

May 2010

BLUEPRINTS

A monthly publication of the Asheville Home Builders Association

MAY

Home & Garden Expo & VIP Builder Preview Event

Over 30,000 square feet of
homebuilding products and
services all on one level!

May 1 & 2
WNC Ag Center Expo
Facility

Stop by on Friday, April 30 from
5:30 to 7:30 pm for our
VIP Builder Preview Event
to check out this homebuilding
specific tradeshow!

Upcoming Events

May 6 & 7
EPA Course

Lead Paint, Renovation
& Repair Certification
AHBA Office

8:30 am - 5:30 pm

See page 2 and page 14
for more details!

May 18

New Member Orientation
AHBA Office

3:30 pm - 4:30 pm

See page 2 for more details!

May 20

Spring Golf Tournament
Black Mountain Golf Club

Lunch: 11 am

Shotgun Start: 12 pm

Home & Garden Expo Slated for Success

The Asheville Home Builders Association is excited for the upcoming Home & Garden Expo! We sold out of booth space and expect a large turnout from our community for this first annual event. The location will provide convenient access for both our members and the general public and, with the Expo all on one level, the public will easily be able to visit every booth! With over 130 exhibitors booths and a heavy advertising campaign, including ticket distribution by area Ingles, we are on schedule for a very successful first year event to benefit both the Association and our membership!

We are very proud of our industry sponsors for the Expo. Our Title Sponsor is First Restoration Services. They are dedicated to restoring homes and businesses of any size to Pre-loss condition. Whether its water damage or fire damage, they have the resources to meet your needs. Their saying says it all " Disasters Happen. We take care of them all." Our Partner Sponsor, Progress Energy, is a terrific supporter of the industry and the AHBA, providing support to both Builders and Associates alike. Our Media Sponsor, Asheville Radio Group's Mix 96.5, has long supported the Association by offering their services to our membes at greatly reduced rates and working hard to promote our efforts to the community. Core Installations is our Sound Sponsor, providiing the best sound possible at our Expo so that we can effectively welcome our guests and announce exciting doorprizes from the stage each hour! EDU Sports X2 has worked hard to provide a special lounge for our exhibitors during the Expo. Please be sure to visit their lounge area in the back of the Expo to get refreshed while working hard at the Expo!

The VIP Builder Preview Event will be on April 30 from 5:30pm - 7:30pm, and will include free food and beverage, great networking and chance to catch a sneak peak at all of the booth displays prior to the show opening to the general public on May 1 & 2. Don't miss this free event for homebuilding professionals only that will kick-off the start of our new venture!

The AHBA has published a complete Expo Resource Guide featuring articles designed to help and encourage the general public as they look to buy, build or remodel a home. The guide will provide an excellent resource for consumers attending the show, showcase a directory of participating companies, and is a great outlet for our membership to advertise their products and services through limited ad space.

Join us for the Parade of Playhomes live auction on May 2 at 3:30 pm. The playhomes will be on display for the entire expo, culminating in the auction that will benefit United Way. A lot of hard work and dedication has gone into the building of these playhomes and we are so proud of the final result! Walnut Cove Builders, Biltmore Farms Homes, Lifestyle Homes of Distinction, Sineath Construction and Cool Mountain Construction have worked tirelessly over the past couple of months to build unique playhomes that will be a true dream home for a child. Special thanks to 84 Lumber and Chafin Trucking, Inc. for providing transportation for the homes to their new owners! We couldn't do this without these folks. Show your support to these builders by visiting their homes at the Expo- you will truly be amazed!



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Calendar

— Meetings —

Professional Women in Building

Tuesday, May 4 @ 8:30 am
*AHBA Office

Tuesday, June 1 @ 12:00 am
*Location TBD

Board of Directors Meeting

May 6 @ 3:00 pm

Parade of Homes Committee

May 27 @ 3:30 pm

— Events —

VIP Builder Preview Event

Friday, April 30
5:30 pm - 7:30 pm
WNC Ag Center

Home & Garden Expo

Saturday & Sunday, May 1 & 2
WNC Ag Center

Spring Golf Tournament

Thursday, May 20
Shotgun start: 12 pm
Black Mountain Golf Club

Mountain Green Sustainable Communities Conference

Wednesday, June 23
www.mountaingreenwnc.org
Construction and design strategies for those serving our aged population; residential design elements that are sustainable; and engineering strategies for managing wastewater. We seek to assemble a community of professionals that will help create a "sustainable" network for western North Carolina.

