



BLUEPRINTS

A monthly publication of the Asheville Home Builders Association

JANUARY NAHB International Builders Show

Las Vegas, NV

January 20-23

Over 100 AHBA signed up to attend! View page 6 for more details!

Upcoming Events

February 19

Parade of Homes Preview

*Sponsored by 84 Lumber



Builders: find out how you can save \$200 on your 2009 Parade Entry and take advantage of Associate Member Discounts. See page 5 for details.

February 24

New Member Orientation
Prospective Member Meet & Greet
See page 15 for details.

Check out our Member News section on page 6 to see the latest information for our members, about our members. And remember, do business with a member!

2009 is an Exciting New Year for the Asheville HBA

A message from AHBA Executive Officer, Caroline Sutton

2008 was whirlwind of a year for the Asheville HBA with rising membership numbers, office remodel, redesigned programs and more. We closed the year with 775 total members! We are pleased to say that 295 of those members are Builders, 425 of those members are Associates and 55 of those members are Affiliates! As the Asheville area continues to grow in 2009 and become a destination of choice for many Americans it is great to see the number of members who make the decision to join the Asheville HBA. It is rewarding to know that many of you have chosen to be a part of the AHBA to enhance your business, raise your level of professionalism, do business with members, support the industry, have a voice and much more.

Last year the AHBA received a huge transformation! With record numbers in membership and participation the AHBA was busting at the seams of its office at 14 Mimidis Lane. In March of 2008 the Board of Directors made a decision to remodel the AHBA Office, complete a new education/conference room and finish off the last tenant space of the AHBA Building. After four months of construction and thousands of dollars in donations of materials, time and labor from AHBA members, the AHBA unveiled the new office building during the month of July. The AHBA Office now houses four staff offices, an 800 square foot conference room, that is being used monthly for committee and board meetings and soon to be education classes, and two additional units that are being rented to local area businesses. This project was a culmination of hard work and perseverance. The members involved in this project truly rose to the occasion on behalf of the AHBA! Installed in January and standing tall in the lobby of the AHBA Office is a six foot by four foot display recognizing all of the member companies who made a contribution of time, labor or materials for the 2008 project! This feature will remain a focus of the AHBA – Thank you to the member companies who helped make this project a success!

During 2008 the AHBA made a huge effort to get involved with local area charities. The AHBA participated in a one week Builder Blitz with Habitat for Humanity, where we built a 4 bedroom home for the Pascari family. AHBA members came together to build the home in just seven days! The home was entered in the 2008 Parade of Homes and awarded a Gold Award for Craftsmanship in their category. Throughout the year AHBA members raised awareness and volunteered with other local charities such as Hearts with Hands, Building Future Builders and Children's First/Communities in Schools. In November of 2008, 15 AHBA Builders signed a pledge to participate in the AHBA Battle of the Builders Event titled Builders Battling Hunger, supporting MANNA Food Bank. In just 21 days, our builder participants raised awareness and collected 4,276 can food items and \$2,500 dollars for MANNA Foodbank!

2008 was the year for redesigned events, activities and meetings at the AHBA. With member participation on the rise many of the AHBA events and meetings were sold out or reached full capacity! Networking was at a peak last year with lots of opportunities throughout the year like our Builder After Hours events held on location at AHBA member companies. Last year the AHBA hosted its first ever Reverse Raffle for a Harley Davidson or \$10,000 CASH! The event was not only a first for the AHBA but for many of its members and the community! Members gathered on the night of the event and suspense was high as we began pulling numbers one at a time. As the event came to an end and the last 10 ticket holders were standing we narrowed the numbers down [*continues on page 3*]



AHBA Executive Officer, Caroline Sutton

—2009 AHBA Board of Directors —

Thomas McClain, President
Home Sweet Home

Richard Soderquist, 1st Vice President
Builder Membership
Soderquist Construction Co.

Stuart Ray, 2nd Vice President
Builder Membership
JS Ray & Associates

Greg Spicer, Vice President
Associate Membership
MATH Insurance Service

Herb Freeman, Treasurer
Herbert C. Freeman, CPA, P.C.

Jill Jones, Secretary
Westall Chandley

Sean Sullivan, Immediate Past President
Living Stone Construction, Inc.

Josh Abrams, moreSPACEplace

James Bound, Greencraft, Inc.

Jim Demos, Demos Builders

Rick Dwyer, Greenstone Builders, Inc.

**Duane Liming, Pioneer Construction
and Development**

**Chris Lyman, McGuire, Wood & Bissette
Construction Law Team**

— AHBA Staff —

Executive Officer
Caroline Purcell Sutton
caroline@ashevillehba.com

**Director of Marketing and
Communications**
KC Hart
kc@ashevillehba.com

— Office Hours —

Monday - Friday, 9:00am -5:00pm

Phone: 828-299-7001

Fax: 828-299-7008

Email: info@ashevillehba.com



www.AshevilleHBA.com

Calendar

— Meetings —

Professional Women in Building

Tuesday, January 6th @ 8:30 am

**AHBA Office*

Tuesday, February @ 8:30 am

**AHBA Office*

Board of Directors Meeting

Thursday, January 13th @ 12:00 pm

Marketing Committee

Thursday, January 8th @ 1:30 pm

Parade of Homes Committee

Friday, January 16th @ 3:00 pm

Remodeler's Council

Wednesday, February 4th @ 9:00 pm

— Events —

January GMM

Thursday, Jan. 15

Blue Ridge Motion Pictures

International Builders Show

Jan. 20-23

Annual Convention and Board Meeting

Las Vegas, Nevada

Parade of Homes Preview Night

***Sponsored by 84 Lumber**

Feb. 19

Check your Weekly Briefing for details.

— Education —

Green Building for Building Professionals

Feb. 26 & 27

8:30 am registration, class until 4 pm

Johnson City Power Board

Call 423-283-8805 to register

Business Management for

Building Professionals

Feb. 28

8:30 am registration, class until 4 pm

Johnson City Power Board

Call 423-283-8805 to register

Endangered Species Ruling an Improvement

The final rule published last week by the U.S. Department of the Interior is an improvement to the consultation procedures that must be followed under the Endangered Species Act, according to members of the NAHB Environmental Concerns Committee.

The new rule helps to streamline the processes for private property owners assessing how their development might affect endangered species and critical habitat; the landowners are now only responsible for effects that are under their control, and not impacts caused by the actions of others.

"The rule strengthens the regulations so the government can focus on protecting endangered species as it strives to rebuild the American economy," said Secretary of the Interior Dirk Kempthorne in announcing the rule.

The rule clarifies requirements on when federal agencies must consult with the U.S. Fish and Wildlife Service or the National Marine Fisheries Service before issuing land use decisions. For instance, it clarifies the circumstances under which it must make a consultation when issuing a permit to a developer beginning a construction project in a wetland.

While some environmental groups have charged that limiting the role of the agencies takes away needed protections, a report from the Government Accountability Office notes that the agencies have not been effective in their consultations. For example, the report notes that the Fish and Wildlife Service has missed 40% of its own consultation deadlines, delaying construction projects by up to two years.

Also, by making landowners only responsible for effects on endangered species that are within their control, the rule helps to clarify the role of the Endangered Species Act regarding climate change, affirming NAHB's position that the law is inappropriate for regulating greenhouse gas emissions and similar issues.

"The revised rule provides a positive, much-needed balance between the protection of endangered plants and animals and our nation's continued need for affordable housing," said NAHB Chairman Sandy Dunn.

"Streamlining the consultation process, especially for routine development activities on smaller parcels of land where delays often stretch from months to years, will improve conservation efforts for all species," she said.

