anyone operating out of compliance.

More information for contractors can be found on the EPA website, 800-424-LEAD and at the EPA's questions and answers page.

NAHB also has a great deal of information at www.nahb.org/lead-paint.

At a meeting this month, enforcement managers from the EPA's headquarters and regional offices will discuss enforcement strategies for the RRP. NAHB plans to follow up with the EPA after this meeting and inform association members of the outcome.

This article was reprinted with permission from NAHB. For similar articles please visit www.nahb.org.

New Member Orientation Attendees

Congratulations to the following new members who have completed the final step for membership with the Asheville Home Builders Association! Look for them at an upcoming meeting and welcome them!

Andersen Windows & Patio Doors, Jay King

Haynes Heating & Cooling, Steve Sullivan

Koenig HomeBuilders, Zac Koenig

M&M Kitchens & Baths, Keith Schroeder

McElrath Roofing, Steve McElrath

Mountain Water Systems, Jim Roberts & Steve Mayer

Russell Davis & Associates, Inc., Russell Davis



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- Renewing Members -

- 84 Lumber**
Judy Dinelle
75 Montgomery Drive
Asheville, NC 28806
(828) 665-3815
- A & B Construction and Development Inc.**
Jeremy Bonner
PO Box 15370
Asheville, NC 28813
(828) 258-2000
- Alderman Custom Homes LLC**
Bill Hanke
PO Box 1548
Weaverville, NC 28787
(828) 380-1788
- Anchor Building Contractors Inc.**
Fred Morgan
852 May Apple Lane
Mars Hill, NC 28754
(828) 206-3604
- Asheville Garage Door Service**
David Hall
277 Lynn Cove Rd
Asheville, NC 28804-1912
(828) 255-0830
- Asheville Savings Bank**
Michael Ledford
PO Box 652
Asheville, NC 28802-0652
(828) 250-7059
- B&L Distributing Company of NC**
Charles Parrish
190 Continuum Drive
Fletcher, NC 28732
(828) 209-5000
- Bellwether Design-Build**
Brad Rice
45 Rosewood Ave
Asheville, NC 28801
(828) 225-5990
- Branch Creek Construction**
Ben Martin
801 Academy St.
Asheville, NC 28803
(828) 335-9191
- Builders FirstSource**
Hugh Thomas
332 Haywood Road
Asheville, NC 28806
(828) 252-2491
- Built Wright Construction Inc.**
Andy Gardner
PO Box 8753
Asheville, NC 28814
(828) 545-7630
- Carolina Painting Contractors**
Dale Wooten
PO Box 16322
Asheville, NC 28816-0322
(828) 667-1868
- Carolina Ready Mix & Builders Supply Inc.**
Richard Bartlett
606 Old Us 70 Hwy
Swannanoa, NC 28778-2645
(828) 686-3040
- CertaPro Painters**
Bryan Chambers
220 Mt Carmel Rd.
Asheville, NC 28806
(828) 285-2959
- Chris Ramsey Construction Inc.**
Chris Ramsey
PO Box 2475
Weaverville, NC 28787-2475
(828) 645-7982
- Complete Builders LLC**
Randy Edwards
PO Box 2314
Fairview, NC 28730
(828) 423-7402
- Dave Steel Company Inc.**
Alan Shockley
40 Meadow Rd
Asheville, NC 28803
(828) 252-2771
- Dean Contracting**
Matthew Dean
191 White Oak Bap Road
Asheville, NC 28803
(828) 691-6288
- Eagle Creek Home Builders LLC**
Jonathan Myers
PO Box 96
Skyland, NC 28776-0096
(828) 337-9755
- Ferguson's Well & Pump LLC**
Larry Ferguson
2731 New Leicester Hwy.
Leicester, NC 28748
(828) 258-8496