Education

New Member Orientation

Tuesday, May 18 @ 3:30 pm
AHBA Office

Come learn how your AHBA membership benefits you!

AHBI Education Program: Lead Renovation, Repair & Painting Course
AHBA Office, 8:30 am - 5:30 pm; May 6 AND May 7 (Choose either day)
\$255 for members and \$335 for non-members

New EPA training requirements are now in place for Certified Renovators.

The new EPA rules apply to contractors who renovate or repair housing, child-care facilities or schools built before 1978. Trained contractors and workers must follow lead-safe work practice standards to reduce potential exposure to dangerous levels of lead during renovation and repair activities. The requirements apply to anyone who could potentially expose children to lead dust during their work and includes builders, painters, plumbers, and electricians. In April 2010, this certification became MANDATORY for anyone who could potentially expose children to lead dust. Space is limited – we will accept up to 10 students per class.

Call the AHBA to reserve your spot!

Q & A with the WNC Green Building Council

What is Indoor Air Plus (IAP) Certification?

Indoor Air Plus (IAP) is a national certification program focusing on indoor air quality created by The Environmental Protection Agency and certified through HERS raters. The IAP checklist is a prescriptive list of mandatory items that contribute to healthier indoor air. The program has only one level of certification and covers HVAC, moisture control, combustion safety, pest management, radon and building materials. IAP Homes must also certify as Energy Star to participate.

To get involved, contact your HERS rater and download the checklist from http://www.epa.gov/indoorairplus/building_professionals.html

This information was provided by the Western North Carolina Green Building Council. For more information about the WNCGBC or their Energy Star or HealthyBuilt Homes Programs, contact the AHBA at 299-7001 or by email at info@ashevillehba.com



Upcoming Events Make Spring Optimistic

President's Message by Richard Soderquist

President John Kennedy once said to a small dinner group at the White House he thought that the group represented the finest minds ever assembled in the White House with the exception of when Thomas Jefferson dined alone. "I predict future happiness for Americans if they can prevent the government from wasting the labors of the people under the pretense of taking care of them."-Thomas Jefferson

The 24th annual Crystal Ball Seminar was held at UNCA this past week and as usual the forecast predicted for this past year was right on the mark. Dr. Jim Smith, one of our nations leading economist along with co host David Berson another top notch economist had predicted everything from interest rates, to absorption rates. They were both gravely concerned yet held enthusiasm for the future. They were convincing in the direction our economy was headed and confident the financial environment would be much better than a year ago. On all counts the economy is in far better shape today than a year ago. The rate at which our markets recovery has occurred is just short of miraculous. The missing ingredient is employment. For those persons employed things really have not changed. It appears the recession began in December 2007 hit the bottom in June of 2009 and so we are on the upward swing of a growing economy. They reported that 75% of all new jobs created will be by companies less than five years old. Also that in the next twenty five years half the jobs created will be unheard of today. This is the greatest opportunity for freedom, wealth, and income in recent history.

Our industry is suffering on many fronts and unfortunately the presidential campaign battle cry "help is on the way" isn't quite on the horizon. Last week several AHBA members attended the Chamber of Commerce's Legislative luncheon. We heard first hand from our state representatives what a deficit shortfall we are experiencing in our state. We also were reminded that North Carolina, by law, must balance its annual state budget. How they must accomplish this is freightening; by cutting current services and staff. The shortfall is huge, a 22% revenue stream reduction and growing to an estimated 2 billion. They must cut the budget 12 ½ % and having shaved the fat from the budget last year some serious cuts will likely occur this budget go round. North Carolina debt to the Federal Government is estimated to grow to 3 billion and those monies will need to be paid back. This is not all bad news, we have a reported unemployment of 250 thousand and many are going back to work each week as new jobs open and as the economy expands. Simply stated, they all recognize that small businesses create the jobs and pay the taxes. I will tell you this, we heard something I thought I would never hear requested; an honest plea for the publics help for ideas to trim the budget fairly and grow the revenue stream.