For more information, call the NAHB at 800-368-5242 x8132, or the AHBA at 299-7001.



"Happy New Year!"

President's Message by Thomas McClain

This is a New Year and with the New Year we all have new opportunities to grow our businesses. Even though the market is challenging, we can still grow our business by target advertising that will increase sales and name recognition.

Do you know that the Asheville Home Builders Association web site, www.AshevilleHBA.com, is an excellent place to advertise to builders and associate members? Our newly redesigned website won the NCHBA Stars Award for best website for the HBA's across the state. We had an average of 80,000 hits per month in 2008. What a tool we have at our disposal to reach so many new customers! Over 2400 searches are performed on our member directory each month and we have an average of 2000 unique visitors per month.

Advertising dollars are certainly meant to target business that will increase your revenue stream and profit margins so, it only seems logical to place those dollars where you will get the most return on your investment. The building industry is a competitive field of professionals who work hard building across America. Locally, we have an opportunity to support each other and contribute to the overall success of the building industry in western North Carolina.

There is no better way to hit the building industry target than to spend a portion of your advertising budget for 2009 with your Asheville Home Builders Association and the website is a great place to start! Let's support each other this New Year!

2009 is an Exciting New Year for the AHBA

[continued from page 1]

to award the prize to the last ticket drawn. At the end of the night the last person standing, the winner, was one of our very own members, John Gustafason of Gustafason Construction Corp. John spent 2 weeks making the tough decision on his prize and in the end took off with the \$10,000 cash! Congrats again John on a lucky year! This year's Parade of Homes Banquet and Christmas Gala saw great attendance with new venues and themes. 2008 was an important year focused on Bringing Professionalism to the Industry and Doing Business with Members!

Another big project for the AHBA in 2008 was the complete overhaul of the AHBA Website, www.ashevillehba.com. The new site has taken the AHBA to a whole new level! The site has a fresh updated look, as well as better ease-of-use and clearly defined information. The site features an interactive calendar, an easy to search member directory, a photo gallery, an update your information section and much more! The site archives all AHBA Newsletters and each monthly newsletter is available for viewing online on the first of each month. On the site you will find a tab dedicated to information on joining the AHBA. This is a great place to send prospective members you are recruiting to the AHBA. The Member Resources section of the site was created to inform members of sponsorship and advertising opportunities, updates to our member advantage program, access to the Members Exchange and much more. The newest addition to the AHBA site is the Homes for Sale Gallery. The gallery gives builder members the opportunity to showcase their homes in a listing format with photos and information for members and the general public. Since July, we have been tracking the site and are pleased to report an average of over 80,000 hits per month with 2000 unique visitors. In September of 2008 the site was awarded the NCHBA STARS Award for Best Website for all of North Carolina. This new site is a true member benefit and has established a presence for our members in the Asheville online community.

Looking back in 2008 it is clear that the success of the AHBA can be attributed to a great membership, members who actively participate and support the industry! Our 2008 Foundation Club financially supported the AHBA throughout the year! It is through the Foundation Club that we were able to grow our membership, support our programs and events while focusing on the needs of our membership! I would personally like to take a moment and thank each and every member for their support of the AHBA in 2008! It is because of members like each of you that the AHBA is a leading force in Western North Carolina. 2008 has been a tough year for many of our members. With the state of the economy and the uncertainty within the housing market we know that many of our members are struggling. We are proud of all that our members have accomplished in the face of such adversity. Members like you have propelled the AHBA to be the 4th largest association in the state of North Carolina and the 78th largest association in the Nation! Keep up the great work!

Your AHBA is geared up and ready for whatever 2009 brings our way! We have taken the necessary steps to ensure that we are equipped to provide our members with the tools they need to network and do business with one another, differentiate themselves among the crowd and continue to be a driving force in our industry. 2009 brings opportunity. The AHBA has an exciting year planned with events such as a Parade of Homes Preview, a Speed Networking Night, New Member Orientations and Prospective Member Meet & Greets. 2009 will be the year of education for our members. Beginning in March the AHBA will offer its first accredited course under the Asheville Home Builders Institute (AHBI), an education program tailored for our members in an effort to help you develop on a professional level while providing you with courses and information that will enhance your business and the way you run your company! This program will offer designations that are recognized at the local, state and national levels!

I challenge each of you to get involved this year with the AHBA! For some of you that means joining a committee or volunteering for a community service event. For others it simply means taking that first step to utilizing your membership – come to a meeting! The benefits of membership in the AHBA are endless. Whether it is making a new business contact, educating yourself at a meeting, building a relationship or participating in the AHBI, the AHBA can benefit you! Make it a goal to visit the AHBA website this year. Check out the online calendar and plan to attend an event, visit the Members Exchange page and post a classified ad or visit the Member Resources Page and explore all the pieces of your AHBA Membership such as the Member Advantage Program which can save you \$\$\$ throughout the year. Lastly, I encourage all of you to do business with a member! As we face challenges in 2009 it is more important than ever to rely on AHBA Members for business needs and services! Join us in 2009 as we continue to Bring Professionalism to our Industry!

[builders tips]

Builders' Tip: My Personal On-the-Job Hardware Store

Keeping chisels and other edge tools sharp is a habit that I insist that all our crew members develop. Not only that, in my company, keeping tools sharp also boosts moral, promotes safety and sends a valuable lesson to new crew members.

With so much importance placed on sharp tools, we have developed a low-cost sharpening system that ensures that we have a ready supply of well-honed tools available at all times.

In my company, different employees with different skill levels have access to particular tools. The sharpening system we use also helps my crew members determine which tools they are qualified to use.

Here's how the system works:

Every week, we collect dull, nicked or chipped chisels, drill bits, planer knives and other edge tools and put them in a special drawer in the service body of one of our trucks.

Then once a week, I or one of my qualified employees sharpens the tools on my Delta sharpening center. This task usually takes about 1-1/2 hours and ensures that my 25 employees are always equipped with sharp tools.

Once the tools are sharpened, we clean them with a solvent to remove the sharpening compound and allow them to dry.

Then we dip the sharpened edges into a can of liquid electrical tape — a liquid plastic readily available in many colors — to a depth of about 1/2-inch above the sharpened area to seal out moisture and dirt.

The liquid tape dries in about 15 minutes and can be removed with a quick pass from a utility knife when it's time to use the chisel.

As an added benefit, the plastic coating also does an excellent job of cushioning the newly-sharpened tools when they rattle around in toolboxes to and from the job. In fact, when I recently took the coating off a chisel that had been sitting at the bottom of a bin for more than a year, it was as sharp as the day it was sharpened.

Because the liquid tape comes in several colors — we use black, blue, red and green in our shop — we color-code the tools to designate how sharp they are and how much care was used for each tool during the sharpening process. The color-coding also designates the skill level required for each tool and gives my newer and less experienced crew members a goal to work towards.

For instance, our green-coded, hollow-ground, micro beveled chisels are used for intricate work by our highly-skilled workers. Our apprentices, on the other hand, only use the black-coded chisels because they are working on jobs like removing brick veneer that do not require high skill levels or highly-sharpened tools. As their skills progress, however, they also advance to using the next level of color-coded tools.

Through the years, I've seen them develop a real sense of pride as they graduate to jobs that require using the most refined-edge tools.

— John Avitabile, Trabuco Canyon, Calif.