- Grace Home Builders Inc.**
Brad Hutchinson
PO Box 1735
Fletcher, NC 28732
(828) 684-8791
- His Image Marketing Inc dba EDU SPORTSX2**
Donnie Hilzendager
3749 Sweeten Creek Road
Arden, NC 28704
(828) 687-2729
- Home Sweet Home Land Management**
John McClain
153 Fairway Falls Rd
Mills River, NC 28759
(828) 242-3465
- Hudgins Roofing Inc**
Darin Hudgins
11 Morningstar Drive
Leicester, NC 28748
(828) 683-8417
- Jay's Roofing**
Jay Gregory
PO Box 846
Black Mountain, NC 28711
(828) 299-3567
- Judd Builders LLC**
John Judd
1800 Hendersonville Road Suite 8
Asheville, NC 28803
(828) 274-4448
- McCurry Drywall Inc**
Darrell McCurry
175 Palmer Ford Rd
Weaverville, NC 28787-8513
(828) 645-4727
- McGuire Wood & Bisette PA**
Chuck Cloninger
48 Patton Ave
Asheville, NC 28801-3321
(828) 254-8800
- Meinch Construction Inc**
Aaron Meinch
20 Maple Cove Drive
Swannanoa, NC 28778
(828) 243-3097
- Mountain High Plumbing**
David Crystal
429 Brooklyn Ave
Hendersonville, NC 28792
(828) 697-0287
- Olde World Masters**
Paul Wiederhold
9 Reed St Ste C
Asheville, NC 28803-2683
(828) 277-6141
- Paul Franklin Architectural Photography**
Paul Franklin
80 Sugar Creek Road
Weaverville, NC 28787
(828) 458-7664
- Pine Brook Construction Inc.**
Jonathan Sluder
PO Box 905
Leicester, NC 28748
(828) 683-3823
- Plaxico Architectural Illustrations**
Lorraine Plaxico
197 Hobson Branch Road
Weaverville, NC 28787
(828) 645-8785
- Rich Builders LLC**
Tom Rich
88 Fairway Falls Rd
Mills River, NC 28759
(828) 280-4090
- Richland Homes**
Thomas Linsley
PO Box 307
Weaverville, NC 28787-8417
(828) 775-2326
- Scenic Wolf Development LLC**
Rick Bussey
1915 Wolf Ridge Rd.
Mars Hill, NC 28754
(828) 689-3600
- Shinn's Building Co.**
Tracy Shinn
PO Box 1746
Weaverville, NC 28787-1746
(828) 775-7464
- Southern Quality Siding & Windows**
Bryan Macomber
44 Wake Robin Way
Asheville, NC 28805
(828) 505-0049
- Spears & Wills Builders Inc.**
Tom Wills
412 Golden Rod Lane
Candler, NC 28715
(828) 778-4203
- Stafford Construction**
Jerry Stafford
14 Peridot Pt.
Black Mountain, NC 28711
(828) 329-2899
- Summit Building Supply**
Stokes Austin
252 Possum Trot Rd
Burnsville, NC 28714
(828) 682-9841
- Sun Mountain Door**
John Harris
140 Commerce Rd
Berthoud, CO 80513-9148
(970) 532-2105
- Taylor's Window & Screen Inc.**
Emily Christensen
1505 Buncombe Street
Greenville, SC 29609
(843) 851-8500
- The Housing Marketplace Inc.**
Joe Adams
PO Box 15408
Asheville, NC 28813
(828) 891-3911
- TM Freeman Carpentry Service**
Thomas Freeman
205 Shumont Rd
Black Mountain, NC 28711-6600
(828) 625-2300
- Trulls Carpentry Service LLC**
Keith Trull
PO Box 1986
Candler, NC 28715-1986
(828) 665-8314
- Wade Trim**
Charles Christy
1200 Ridgefield Blvd Suite 145
Asheville, NC 28806
(828) 665-1288
- Wiggins-Hill Inc**
Steve Wiggins
6 Raven Cliff Lane
Arden, NC 28704
(828) 681-0902
- Winter Star Woodworks**
Jon Pertee
330 Sully Ln
Burnsville, NC 28714-9710
(828) 675-0926

- New Members -

To educate and engage new members within the association, AHBA Members are required to attend the one hour New Member Orientation as the final step in the application process.