I am requesting that each of you go to the AHBA website and update your member listing. The website is getting an enormous number of hits each day and we can track this. Keep your information current and do business with our members.

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[builders tips]

Builders' Tip: A Finger-Grip Notch for Fine-Tuning Crown Molding in Place

When I install crown molding, I cope the inside corners so that most of the pieces have one end that butts into a corner. And since I like nice, tight joints, I generally cut each crown a little long.

But because of the tight fit, the butt end sometimes jams into the corner, which means I often need a pry bar to move the molding around when I have to fit the next piece's coped end to the butt end.

Even with a pry bar, however, I have to be careful not to mar the wall, so I developed a better way to be able to maneuver the molding:

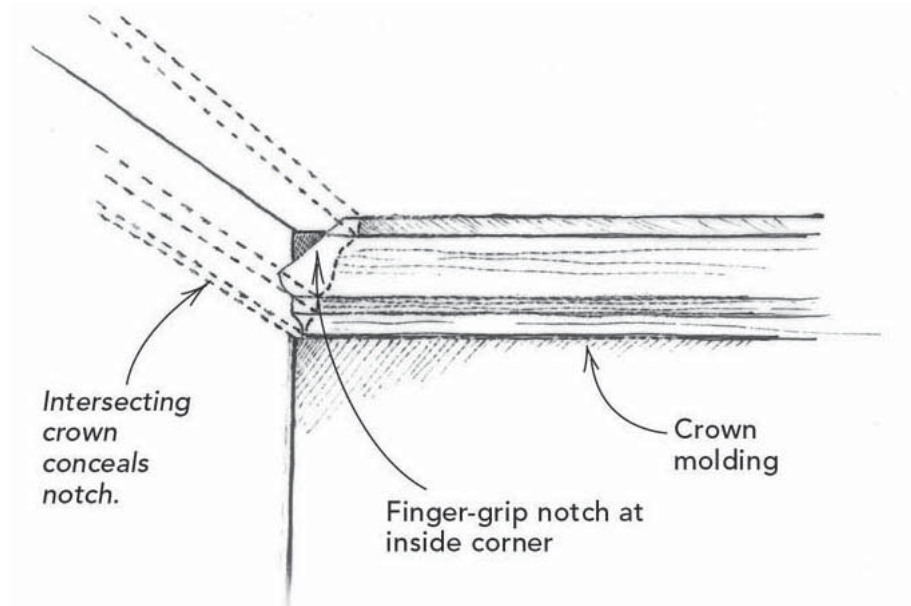
I nip the upper corner off the butt end before putting the piece on the wall.

This gives me a handy finger-grip notch that the coped end of the intersecting piece covers — as shown in the accompanying drawing.

— Andy Engel, Roxbury, Conn.

Tips & Techniques provided
by Fine Homebuilding.

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Saturday May 1 & Sunday May 2

WNC Ag Center

Official AHBA Builder Preview Event

Friday, April 30
5:30pm - 7:30pm

Find out more about the area's
only industry specific
homebuilding tradeshow at
www.ashevillehba.com.



New CRE Limits Could Jeopardize Housing and Economic Recovery

Proposals by federal banking regulators to tighten restrictions on commercial real estate (CRE) lending could further exacerbate a severe acquisition, development and construction (AD&C) credit crisis that is choking off new home building activity and threatening the fragile housing recovery now under way, according to the National Association of Home Builders (NAHB).

"We have received scores of reports from builders across the nation who have been unable to obtain AD&C financing for viable projects or have experienced adverse treatment regarding an outstanding loan," said NAHB Chairman Bob Jones, a home builder from Bloomfield Hills, Mich. "At a time when we are struggling to restore the flow of credit for housing production, any regulatory response to CRE lending must be done in a responsible manner that takes into account the differences between commercial real estate and residential construction loans."

Comptroller of the Currency John Dugan said recently that banking agencies plan to issue new tougher standards to rein in CRE lending and are considering hard limits on the amount of these holdings on bank ledgers as well as more stringent underwriting standards and increased capital requirements for CRE loans.

While NAHB believes that banks should engage in sound, balanced underwriting standards when considering all types of loans, the pendulum has already swung too far on the restrictive side in the current regulatory climate.