Tips & Techniques provided by Fine Homebuilding.
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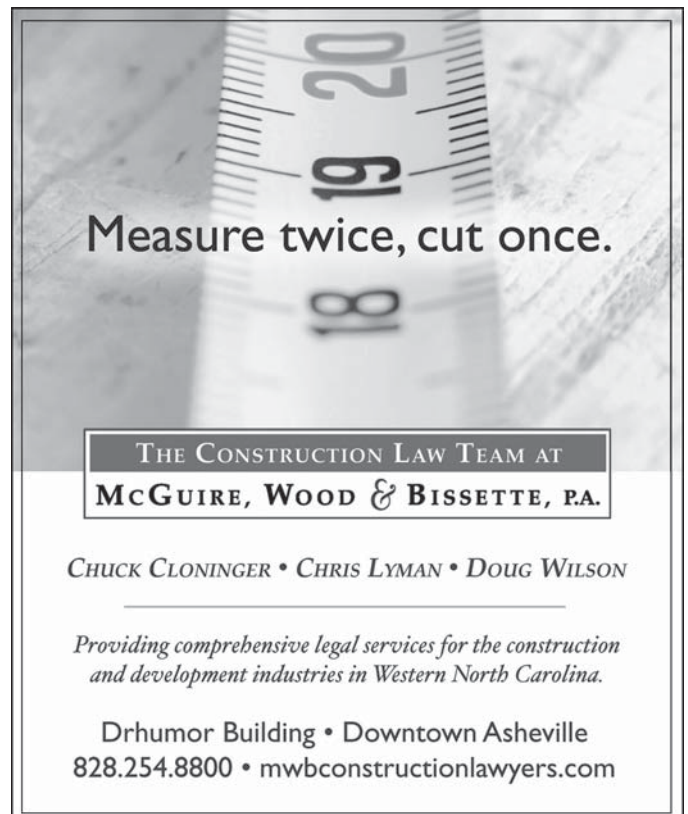


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2009 Parade of Homes Preview Event

***Sponsored by 84 Lumber through our Foundation Club.**

The AHBA is excited in 2009 to provide our Parade of Homes potential participants with information about the Parade of Homes at an early date! This year we will hold a Parade of Homes Preview Event on February 19th at the Crest Center and Pavilion, which will feature Associate Member Discounts, Parade of Homes how-to information, and other details about participating in the 2009 Parade of Homes.

New in 2009, the AHBA will be hosting a Parade of Homes Preview Event. The Parade of Homes Preview will provide opportunities for builders to learn about new changes to the Parade of Homes as well as ways to make the most of their potential entry into the 2009 Parade of Homes. Builders will be able to attend 15 minute sessions on topics such as "How to Complete a Builder Packet", "How to Market Your Parade Home in 2009", "How to Make Your Parade Entry Pay YOU!" and more! If there is a topic you would like to see covered in a session, please contact the AHBA office staff at 299-7001 or by email at info@ashevillehba.com.

A focus at the event will be on the 2009 Parade of Homes Associate Member Discount Program. This program is open to any builder entering a home in the 2009 Parade of Homes. Discounts range from free consultations to discounts on purchases. Be sure to join the AHBA on February 19 at the Crest Center and Pavilion to network with fellow AHBA members, enjoy food and beverage, and visit the tables of Associate Members offering Parade of Homes Discounts in an expo format.

All AHBA members are encouraged to attend. Builder Members who RSVP, attend the event and visit the designated booths, will automatically receive \$200.00 off their first 2009 Parade of Homes Entry AND be entered in multiple door-prize drawings!

Contact the AHBA for more details and to RSVP to the event. *Builders must RSVP in advance, attend the event and visit the designated booths to be eligible for the \$200 AHBA discount and door-prize drawings. You won't want to miss this opportunity to save big in 2009!*

Associate Member Discounts for 2009 Parade of Homes

The Asheville Home Builders Association is pleased to announce the 2009 Associate Member Discount Program. This program is offered each year in conjunction with the Parade of Homes. For a nominal charge of \$25.00, Associate Member companies can participate in this program by offering products and services at a discounted rate to builders for their entries in the 2009 Parade of Homes. Discounts offered in the past include: free estimates, 10% off installation, 10-20% off packages, etc. But Associate Members can offer any type of discount!

Unique to this program, participating Associate Member companies receive an 8 month advertising package. The deadline to submit an Associate Discount is February 11, 2009. Discounts received after this date will not be accepted or advertised by the AHBA. Associate Discounts will be released to the membership on February 13, 2009. During the sign up period, participating companies will be recognized in the Weekly Briefings beginning Monday, January 12, 2009. Participating in the Associate Member Discount Program is easy to do and gives you and your company great exposure to Builders interested in the Parade of Homes!

Associate Member Discount Program includes:

Listing on AHBA Website under Associate Member Discount Page - Listing includes: company & contact info, discount description, color logo and link to member website. Listing will be released on February 15, 2009 and runs through October 31, 2009.

Inclusion in AHBA Newsletter Blueprints- Company name listed during the following months: March, April, May, June, October and November in Parade of Homes Feature Section..

Recognition at Parade of Homes Banquet - Inclusion in presentation on October 15, 2009.

NEW for 2009!

Inclusion in Parade of Homes Preview Event - The Parade of Homes Preview Event will feature any Associates offering an Associate Discount through the AHBA. Associates will be given a 3 foot area to display brochures, handouts, discount information, product & service information, etc. The event will be held on February 19, 2009 at the Crest Center & Pavilion. AHBA Builder members will be encouraged to attend and any builder member who RSVP's to the event and attends will be given a \$200 discount on their 2009 Parade of Homes entry. The incentive for the builders to attend is an effort to get as many builders as possible in front of the Associates who commit to offer a discount. All AHBA Builders Members and Prospective Builder Members will receive a flyer by mail, prior to the event, letting them know about the upcoming event, types of discounts and the \$200 savings opportunity.

Any type of discount will be accepted and all terms for redeeming discounts are negotiable between the Associate Member company and the builder, the AHBA will not get involved with the discount negotiations. Associates participating in the program are only required to offer the discount on the builders' 2009 Parade Home Entry.

Call the AHBA office at 299-7001 for more details and to sign up today!

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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!

Special Thanks to Rebecca D'Angelo Photography

New AHBA member Rebecca D'Angelo of Rebecca D'Angelo Photography took the photos at the Annual Christmas Gala held on December 12 at the Crowne Plaza. We'd like to say a special thank you to Rebecca for her beautiful photographs and for letting us display them in our newsletter! If you would like a print of one of her photographs, be sure to visit <http://www.photorelect.com/pr3/thumbpage.aspx?e=4365380> or go to [photorelect.com](http://www.photorelect.com) and type in AHBA Christmas Party for client, and Rebecca D'angelo for photographer.

Remember, the AHBA Logo is a Great Marketing Tool

As you prepare your marketing materials for 2009, be sure to remember to add the AHBA Member Logo to your print materials or website to denote that you are a proud member of the Asheville Home Builders Association! If you are looking to do business with someone in the community, be sure you see their AHBA Member Logo so that you can know for sure that you are "doing business with members!" Contact KC at the AHBA office at 299-7001 or by email at kc@ashevillehba.com to get your digital copy of the logo!

2009 International Builders Show

Housing professionals from across the country and abroad will flock to Las Vegas on Jan. 20-23, 2009 for IBS, the industry's largest trade-show and exhibition. After four years in Orlando, Fla., the NAHB show will return to the Las Vegas Convention Center with the largest showcase of cutting-edge products and services geared to the building industry of any other place on earth.

The 2009 IBS will feature more than 1,700 exhibitors displaying the latest products and services available, representing more than 250 industry categories. Attendees will also have the opportunity to choose from 250 educational seminars on topics ranging from green building and design trends to construction codes and 50+ housing, as well as home tours and special events.