***Pending New Member Orientation
Carolina Farm Credit**

Bruce Newman
701 Brevard Rd.
Asheville, NC 28816
828-665-2393, ext 3817
Banking Services
SPIKE: Skip Brewer

***Pending New Member Orientation
Carpet One Floor and Home**

Leslie Moody/Affiliate Member
80 Charlotte Street
Asheville, NC 28801
828-252-1594
Flooring & Floor Coverings
Carpet & Floor Coverings
SPIKE: Laura Williams

Duinkerken Homes, Inc.

Kate Duinkerken /Affiliate Member
10 Lakeview Lane
Weaverville, NC 28787
828-645-2728
Residential Remodeling
Additions & Remodeling
SPIKE: Brandon Duinkerken

***Pending New Member Orientation
Every Angle Inc.**

Thomas Jablonski
PO Box 275
Marshall, NC 28753
828-778-4839
General Contractor
Residential Remodeling-Builder
SPIKE: John Mertz

***Pending New Member Orientation
Express Enterprises, Inc.**

Anthony Willis
PO Box 1936
Weaverville, NC 28787
828-689-2818
General Contractor
SPIKE: Skip Brewer

Haynes Heating & Cooling

Steve Sullivan
187 Deaverview Rd.
Asheville, NC 28806
828-225-5452
Heating & Air Conditioning Contractors
Heating & Air Conditioning Suppliers
SPIKE: Skip Brewer

Koenig Homebuilders

Zac Koenig
2655 Dillard Rd.
Highlands, NC 28741
828-787-1000
Builder
Residential Remodeling-Builder
SPIKE: Sean Sullivan

Mountain Water Systems

Jim Roberts
175 Weaverville Hwy - Suite C
Asheville, NC 28804
828-683-5400
Water Purification & Filtration
Equipment
SPIKE: Skip Brewer

Russell Davis & Associates, Inc.

Russell Davis
137 Wendover Road
Asheville, NC 28806
828-423-0720
Engineers
LEED AP Certified
SPIKE: Sean Sullivan

- Pending Members -

**Champion Window Company of
Asheville**

Duane Luther
55 Shiloh Rd. #3
Asheville, NC 28803
828-771-0278
Windows
Siding Contractors

Digital Home Solutions

Adam Eberhardt
PO Box 1740
Weaverville, NC 28787
828-768-2671
Home Automation
Home Theater
SPIKE: Sean Sullivan

Green Built Environments

Victoria Schomer
25 St. Dunstons Circle
Asheville, NC 28803
828-505-0309
Decorating & Interior Design
SPIKE: Talli Roberts

HomeTrust Bank

Franci Gasperson
PO Box 847
Skyland, NC 28776
828-654-6048
Banking
SPIKE: Donna Reeves

M&M Kitchens and Baths

Keith Schroeder
329 Emma Rd.
Asheville, NC 28806
828-551-2427
Kitchen & Bath
Marble, Stone, Granite & Tile

United Federal Credit Union

Linda Norton
4006 Hendersonville Road
Fletcher, NC 28732
269-982-4788
Banking Services
Mortgages

- Sorry to See You Go -

The AHBA is sorry to see the companies below drop their AHBA memberships. If you know these past members or do business with them give them a call and help us get them back to the AHBA. And remember, always strive to do business with members!