"The stories we are hearing from our members all echo the same theme: Banks are not issuing new AD&C loans and are calling loans in good standing in order to get them off their books because of pressure from regulators," said Jones.

At a time when financial institutions need to be engaged in responsible lending practices to spur job creation and economic growth, establishing overly harsh limitations on construction lending will do just the opposite by further stifling the flow of credit for housing production, he said.

"With the housing market struggling to regain its footing, regulators need to be issuing more flexible guidelines that will encourage banks to maintain funding for residential AD&C loans in good standing that fall below their underlying value," said Jones. "Tightening the screws further could have a devastating impact on the housing market and jeopardize the budding economic recovery."

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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!

Asheville Area Habitat Builds 200th House

On Tuesday, March 30, the Asheville Area Habitat for Humanity celebrated the completion of its 200th house with a closing/ key presentation in the Enka Hills community. Habitat homes, which are Healthy-Built certified, are sold at no-profit to partner families, who pay back a no-interest loan. The 200th house was sponsored by Habitat's own Board of Directors and Staff. "It took us 18 years to build our first 100 houses. It has taken only 9 years to build the second 100 houses. And we will build the next 100 houses in just 5 years," notes Executive Director Lew Kraus. Congratulations and excellent job to AHBA Member Asheville Area Habitat for Humanity!

84 Lumber Earns FSC Certification

84 Lumber has earned the Forest Stewardship Council's Multi-Site Chain of Custody Certification. This certification emphasizes 84's commitment to green building and environmentally responsible forestry practices. FSC certification is the only third party wood certification recognized by the LEED program. 84's Chain of Custody allows them to provide material needed to earn the MR 7 credit, along with meeting the needs of certified wood credits found in other national, state or local green building programs. Congratulations 84 Lumber!

Judy Dinelle of 84 Lumber Passes CGP

AHBA Member and former PWB President Judy Dinelle of 84 Lumber recently passed the Certified Green Professional program offered by the NAHB through local HBAs. The National Association of Home Builders' Certified Green Professional™ designation recognizes builders, remodelers and other industry professionals who incorporate green building principles into homes— without driving up the cost of construction. Classwork leading to the designation provides a solid background in green building methods, as well as the tools to reach consumers, from the organization leading the charge to provide market-driven green building solutions to the home building industry. Congratulations Judy!

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March General Membership Meeting Boasts Increase in Builder Presence

On the third Thursday in March, the AHBA held our General Membership Meeting at the Hilton in Biltmore Park Town Square. With over 140 attendees, over 40 of those being builder members, the AHBA is seeing an increase in attendance in 2010 for both Builders and Associates! The AHBA Staff released important information about the Home & Garden Expo coming up on May 1 & 2, and introduced our sponsors for the Event. First Restoration Services, the Expo Title Sponsor, spoke for a few minutes about their company and the relationship they would like to build with Associates and Builders alike. The Expo will feature exciting consumer driven educational seminars offered by our membership. We are excited to have our booths now full, they were 70% full at the time of the meeting, to the excitement of those in attendance. Sean Sullivan of Livingstone Construction, Inc. and Josh Abrams of more SPACE place, spoke about the AHBA Build-Pac goal and through innovative fundraising, were able to raise over \$2200 for a grand total now of \$3515. We are over halfway to our state goal, lets keep up the good work! Caroline Sutton, the Executive Officer, gave a brief membership update and then turned the meeting over to our GMM Sponsor, Judy Dinelle of 84 Lumber. Judy spoke about the importance of supporting each other through difficult economic times and to remember to do business with members. She also brought up her involvement with the AHBA Council- Professional Women in Building, where she is a state representative, and encouraged involvement in the AHBA in as many ways as possible. Special thanks to 84 Lumber for sponsoring our meeting through the 2010 Foundation Club, and for her encouraging words to the membership of the AHBA! Don't forget to join us at our next event, the VIP Builder Preview Event at the WNC Ag Center on April 30 from 5:30 pm - 7:30 pm. Bring a friend who is a professional in our industry to introduce them to the AHBA and our exciting Expo!