The show will kick off its Grand Opening Ceremonies with legendary football coach, Lou Holtz, as keynote speaker. Attendees will also hear from some of the nation's top business leaders during a special daily featured speakers program held throughout the week.

The 2009 International Builders' Show is not open to the general public. Attendees will also be able to register on site at the show beginning on Monday, Jan. 19 at 7:00a.m.

AHBA Partner Habitat for Humanity announces new Deconstruction Division

Remodeling or Demolishing? Call us, we can help! Asheville Area Habitat for Humanity's new Deconstruction department will extract usable building materials and supplies in a timely manner and in conjunction with your project schedule. Our experienced staff works with individuals, businesses, contractors and developers. Salvaged items are brought to the Home Store for resale to the general public and proceeds fund the building of more affordable houses in our community. Typical salvageable items include appliances, building supplies, cabinets, doors and windows, and hardware, just to name a few. Please call Paul Reeves at 777-0743 or email preeves@ashevillehabitat.org for more information.

Attention AHBA Members

The Asheville Home Builders Association is now the 78th largest HBA in the country! NCHBA is the largest State HBA in the country! It is because of the dedication of our members that these ratings are possible. We all need to remember that members of our association depend on each other to make it through trying economic times such as these, so be sure to look to each other for business and referrals. The AHBA motto is to "Do Business with Members!" A motto that is proudly exemplified by our members! Be sure to visit our website's online directory to find AHBA members who can work with you on your projects!

Interested in Being Published in the Newsletter?

As our membership continues to grow we are looking for more ways to give exposure to our members – we invite you to submit articles to kc@ashevillehba.com for inclusion in the AHBA Newsletter. To receive a copy of the newsletter article guidelines call the AHBA today at 299-7001.

Bonded Builders Warranty Group announces Spirit of Membership Award for North Carolina Home Builder Associations

Bonded Builders Warranty Group will award a \$35 gas gift card to members of North Carolina home builder associations who bring in their first ever new member that is approved by your association. Along with the \$35 gas card we will provide a framed certificate of recognition printed on fine parchment paper.

This promotion is simply designed to support local home builder associations and does not require builder participation in our programs. Any member of our association is eligible to receive this award when they bring in their first ever new member to your Association.

Call the AHBA for more details and to determine if you have any SPIKE credits, 828-299-7001!

Get Involved in 2009

Contact the AHBA Office today to find out more about the Committees and Councils within the AHBA. This is the best way to get involved in your Association and to share your new ideas and suggestions! We are looking for members who want to get involved to step into a committee or council so that this year can be the best year yet for our Association! Contact the AHBA staff at 299-7001 or at info@ashevillehba.com.

BUILDER'S AfterHours

The AHBA is now accepting applications for 2009 Builder After Hours. If you are interested in hosting a Builder After Hours, please contact the AHBA office at 299-7001 or by email at info@ashevillehba.com to find an available date.



2009 AHBA Committee Sign Up Form

Interested in joining a committee for 2009? Now is the time to "Get In Where You Fit In!" Look over the committees listed below and decide which would be best suited for your talents. Complete the information section and check which committee you are interested in joining and send the form to the AHBA via fax 299-7008 or email at info@ashevillehba.com. We will send you a confirmation email to let you know which of the committees you selected are open for new members.

Member Name: _____
Company Name: _____
Work Phone: _____ Mobile Phone: _____
Email (preferred for meeting notices): _____

Committees

___ **Activities-** Plans and Executes Annual Events such as Golf Tournaments, Picnic and Christmas Gala.
Meets on an as needed basis, usually every other month.
Committee Co-Chairs: Duane Liming & Nathan Lawrence

___ **Associates-** Works on projects and develops programs to help serve the interest of the Associate members such as the Home Show and Table Top Expo. Meets once a month.
Committee Chair: Richard Soderquist

___ **Community Involvement-** Responsible for facilitating and recruiting volunteers for community activities such as Habitat for Humanity Builder Blitz and the Top-A-Stop project. Meets every other month.
Committee Co-Chairs: Stuart Ray & Kevin Abercrombie

___ **Education-** Responsible for planning and implementing member education classes. Works with AHBA staff to determine need and interest in NCBI and NAHB classes. Meets every other month.
Committee Co-Chairs: Thomas McClain & Rick Dwyer

___ **Legislative-** Serves as a liaison to the Board and the General Membership – meets with local elected officials, discusses ordinances and monitors Build-Pac Funds. Meets as needed, usually every other month.
Committee Chair: Greg Spicer

___ **Marketing/PR-** Works directly with AHBA Staff to evaluate and pursue marketing opportunities for promoting the AHBA and its members. Focuses on member involvement and participation through marketing efforts. Meets every other month.
Committee Chair: Sean Sullivan

___ **Membership/Retention-** An AHBA Staff run committee focusing on membership through recruitment and retention. Works closely with AHBA staff to plan and execute the New Member Picnic and May Membership Drive. Responsible for contacting new members and serving as an Ambassador at AHBA Events & Meetings. Meets once a month on the 2nd Wednesday of each month.
Committee Chair: Staff Run

___ **Parade of Homes-** Plans and produces the annual scattered-site Parade of Homes held in October. Meets once a month.
Committee Co-Chairs: Josh Abrams & Steve Royster

- Meeting dates and times may vary with each committee
- All meetings are held at the AHBA Office unless otherwise announced
- Please volunteer if you are able to make a commitment to attend the majority of all meetings.
- We need committee members who are willing to commit to each team and make a difference in the AHBA!

[member news]

AHBA Wraps Up 2008 with the 42nd Annual Christmas Gala

On December 12, the AHBA held the last event of 2008 at the Crowne Plaza Resort in Asheville. The Annual Christmas Gala was attended by more than 230 members and their guests, who enjoyed an evening of socializing, dancing and reminiscing about the year gone by. The AHBA was pleased to have Frank Weisner, 2009 NCHBA President, as an honored guest at the event to install our new 2009 HBA President, Thomas McClain. We were also honored to have MANNA FoodBank representatives present to accept the donations of our participating Battle of the Builders Competition and crown Stuart Ray the winner of the competition. We were also pleased to learn that our attendees at the Gala contributed over \$1800 to the charity Children's First/Communities in Schools that evening, through an AHBA Board Member, Bob Spears. The evening presentation included recognizing the 2008 Top SPIKES, the 2008 Committee Chairs and the 2008 Board of Directors. The AHBA was also proud to announce the 2008 Builder, Associate and Affiliate of the Year Awards, as well as two Outstanding Service Awards. After the presentation, members danced along to music provided by the DJazz Band and had their portraits taken by AHBA member, Rebecca D'Angelo. Thanks to every one who attended for a memorable evening!

2008 Top SPIKES

Sean Sullivan
Living Stone Construction, Inc.

Stuart Ray
JS Ray & Associates

Bob Spear
Spear & Wills Builders

Greg Spicer
MATH Insurance Service

Frank Turchi,
Living Stone Construction, Inc.

Brenda Dunlap
SEARS Commercial

Rick Dwyer
Greenstone Builders, Inc.

Josh Abrams
moreSPACEplace

Sam Arrowood
Living Stone Construction, Inc.

Thomas McClain
Home Sweet Home

Mike Bates
Living Stone Construction, Inc.

2008 Board of Directors

Sean Sullivan, President, Living Stone Construction, Inc.
Thomas McClain, 1st Vice President, Home Sweet Home

Richard Soderquist, 2nd Vice President,
Soderquist Construction Co.

Greg Spicer, Associate Vice President, MATH Insurance Service
Herb Freeman, Treasurer
Herbert C. Freeman, CPA, P.C.