**Appalachian Rub-r-Wall
Associate**

**Binswanger Glass Co.
Associate**

**Briarwood Construction Inc.
Builder**

**Choice Plumbing Services, LLC
Associate**

**Consolidated Waste
Services, LLC
Associate**

**Innova Homes, LLC
Builder**

**Mueller Roofing
Associate**

**Nemec Construction, LLC
Builder**

**Norandex
Associate**

**Prudential Lifestyle Realty
Associate**

**Sherwin Williams Company
Associate**

**Town & Country Floors, LLC
Associate**

**West Asheville Real Estate
Associate**

PLEASE READ

In compliance with our Bylaws and the policies which have been put in place by our Board of Directors and the Membership Committee, Association procedure is to have new member applications approved by the Board of Directors and by the General Membership. Please look at the lists of all Members. If you know of any compelling reason that any applicant should not be considered for membership, please contact any AHBA staff member at 828-299-7001 or email your comments to the AHBA at info@ashevillehba.com. **All information given to the AHBA is held strictly confidential.**

I-9 Compliance Refresher Course

[continued from page 10]

19. Rather than assume the responsibility of checking whether an independent contractor's or subcontractor's employees are work authorized, require the subcontractor to confirm in writing that its workforce is legal.

20. If you do have independent contractors on your premises, you should consider having an indemnification clause in the contract or a side agreement to insulate your company from liability of potentially illegal workers performing under that agreement. But be aware that having constructive knowledge of an illegal workforce described in 21 below trumps any agreement.

21. Actual knowledge of an independent contractor's illegal workforce is not the only way you could be liable. Constructive knowledge is enough to impose liability. Constructive knowledge is defined as "knowledge which may fairly be inferred through notice of certain facts and circumstances which would lead a person, through the exercise of reasonable care, to know about a certain condition."

This article was reprinted from NCHBA, www.nchba.com and provided courtesy of Jennifer Parser. Of Counsel at Poyner Spruill, LLP, Jennifer Parser is an experienced immigration attorney whose biography can be seen at <http://www.poynerspruill.com/people/Pages/Jennifer-GParser.aspx>. She can be reached at jparser@poynerspruill.com tel: 919-783-2955 for further information.

Create Lifetime Relationships

As a business owner, I've hired dozens of consultants to do specific jobs, and as a home owner, I've had dozens of contractors work on my house.

About 95% of the time, each of these consultants and contractors did their job and then disappeared from my life. Our one-time transaction may have earned them a few thousand dollars, but that was the extent of our relationship.

The relationship the remaining 5% of consultants and contractors — and even builders — built with me was more lucrative. Each job led organically to another.

They were able to do more business with me because each of these small business owners designed the very structure of their business to create a lifetime relationship.

While marketing and sales obviously contribute to their success, there's something more fundamental involved, too. Each business owner structured their entire operation around a set of products and services that link together into a logical flow.

Structuring your offerings to drive multiple transactions over the customer lifetime is key #4 in this series on managing your business and building greater profits.

And this structure is built around what I call the "customer journey."

In advertising, a "customer journey" involves moving a customer through a series of milestones until they reach a particular goal.

In our industry, the term accurately describes how you can structure your company in order to drive multiple transactions from each of your customers. To accomplish this goal, you simply need to match your sets of products to your sets of customers.

But when I explain this concept to builders, the first thing most of them tell me is that their clients only buy a house from them once. Well, that's only true if you structure your business for that one purchase — which many, if not most, builders do.

To structure your business differently, however, you must take into account that Americans move, on average, once every seven years. So, if you're not structuring your product offerings according to how your home owner evolves over the course of those seven years, you're missing the opportunity to multiply your transactions with them.

While restructuring your business this way takes planning and effort, it makes good business sense.

It works because you are building on a relationship you have already established with your customer. Your customer knows you, has certain expectations of you and trusts you. Unlike creating a relationship with a brand new prospect, you don't need to invest time, energy or money building that familiarity and trust. It's already there.

Match Customers to Products — and Products to Customers

To create your customer journey, engage in two key steps:

Match your product offerings to your customer profiles.

Match your customer profiles to your product offerings.

Those two steps may look similar, but they are not redundant.

You need to approach your customer journey from both the product side and the customer side. By completing both steps, you align your marketing with your operations. This will enable you to ensure that you have customers for every product you supply — and vice versa.

Some customer profiles will match more than one customer journey and some customer journeys will match more than one customer profile. That's just fine, because it gives you that many more options to drive multiple transactions.