First 2010 Builder After Hours Held at Bird Decorative Hardware and Bath

The first Builder After Hours of only three to be held in 2010 was offered at Bird Decorative Hardware and Bath in historic Biltmore Village on April 1. A little over 50 AHBA members and guests came to see their beautiful showroom and enjoy the networking, food and beverage. Way-side Cafe catered the event with delicious tastings of ahi tacos, duck skewers, crab dip, and much more. They used one of their own sink sets to hold the beverages, taking the opportunity to showcase their products' functionality. A lot of new faces were at this event, builders we haven't seen for a long time and new members that we were proud to introduce to our current membership! The friendly staff were on hand to answer any questions guests may have had, and to give brief tours of the showroom. At the end of the networking, door prizes were drawn for Tourists box seat tickets, AHBA T-shirts, and even a beautiful faucet from Bird Decorative Hardware and Bath! The grand prize winner, Chris Brock of Brock Builders was thrilled to receive his new faucet- a perfect prize for a builder! This fun and informational Builder After Hours was even more special because it was held by one of the 2010 members of the AHBA Foundation Club. If you haven't been by to see the amazing showroom at Bird Decorative Bath and Hardware in Biltmore Station, be sure to do so as soon as possible! Thank you Bird Decorative Hardware and Bath!

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Builders Urge Extreme Care in Restoring Housing Finance System

As Congress begins to debate how to reform government-sponsored enterprises (GSEs) Fannie Mae, Freddie Mac and the Federal Home Loan Bank System, NAHB on April 14 called on lawmakers to ensure that the federal government continues to provide a backstop for the housing finance system to ensure a reliable and adequate flow of affordable housing credit.

Testifying before the House Financial Services Committee, NAHB Third Vice Chairman Rick Judson, a builder and developer from Charlotte, N.C., said the need for this support is underscored by the current state of affairs — with the GSEs, Federal Housing Administration and Ginnie Mae acting as the primary conduits for residential mortgage credit.

“NAHB feels the federal backstop must be a permanent fixture in order to ensure a consistent supply of mortgage liquidity as well as to allow rapid and effective responses to market dislocations and crises,” said Judson.

Related to the future of Fannie Mae and Freddie Mac, NAHB recommended policy changes to restore and improve the secondary mortgage market and housing finance system:

Degree and structure of government support. While government support is needed to ensure that mortgage credit is available and affordable in all areas of the country under all economic circumstances, support for the conforming conventional mortgage market should not be provided directly to private companies. Instead, the federal government should explicitly guarantee the timely payment of principal and interest on securities backed by conforming conventional mortgages, in the same way that Ginnie Mae now provides guarantees for investors in its securities.

Operation of the conforming conventional mortgage market. NAHB envisions private companies — conforming mortgage conduits (CMCs) — being chartered to purchase conforming conventional loans originated by approved mortgage lending institutions such as banks, savings and loan associations, mortgage banking companies and credit unions and then issuing securities backed by those mortgages.

CMCs would guarantee the timely payment on the mortgages that are pooled in the government-guaranteed securities and would be required to be well-capitalized and to maintain reserves at levels appropriate for their risk exposure. However, CMCs and the mortgages backing their securities would not have implicit or explicit support from the federal government. A fund would be established by the government to provide a guarantee of timely payment of principal and interest to investors in the securities. The CMCs would pay a fee to capitalize the fund, which would be designed to mitigate the federal government’s risk so that it would only be exposed in the case of a “catastrophic” occurrence.

Conforming conventional mortgages. Mortgages eligible for inclusion in securities receiving an explicit federal guarantee should have well-understood risk characteristics. This would include fixed-rate and standard adjustable-rate mortgages and selected multifamily mortgage loans.

NAHB is in the process of updating its policy on the future of the Federal Home Loan Bank System and believes that policymakers must take into account its significant structural and operational differences from Fannie Mae and Freddie Mac when considering the future make-up of the housing finance system.

With Fannie Mae and Freddie Mac now operating under conservatorship and experiencing severe financial pressures, NAHB urged Congress to proceed with caution as lawmakers take steps to transition to a new housing finance system.

“Any changes should be undertaken with extreme care and with sufficient time to ensure that U.S. home buyers and renters are not placed in harm’s way and that the mortgage funding and delivery system operates efficiently and effectively as the old system is abandoned and a new system is put in place,” said Judson.