Donna Reeves, Secretary, Regions Mortgage
Stuart Ray, Immediate Past President, JS Ray & Associates
Josh Abrams, moreSPACEplace
James Bound, Greencraft, Inc.
Duane Liming, Pioneer Construction
Jill Jones, Westall Chandley
Donna Minish, Century 21 All Seasons
Greg Phillips, Mayfair Partners, LLC
Bob Spear, Spear & Wills Builders

Builder of the Year

Sean Sullivan
Living Stone Construction, Inc.

Associate of the Year

Greg Spicer
MATH Insurance Service

Affiliate of the Year

Josh McGee
Westall Chandley

Outstanding Service Award

Kevin Abercrombie
Home Sweet Home
and
Frank Turchi
Living Stone Construction, Inc.

2008 Committee Chairs

Activities: Duane Liming & Nathan Lawrence, Pioneer Construction
Associates: Richard Soderquist, Soderquist Construction Co.
Community Involvement: Kevin Abercrombie, Home Sweet Home
& Frank Turchi, Living Stone Construction, Inc.
Education: Judy Dinelle, 84 Lumber
Legislative: Greg Spicer, MATH Insurance Service
Parade of Homes: Josh Abrams, moreSPACEplace,
Patti Haberstock, Beverly-Hanks & Associates
Professional Women in Building: Cindy Hipps, HomeSource
Realty & Construction, Inc.
Remodeler's Council: Tim Alexander, HomeSource
Realty & Construction, Inc.

The 2009 AHBA President,
Thomas McClain, was inducted to office with
the help of his wife, Michelle McClain.



Guests had their portraits taken by Rebecca D'Angelo, who also took the photos shown here.

Builder Competition brings in 2 Tons of Food for MANNA FoodBank

The Asheville Home Builders Association's Annual Battle of the Builders Competition was held during the month of November, culminating at the Christmas Gala on December 12th. In the past, this charity drive has been a one night event, but after realizing the continuing need to care for the hungry in our community, the AHBA decided to run a three week food drive with all the proceeds benefiting MANNA FoodBank. For the "Battle Against Hunger", we had 15 AHBA builders who participated in the event, calling on their subs, suppliers, friends and neighbors to help them in their competition. Each participating builder pledged to raise at least 50 donations for the competition, but all the builders went above and beyond the minimum, with a few participants even reaching donation totals over 1000! The AHBA office was overflowing with canned food items, so much so that we had to borrow a trailer from Stuart Ray and Ron Shelton of Building Environmental Solutions to contain the overflow of all the donations! On the night of the Christmas Gala, all the builders were presented with certificates of appreciation and the winner was presented with a Pink Hat Hat and matching Tiara that has been passed down from the previous winner. Congratulations to Stuart Ray of JS Ray & Associates, the winner of the Battle of the Builders Competition, after raising 1291 total donations! Also congratulations to Steve Royster of Bass & Royster, who came in a very tight second place with 1159 donations. Be sure to check out page 8 of this issue of *Blueprints* to read the thank you letter that Donna Pierce, Special Gifts Officer at MANNA FoodBank sent to the AHBA about this extraordinary competition. A special thank you goes to all the AHBA members listed below who donated to the competition to support the Builders and the food drive for MANNA. If you would like to learn more about how you can help MANNA FoodBank in their ongoing fight against hunger, please contact the AHBA at 299-7001 or by email at info@ashevillehba.com.

Battle of the Builders

Participating Builders

- Stuart Ray, JS Ray & Associates
- Steve Royster, Bass & Royster, Inc.
- Rick Dwyer, Greenstone Builders, Inc.
- Rick Buchanan, Buchanan Construction
- Don Thompson, Thompson-Rhodes Builders, Inc.
- Richard Soderquist, Soderquist Construction Co.
- Sean Sullivan, Living Stone Construction, Inc.
- Bob Duffy, Biltmore Farms Homes
- Mitch Gonzalez, Target Builders, Inc.
- Dan Grammatico, Grammatico Signature Homes
- Nathan Lawrence, Pioneer Construction
- Thomas McClain, Home Sweet Home
- Brad Rice, Bellwether Builders
- Tim Alexander, HomeSource Real Estate and Construction, Inc.
- Jeffery Wood, Asheville Area Construction, Inc.



Stuart Ray of JS Ray & Associates contributed 1291 donations and is the new Mr. HBA! (photo by Rebecca D'Angelo)

Special thanks to the following companies and individuals for supporting the Builders in the competition:

- | | | |
|--|--|--|
| Mark Whitted
<i>Pella Window and Door</i> | Ricky Harwood
<i>Harwood Brothers, Inc.</i> | Jeff Benninghoffen
<i>Hamilton Door Company</i> |
| Susan Newton and Jim Joly
<i>Builder Architect Magazine</i> | John Sullivan | Greg Spicer
<i>MATH Insurance Service</i> |
| Judy Dinelle
<i>84 Lumber</i> | Josh McGee
<i>Westall Chandley</i> | Jeff Hendrix |
| Rick Cooper
<i>McNutt Service Group</i> | Bob Spear
<i>Spear and Wills Builders</i> | Rob Fisher
<i>Stock Building Supply</i> |
| Gina Kidder and Bryan Presnell
<i>Core Installations</i> | Helen Kraus | |
| Josh Abrams and Amanda Ballew
<i>moreSPACEplace</i> | Edward McCutcheon | |
| Derek Weekley
<i>Greenstone Builders Inc.</i> | William Bass | |
| Dawn McGinnis
<i>Your Floor Stop</i> | Frank Turchi
<i>Living Stone Construction, Inc.</i> | |
| Brad Wood
<i>Progress Energy</i> | Pamela Potter | |
| Matt Vande
<i>VandeMusser Design Pllc.</i> | Tony Ippolito
<i>Biltmore Farms Homes</i> | |
| Sean Cashin
<i>Cashin Construction Company</i> | Al Sinyai | |
| Eric Gillum
<i>CEMEX</i> | Right Framing | |
| | Mountain View Nursery | |
| | James Haxby | |
| | Cason Builder Supply | |
| | James Robertson and Roger Baldwin
<i>ProBuild</i> | |
| | Bruce Lynes | |



The participating builders were recognized at the Annual Christmas Gala on December 12, 2008. (photo by Rebecca D'Angelo)



MANNA Volunteers helped to unload the canned goods in the warehouse.



AHBA Member Company Building Environmental Solutions loaned the AHBA their trailer to store the MANNA donation overflow!

[member news]

MANNA FoodBank Thanks AHBA Members for their Support

Please extend our heartfelt thanks to all of the Asheville Home Builder Association members who contributed to your recent food drive to benefit MANNA FoodBank. We were thrilled to be recipients of funds and food donated through your Builders Battling Hunger competition. You did a terrific job turning a community need into an opportunity for team building, and friendly competition. I think the part I shall remember most fondly was winner, Stuart Ray, accepting his award. Somehow the pink hard hat shall forever be imbedded in my memory!

Small change adds up! This phrase comes to mind when I think the Asheville HomeBuilders' Association and your collective effort on behalf of our community's most vulnerable citizens.

I can only imagine what the room would have looked like if everyone who donated or had encouraged their employees to contribute had been required to don a pink hat. It would have been quite a spectacle given the 4,070 pounds of food collected or the [\$2,060] dollars contributed by individuals and businesses in addition to the \$440 donated to MANNA by the Association.