But be aware of customer journeys or customer profiles that don't match your product offerings. They can result in what I call "orphan products." You either need to target new customers to purchase these orphan products, or eliminate them from your product line.

Resolving what to do with your orphan products requires tough decision-making, but don't put it off. The long-term health of your business depends upon it.

Desire Alone Is Not Enough

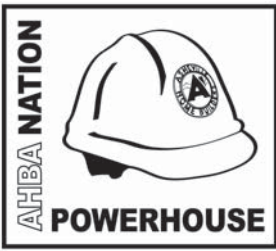
In my basement there is a file cabinet where every appointment book I've used since 1982 is stored. But despite the investment I've made with consultants and contractors over the years, when I look through these old books, I recognize less than one of every 10 names in them.

That's an incredible amount of business that the vast majority of contractors and consultants with whom I've done business have left on the table over the last three decades.

I'm sure that every one of them would have wanted me as a repeat customer, but desire alone was not enough.

Then again, I continued to do business with about one in 10 of them and still do business with them today. Those business owners not only built a customer journey for me, but they structured their marketing and sales campaigns to make sure that I knew it. And for them, it paid off.

This article was reprinted with permission from NAHB. Visit www.nahb.org for similar articles. Jeff Prager is the CEO of Backroom Management, based in Centennial, Colo., which provides the proprietary tools, systems and expertise that builders need to increase their profits. His "7 Key Numbers" system helps business owners determine their own seven key goals — and the paths to reach them — to make managing their business toward greater profits far simpler. For more information, visit Backroom Management at www.backroommanagement.com; or e-mail Prager, or call him at 303-221-0823.



North Carolina Housing Hall of Fame Seeks Nominations

The North Carolina Housing Hall of Fame Board of Governors is pleased to provide you with the opportunity to nominate a candidate for the North Carolina Housing Hall of Fame. The primary purpose of the NCHHF is to honor men and women who have made significant and lasting contributions to housing in North Carolina, the building industry and to the North Carolina Home Builders Association. Nominees do not have to be active or a member of the North Carolina Home Builders Association.

If you know of an individual who has excelled in making a significant and lasting contribution to the building industry, please complete the attached nomination form and return it by mail or e-mail by no later than April 15, 2011.

[Click here for a Nomination Packet](#) | [Click here for the NCHHF By-Laws](#)

North Carolina Home Builders Association
Attn: Erin Jones
P.O. Box 99090, Raleigh, NC 27624
(Must be postmarked by April 15 in order to be eligible!)

E-mail applications to ejones@nchba.org.
The inductee(s) will be announced at the June 2011 NCHBA 2nd Quarter Board of Directors meeting and the induction ceremony will take place during the Installation Dinner at the 2011 NCHBA 4th Quarter Meetings on December 6, 2011.

Induction into the NCHFF is a prestigious honor. All nominations will be carefully screened and given thorough consideration by the NCHHF Board of Governors. If you have any questions, please contact Erin Jones directly at NCHBA at (919) 676-9090 or by e-mail at ejones@nchba.org.

84 Lumber Hosts First AHBA Networking Night at Renovated Showroom

The AHBA was excited to have our first AHBA Networking Night on location at 84 Lumber! Members toured their newly renovated showroom while networking with their peers. The AHBA was excited to introduce our sponsors for the Home & Garden Expo at the event. One of the sponsors, Van Kyrias with Clear Channel Radio of Asheville, gave away two tickets to Bristol's raceway as a doorprize that night! We were excited to see such a great builder turnout. Special thanks to 84 Lumber for hosting this event and providing such delicious food and beverages and to all the members who came out to this exciting event! Our next meeting will be on Friday, April 15 from 5:30 - 7:30 pm at the WNC Ag Center for our VIP Builder Preview Event, sponsored by Henson Building Materials. This event is a sneak peek for our members and area professionals for the Home & Garden Expo. Food and drinks will be provided.



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