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Housing Won’t Lead Economic Return

Housing — which has consistently led the way to higher ground following economic recessions in the U.S. at least since the 1960s — won’t be playing that role this time as the economy emerges from its worst slump since the Great Depression of the 1930s, according to new research on housing and the gross domestic product (GDP) from NAHB’s Housing Economics.

“There are indications that housing is providing weaker support to economic growth in this cycle, with residential fixed investment (RFI) and GDP returning to positive growth in the third quarter of 2009,” writes Peter Grist, the author of the study.

“Further, housing starts are still at unprecedentedly low levels and will experience several years of recovery before returning to normal levels,” he says. “Unlike past economic recoveries, housing construction will grow alongside other sectors rather than leading the recovery.”

In the first half of 2004, when the nation’s economy was growing strongly at a rate of more than 4%, housing construction was well above the long-term average rate of the prior two decades and residential fixed investment was growing at an annual pace of more than 10%, the report says. That surge began to unravel at the end of 2005, when a progressive decline in housing affordability resulting from an uncharacteristically sharp climb in home prices in key markets began putting downward pressure on those prices. As house prices continued to decline, housing construction plummeted and RFI dropped almost 75%.

“The fall in house prices led to a sharp increase in mortgage delinquencies and foreclosures,” the study says. “This put significant stain on financial markets, leading to the near collapse of the banking sector” and 6.4% shrinkage in GDP at the trough of the cycle in the first quarter of 2009.

Residential fixed investment includes the construction of new single-family and multifamily houses, manufactured housing (or mobile homes) and home improvements. Also included are brokers’ commissions on sales, net purchases of used structures and residential equipment.

From a historical peak of 2.27 million units at a seasonally adjusted annual rate, housing starts plunged to a low of 488,000 units at the bottom of the trough in January 2009, a decrease of almost 80%.

“While housing construction has recovered slightly to 591,000 units in January of 2010, it is still at a level not seen since detailed records began to be collected in 1959,” the report says. “With the dramatic decline in housing starts, residential fixed investment fell sharply, down 54% from a peak of \$775 billion or 6.1% of GDP in 2005, to a low of \$359 billion (in 2005 dollars), or 2.8% of GDP in 2009.

Single-family home building, which is responsible for more than half of the value of RFI, fell from \$434 billion worth of annual construction at the peak of the housing cycle, or 3.4% of GDP, to \$109 billion in 2009 and a contribution to GDP of only 0.8%.

[continued on page 10]

Progress Energy Programs Reward Builders, Renovators, Consumers for Energy-Efficiency

Progress Energy, a fortune 500 energy company headquartered in Raleigh N.C., serves some 3.1 million customers in the Carolinas and Florida—with over 150,000 of those customers living here in western North Carolina.

In today's challenging economy, the company is working harder than ever to help its customers use energy as efficiently as possible. Progress Energy offers a variety of programs designed to fit the needs of both residential and commercial customers.

Home Advantage Program for Builders

This program rewards builders with valuable cash rebates for building homes designed to ENERGY STAR® standards that meet higher HVAC efficiency levels. Rebates begin at \$400/home, and marketing support is also available for participating builders. Homebuyers who purchase Home Advantage homes receive Progress Energy's 5 percent monthly bill discount for the life of the homes. Visit progress-energy/carolinasha for details or call 828.450.3082.

Home Energy Improvement Program

This program offers consumers cash rebates for energy-efficiency home improvements such as HVAC upgrades/replacements, duct repair, insulation and energy-efficient windows. Consumers must use a Progress Energy qualified contractor for the improvements. To join this list of contractors, call 1.866.990.4347.

SunSense Solar Water Heating Research Study

This program offers a \$1,000 incentive to program participants who invest in solar water heating and are accepted into the research study.

Appliance Recycling Program

This program pays \$50 to customers who allow Progress Energy to pick up and recycle their old refrigerator or freezer.

Residential Lighting Program

This program gives great discounts on compact fluorescent light (CFL) bulbs at participating retail locations. Plus, CFLs use 75% less energy and last 10 times longer than incandescent bulbs.

Commercial Energy Efficiency for Business

This program offers financial incentives to commercial, industrial and governmental customers to encourage energy-efficient building design and renovations including lighting, HVAC, motors and refrigeration.