MANNA is part of the Feeding America network of food banks. We distribute food through local member organizations to individuals and families across western North Carolina. Many of those we serve are underemployed, have experienced recent job loss or are unable to find employment. Your gifts of food and money will be used to meet the needs of these neighbors in our midst who would otherwise find themselves having to make choices between food and heat, food and shelter, or food and transportation. Thank you for partnering with us and for supporting our efforts to alleviate hunger!

Finally, Kitty [Kitty Schaller, Executive Director of MANNA] and I want to thank you for allowing us to participate in your gala event. We thoroughly enjoyed meeting your members, and learning about your organization. We also had the opportunity to discuss some fundraising ideas that have magnificent potential. We hope this is just the first step in a well choreographed dance.


Sincerely,
Donna Pierce
Special Gift Officer

[The AHBA was pleased to have both Ms. Pierce and Ms. Schaller attend the Annual Christmas Gala to accept the MANNA donations.]



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In the Know...

2009 Committees and Councils

Activities Committee

Nathan Lawrence & Duane Liming - Co-Chairs

The Activities Committee is responsible for planning events and activities throughout the year for AHBA members including the Annual Picnic and the Christmas Gala. If you would like to participate in this group of fun-loving individuals who know how to plan an awesome event, please contact the office today to get put on the email contact list for the meetings.

Associates Committee

Richard Soderquist - Chair

The Associates Committee will be working hard on the AHBA Annual Table Top and/or Home Show this year. Associate and Builder Members alike are encouraged to join this committee. If you would like to get involved in this committee and help plan this event, please contact the office today at 299-7001 or by email at info@ashevillehba.com.

Community Involvement Committee

Stuart Ray and Kevin Abercrombie- Co-Chairs

Its a new year at the AHBA and we are looking forward to working with the community again this year! We have several projects already scheduled and will be sending out reminders to get volunteers soon. If you have any ideas on any project you would like to see done, please call the office and let us know. Thanks again to all the volunteers that helped us last year, and we encourage you to get involved in 2009!

Education Committee

Rick Dwyer and Thomas McClain- Co-Chairs

The Education Committee is gearing up for a great New Year! With the completion of the AHBA Conference Room above the AHBA Office we now have a great space to hold education courses at our office location. This year, the Education Committee has set a goal to host 3 days of NCBI courses totaling 24 hours which can be credited towards multiple designations. The committee is in the process of selecting the courses, instructors and exact dates. The courses are tentatively set to be held during the months of March, August and November at the AHBA Office. Please stay tuned to your AHBA Newsletter, Monday Briefing and the Website to find details and information on signing up for the courses in 2009. In addition, the Education Committee looks forward to working closely with our 2009 Education Sponsor, Core Installations, to create a wonderful classroom with great technology which will be a benefit to all attendees!

Marketing Committee

Sean Sullivan-Chair

The Marketing Committee will be planning the best ways to get the AHBA and their members noticed within the AHBA and in the community. Join us if you have ideas of how you would like to see the AHBA advertised or if you would like to learn more about how we plan to market the AHBA in 2009!

Legislative Committee

Greg Spicer-Chair

The Legislative Committee is gearing up for next year and our top issues to present to our newly elected officials. Some of the topics will include Affordable Housing, conservation based development ordinance, Low impact development, & TOPO sensitive development. We will be meeting with elected officials every month and will be attending City Council and County Commissioner meetings. We will also be working with MCAD with the Builder Certification class. The next scheduled class will be at the HBA office on February 3 & 4. Please contact the HBA or ABR office if you would like to attend. You can also contact Greg Spicer gspicer@mathinsurance.com if you have any questions.

Membership Committee

The Membership Committee is looking forward to an exciting year. This year's membership committee will focus on recruitment and retention. Members of the committee will work closely with AHBA staff to plan our annual New Member Picnic and Membership Drive Event. This committee works extra hard to see that new members are contacted and encouraged to be a part of the AHBA while also making sure that our current members are retained and involved. New to the AHBA this year will be a New Member Orientation and Prospective Member Meet and Greet. The New Member Orientation will be a 1hour course at the AHBA Office beginning in February and alternating every other month. The course will introduce new members to all the AHBA has to offer – ways to get involved, ways to showcase your business and ways to increase your exposure. Following each New Member Orientation will be a Prospective Member Meet and Greet. This event will allow new and prospective members a chance to interact with one another as well as the Board of Directors, Committee Chairs and other AHBA Members that are actively recruiting. This event will be open for new members, prospective members and any AHBA member that brings a prospective member to the event. This way members that are actively recruiting are given an advanced opportunity to get in front of new members at this special event. Stay tuned to the Weekly Briefing and Website for more details!

Parade of Homes Committee

Josh Abrams & Steve Royster- Co-Chairs

Would you like to make a difference? Want to see something new? With only a few committee spots left, now's the chance for you to get involved with the 2009 Parade of Homes Committee. The Parade of Homes is one of the most active and largest committees within the AHBA. Plans are underway to "think outside of the box" to make the 2009 Parade of Homes just as successful and past parade's. Call the office to see how you can get involved and make a difference!

Professional Women in Building Council

The Council is looking forward to another productive year with the AHBA! Last year, the women of the PWB worked closely with the AHBA for several social and networking events, held successful fundraisers for charities such as Habitat for Humanity and Hearts with Hands, and turned enough heads at the State PWB level to bring home a scholarship for our year in review History Book! In 2009, the women will be looking to focus their fundraising efforts on specific charities, recruiting more members (including men!) and offering educational opportunities for their members. If you are interested in joining this exciting council, please contact the AHBA at 299-7001. Women, men, members and/or their spouses are invited to attend a meeting to see if this council is the right fit for you to get involved in the AHBA. New officers will be voted on and installed in our January meeting.



White Insurance Agency

David Queen

(828) 669-7912

FAX (828) 669-2315

www.whiteinsurance.com

dqueen@whiteinsurance.com

PO Box 1310
17 Sunset Drive
Black Mountain, NC 28711

- Renewing Members -

ACM Design, PA

Amy Conner-Murphy
110 Porto Bello Road
Arden, NC 28704
828-684-9884
SPIKE: Sean Sullivan

Adair's Custom Creations, Inc.

Kenyon R. Adair
1127 Adair Road
Canton, NC 28716
828-648-3567
SPIKE: Thomas McClain

Affordable Comfort, Inc.

Tracey A. Ponder
51 Holcombe Branch Road
Weaverville, NC 28787
828-626-3090
SPIKE: Marc Wilson

Air Craftsman Heating & Cooling

George Willis
PO Box 19170
Asheville, NC 28815
828-299-1809
SPIKE: Vickie Gaddy

Appalachian Mountain Homes, LLC

Clinton R. Blankenship
PO Box 1144
Mars Hill, NC 28754
828-689-3977
SPIKE: Thomas McClain

Artisan Systems, Inc.

Matt Karcher
PO Box 7102
Asheville, NC 28802
828-667-9300
SPIKE: Ryan McLellan

Asheville Construction Service

Chris Dillingham
PO Box 6558
Asheville, NC 28816
828-216-5937
SPIKE: Donna Reeves

Beverly-Hanks & Associates South

Pat Bryant
140 Hendersonville Road
Asheville, NC 28803
828-684-8999
SPIKE: Patti Haberstock

Beverly-Hanks & Associates South

Dennis White
140 Hendersonville Road
Asheville, NC 28803
828-684-8999
SPIKE: Frank Warren

Carolina Equipment

Peter Jensen
994 Charlotte Highway
Fairview, NC 28730
828-628-3004
SPIKE: Sean Sullivan

CGR Asheville, LLC

Gina Razete
412 Cranbrook Drive
Arden, NC 28704
336-385-1136
SPIKE: Thomas McClain

Chestnut Hill Construction Service

Joseph Carney, III
90 North Liberty Street
Asheville, NC 28801
828-285-9888
SPIKE: Chuck Spinelli

Dan Grammatico Signature Homes, LLC

Dan Grammatico
231 Fennel Dun Circle
Biltmore Lake, NC 28715
828-665-6513

Dolph & S.W. Silvers Construction

S.W. Silvers
295 Sawmill Hollow Road
Burnsville, NC 28714
828-682-6871

Eagle Creek Home Builders, LLC

Jonathan Myers
PO Box 96
Skyland, NC 28776
828-337-9755

Falcon Development of NC, Inc.

David Ross
30 Hendersonville Road
Asheville, NC 28803
828-274-3055
SPIKE: Ryan McLellan

Gardner Building Group, LLC

Scott Gardner
20 Gardner Drive
Asheville, NC 28803
828-298-8982
SPIKE: Marcia Grant

Guaranteed Supply Company

Brent Besosa
PO Box 36007
Greensboro, NC 27416
828-654-9209
SPIKE: Sean Sullivan

Haverty's

Jody Padgett
246 Tunnel Road
Asheville, NC 28805
828-281-8172
SPIKE: Nancy Padgett

High Country Airtight Sprayfoam Insulation

Gene Young
PO Box 1119
Murrells Inlet, SC 29576
843-651-6038
SPIKE: Richard Soderquist

Home Sweet Home

Kevin Abercrombie
153 Fairway Falls Road
Arden, NC 28704
828-890-8474
SPIKE: Thomas McClain

JDC Roofing

Jim Dalton
524 Hendersonville Rd, Ste. A
Asheville, NC 28803
828-274-7200
SPIKE: Sean Cashin

Jennings Building Supply

Shawn Busby
780 Hendersonville Road
Asheville, NC 28803
828-277-2137
SPIKE: Steven Royster

K.A. Smith Company

Keith Smith
19 Emmas Cove Road
Candler, NC 28715
828-665-2669
SPIKE: Rick Cooper

K-Wall Poured Walls, LLC

Richard Kubica
7 McGee Circle
Fairview, NC 28730
828-628-9255
SPIKE: Rick Dwyer

Landmark Builders of WNC, LLC

John Frock
525 Avery Creek Road
Arden, NC 28704
828-650-0909
SPIKE: David Queen

Leading Edge Builders, Inc.

Ralph E. Gundrum
1521 Roaring Fork Road
Hot Springs, NC 28743
828-622-3418

Leicester Carpet Sales

Brad Snelson
119 New Leicester Highway
Asheville, NC 28806
828-254-8937

Lewis & Fish Construction, Inc.

David Lewis
PO Box 563
Mars Hill, NC 28754
828-206-1260
SPIKE: Gregory Forrest

Longmeadow Homes, LLC

Michael Tinsley
1550 Hendersonville Road,
Ste. 210
Asheville, NC 28803
828-277-7737

McCarson's Building, Inc.

Chris McCarson
5 McCarson Drive
Leicester, NC 28748
828-683-9785
SPIKE: Stuart Ray

Moisture ID, LLC dba Kestrel Construction

William C. Rabbino
39 College Street
Asheville, NC 28801
828-712-9664

Mountain Window & Door Gallery, LLC

Deanna McClain
153 Fairway Falls Road
Arden, NC 28704
828-280-4144

Pearlmans Carpet One

Stacey Blanton
80 Charlotte Street
Asheville, NC 28801
828-252-1594
SPIKE: Nancy Riels

Plaxico Architectural Illustrations & Pastel Landscapes

Lorraine Plaxico
197 Hobson Branch Road
Weaverville, NC 28787
828-645-8785

ProBuild

Brian Ballard
2324 Asheville Highway
Hendersonville, NC 28791
828-694-0665
SPIKE: Jim Robertson

Quality Still Counts

Randy Cody
2952 Smith Creek Road
Mars Hill, NC 28754
828-689-9137

R L Stafford Construction, LLC

Robin Stafford
14 Lowry Lane
Weaverville, NC 28787
828-645-4587
SPIKE: Rosalee Wilson

- Renewing Members con't -

[member news]

Roger Ezell Plumbing

Roger Ezell
79 South School Road
Marshall, NC 28753
828-649-2519

Rub-R-Wall of the Carolinas

David Hyder
227 Gibbs Road
Leicester, NC 28748
828-779-0363
SPIKE: Rick Smart

S B Coleman

Stewart Coleman
1000 Centre Park Drive
Asheville, NC 28805
828-253-5391
SPIKE Peter Nordeen

Shuler Homes

Tony Shuler
3653 Sweeten Creek Road
Arden, NC 28704
828-691-1788
SPIKE: Eric Redden

Sprinkle Construction, LLC

Charles Sprinkle
44 Wright Cove Road
Fairview, NC 28730
828-776-3215
SPIKE: Sean Sullivan

Timberline Custom Homes, LLC

Mark Montini
PO Box 15111
Asheville, NC 28813
828-776-1511
SPIKE: Herb Freeman

Town & Mountain Realty

Mike Miller
168-B South Liberty Street
Asheville, NC 28804
828-232-2879
SPIKE: Stanley Caton

Tucker Materials

Matt Sutton
PO Box 398
Fletcher, NC 28732
828-684-5400

Universal Forest Products

Tom Lowrie
121 Eason Road
Dalls, NC 28034
704-922-0027

Watkins Drywall

Henry Watkins
124 Warren Wilson Road
Swannanoa, NC 28778
828-298-5319

West End Cabinets

Brian A. Burpeau
PO Box 1281
Black Mountain, NC 28711
828-669-4143

Your Floor Stop

Jerry Stewart
1000 Brevard Road, Ste. 169
Asheville, NC 28806
828-665-0240
SPIKE: Sean Sullivan

- New Members -

[In the December issue of *Blueprints*, the pending and new members were listed incorrectly. Due to this error, the AHBA staff is reprinting both lists of members in the New Member section of this issue of *Blueprints*. We apologize for any inconvenience.]

Benchmark Investment Group

Patrick Brannen
PO Box 6317
Asheville, NC 28816
828-778-8850
Real Estate
SPIKE: Greg Spicer

Carolina Home Lift LLC

Bill Brown
PO Box 6511
Hendersonville, NC 28793
704-577-2032
Elevators/Platform & Stair Lifts
SPIKE: Josh Abrams

Choice Plumbing Services LLC

Terry Langford
425 Sagewood Dr.
Marshall, NC 28753
828-778-7840
Plumbing Contractor
SPIKE: Greg Spicer

GDS Asheville

Donnie Hilzendager
1070 Riverside Drive
Asheville, NC 28804
828-253-3929
Waste Disposal
SPIKE: Sean Sullivan

His Image Marketing, Inc. dba EDU Sports X2

Brad Martin
3749 Sweeten Creek Rd.
Arden, NC 28704
828-687-2729
Marketing & Promotional Products
SPIKE: Sean Sullivan

Mountain Home Systems

Chad Helmuth
16 Westminster Dr.
Asheville, NC 28804
828-777-0657
Alarm & Security Systems
SPIKE: Steven Royster

Ocmulgee Concrete Services, Inc.

Craig Knowles
1000 Bear Car Way, Ste. 102
Morrisville, NC 27560
828-406-3514
Concrete Contractor
SPIKE: Sean Sullivan

Progress Energy

Brad Wood
100 E. Davie St., Tpp. 8
Raleigh, NC 27601
919-546-7342
Utilities
SPIKE: Sean Sullivan

Mountain Equity Builders, Inc. dba EarthSun Foundations

John Erwin
20 Lauren Lane
Candler, NC 28715
828-216-9155
Foundations, Concrete Work,
Modular Home Building
SPIKE: Fred Bowers

Cambria Natural Quartz Surfaces

Matt Fowler
1900 Bankroft Street
Charlotte, NC 28206
612-240-8314
Quartz Countertop
Manufacturer
SPIKE: Lisa Billmyre

Jay's Roofing

Jay Gregory
PO Box 846
Black Mountain, NC 28711
828-299-3567
Roofing
SPIKE: Greg Spicer

Duinkerken Homes

Brandon Duinkerken
10 Lakeview Lane
Weaverville, NC 28787
828-450-9395
General Contractor
SPIKE: Greg Spicer

Carolina First Bank

Affiliate
Gabriel Huntress
74 Patton Avenue
Asheville, NC 28801
828-736-3652
Mortgage Banking
SPIKE: Brenda "Kaye"
Thompson

- Pending Members -

Carolina Wall-Crete

Julius R. Price
1609 North Post Road
Shelby, NC 28150
704-297-9098
Concrete Contractor & Finisher
SPIKE: Tom Pearson

Cooper House Fine Cabinetry

Mitch Walker/Affiliate
479 Hendersonville Rd
Asheville, NC 28803
828-274-5414
Cabinets
SPIKE: Mark Whitney

Cooper House Fine Cabinetry

Larry Ficker/Affiliate
479 Hendersonville Rd
Asheville, NC 28803
828-274-5414
Cabinets
SPIKE: Mark Whitney

K-Wall Poured Walls, LLC

Robbie Vaughan/Affiliate
PO Box 2189
Skyland, NC 28776
828-628-9255
Foundations & Concrete Construction
SPIKE: Richard Kubica

K-Wall Poured Walls, LLC

Greg Ledford/Affiliate
PO Box 2189
Skyland, NC 28776
828-628-9255
Foundations & Concrete Construction
SPIKE: Richard Kubica

MATH Insurance Service

Jim Spicer/Affiliate
344 Merrimon Avenue
Asheville, NC 28801
828-252-0238
Insurance
SPIKE: Greg Spicer

MATH Insurance Service

Karen Davis/Affiliate
344 Merrimon Avenue
Asheville, NC 28801
828-252-0238
Insurance
SPIKE: Greg Spicer

Pro Build

Nate Fields/Affiliate
2324 Asheville Highway
Hendersonville, NC 28791
828-694-0665
Building Materials
SPIKE: Jim Robertson

Southern Quality Siding & Windows

Bryan R. Macomber
502 Old Haw Creek Road
Asheville, NC 28805
828-505-3563
Siding Suppliers

Stock Building Supply

Rob Fisher/Affiliate
101 Continuum Drive, Fletcher
Industrial Park
Fletcher, NC 28732
828-681-0727
Building Materials
SPIKE: Bill Bugbee

Stock Building Supply

Mike Dunlap/Affiliate
101 Continuum Drive, Fletcher
Industrial Park
Fletcher, NC 28732
828-681-0727
Building Materials
SPIKE: Bill Bugbee

Tucker Materials, Inc.

Rene' Sutton/Affiliate
PO Box 398
Fletcher, NC 28732
828-684-5400
Acoustical Ceiling Products & Drywall Supplier
SPIKE: Matt Sutton

West End Cabinets

Ashley Burpeau McElreath/Affiliate
2952 US Highway 70
Black Mountain, NC 28711
828-669-4143
Cabinets
SPIKE: Brian Burpeau

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 list of Prospective 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.**



**Cellulose & Fiberglass Insulation
Fireplace Service & Installation
Gas Log Service & Installation
Foam Insulation**

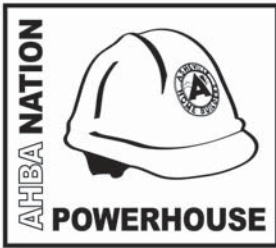
Greg Forrest
195 Cane Creek Rd.
P.O. Box 368
Fletcher, NC 28732
Phone: 828-651-9696
Cellular: 828-606-5086
Fax: 828-651-9952
Website: www.mwbrpro.com
E-mail: GFRPro@Aol.com

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Remember!
You can pay your membership dues with a Visa or MasterCard!
Call the AHBA Office today!
828-299-7001



AHBA New Member Orientation and Prospective Member Meet & Greet

New to the AHBA this year will be a New Member Orientation and Prospective Member Meet & Greet, held on a rotating monthly basis. The New Member Orientation will introduce new members to all the AHBA has to offer – ways to get involved, ways to showcase your business and ways to increase your exposure. Beginning in 2009, all new members to the AHBA will be required to attend the New Member Orientation in order to complete their application process. This orientation will begin in February and alternating every other month. Through this program, we look forward to getting new members involved

with the AHBA from the very start.

Following each New Member Orientation will be a Prospective Member Meet and Greet. This event will allow new and prospective members a chance to interact with one another as well as the Board of Directors, Committee Chairs and other AHBA Members that are actively recruiting. This event will be open for new members, prospective members and any AHBA member that brings a prospective member to the event. **In order for current AHBA members to attend the Prospective Member Meet & Greets, they must bring a prospective member with them to the event! A prospective member in hand is the only way to attend this exclusive event!** This is an effort to reward members who are actively recruiting. AHBA recruiters will be given an advanced opportunity to get in front of new members at these special events. As always, members actively recruiting through SPIKE points and exclusive invitations to attend SPIKE Events. Stay tuned to the Weekly Briefing and Website for more details!

Mark your Calendars!

New Member Orientation February 24th beginning at 3:00 pm.

**Open to new members.*

Prospective Member Meet & Greet February 24th beginning at 4:00 pm.

**AHBA Members can attend by bringing a prospective member.*



AHBA Nation Member Spotlight

Name/Title: **Josh McGee, Outside Sales**

Business Name: **Westall Chandley**

How did your company get started?

Westall Chandley was started by 3 families 105 years ago. It has gone through many changes over this time. I became involved in 2005 when the company went through its most recent change. Frank Taylor purchased the company and put us on the path we are on today. I became involved to help grow the company for the future.



What makes your company unique?

The company is unique because it has been locally owned and operated for over 100 years. It is also the place builders come seeking answers from the most experienced team in the industry.

What has been your greatest business success?

My greatest success is yet to come, but I feel that I am on the right path. 4 years ago, I was given a chance to grow both personally and professionally by joining Westall Chandley. Since then, I have developed many long lasting relationships that I truly value.

What do you like about doing business in Asheville?

I love waking up in one of the most beautiful places in the country. I also get to do business with some of the most down to earth people and the best craftsmen in the industry.

What kind of customer does your business attract?

Our company attracts the builder that understands how quality and total value fit in to the overall picture of their building projects.

How does your business positively contribute to the Asheville Community?

Westall Chandley has always supported the local community with not only monetary support but also with time from any valuable projects. From Habitat to Humanity to Building Future Builders, we stand ready to support the great organizations that work to make our community better.

Location: 38 Garfield St., Asheville Website: www.westallchandley.com / jcmgee@westallchandley.com

Personal AHBA Member for 4 Years, Business has been a member for 42 Years!



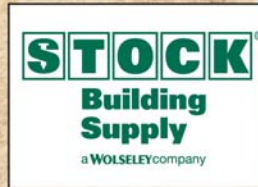
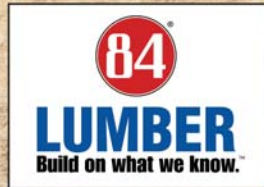
Asheville Home Builders Association
 PO Box 9722
 Asheville, NC 28815

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