For more information on the programs listed above, as well as other ways to save energy and money, visit savethewatts.com or call Progress Energy's Western Region Program Manager Renee Maxwell at 828.450.3082.

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[member news]

A Local Perspective: Buying Local is the Original "Green"

By: Sean Sullivan, AHBA Builder Member

For thousands of years, the "Farmers Market" concept has been the way that we have done business. Buying locally is how we have survived through the generations. As the world appears to have gotten smaller, these concepts seem to have somehow gotten lost.

Recently, a frustrated subcontractor contacted me about how he had been beat out of a large project in our area by an out-of-town contractor. He voiced what we have all too frequently been seeing, local markets being invaded by low-priced (often times desperate) competition from anywhere and everywhere.

While this has been common practice in commercial construction for years, the problem is becoming more frequent and severe. What good is it for our legislature to fight for projects, or to provide tax incentives, to be built here if our local construction industry doesn't end up getting the work? The impact is dramatic when you consider the food chain of architecture to engineering firms, then to general contractor and subcontractors, and finally to the vendors and the jobs that are associated with each phase. Using that perspective, is "green" about soliciting the cheapest price from anywhere in the nation, or is it about buying locally – providing jobs and using local resources?

In residential construction, the problem becomes even more troubling. Our market has been flooded with every builder, subcontractor and handyman that has heard WNC has promise. Building in the mountains is difficult and experience is important. Too often, I hear of homeowners hiring a builder (or subcontractor) based solely on their price (or estimated price) regardless of their experience in the local market. A perfect example was a couple of years ago when I was building a home near a creek. A builder (recently here from out-of-state) was building a nearby home and hit a natural spring during excavation of the site. He, nor his grader, knew what to do, so the builder drove over to my job and offered to employ my grader. I see this all the time in estimating projects. Without enough experience (in your own market), you cannot reliably price a project.

If you live in WNC, you enjoy its beauty and uniqueness. You can't live here and not want to be a good steward of the environment around you. While retail may be a world-wide competitive market, residential construction should not be. Being "green", and building "green", means using our local resources. For us, that is using experienced builders, trades, and products from here and that contribute to our own local economy. Any way you slice it, buying local is the original "green".

Sean Sullivan is an Accredited Builder and past president of the Asheville HBA. His firm, Living Stone Construction, is a first-tier builder of fine custom homes in Western North Carolina. Their mission is to provide their clients with a new or renovated home that exceeds their expectations. They do that with an attention to detail and adherence to their five core values: communication, quality, integrity, value, and timeliness. To learn more LSC, you can visit them at www.livingstoneconstruction.com.



Housing Won't Lead Economic Return

[continued from page 10]

The value of multifamily construction peaked at \$48 billion — or 0.37% of GDP — in 2006, and subsequently lapsed to \$26 billion in 2009, at 0.2% of GDP.

The study identifies home improvements, refurbishment and remodeling of residential structures as the second largest component of residential fixed investment, typically contributing around a quarter of its value.

"Despite the sharp reduction in housing construction, investment in home improvements has experienced only a modest decrease from \$164 billion (1.3% of GDP) in 2005-2006 to \$148 billion (1.1% of GDP) in 2009. As a result, its share of residential fixed investment increased to almost one-third in 2009," the study says.

By comparison, housing services have proven to be a highly stable component of the U.S. economy, the report says.

"In the past three years, despite the boom and bust in the United States economy and housing sector, housing services have experienced only a small reduction in value and their overall contribution to GDP," according to the NAHB research. This lack of volatility largely can be explained by the size of the existing housing stock — 129.7 million units in June 2009 in the estimation of the Census Bureau — compared to only a 1.2% annual rate of the stock's expansion, with new construction averaging around 1.5 million units per year.

Housing services include:

The imputed value of owner-occupied rents, which were almost \$1.1 trillion in 2009, or 8.4% of GDP.

Rent from tenant-occupied housing, which in 2009 was valued at \$295 billion and contributed 2.3% of GDP.

Household utilities — such as water supply and sewage, garbage collection, electricity and gas. In 2009, household utilities were valued at \$249 billion, or 2% of GDP.

Total housing services were valued at \$1.66 trillion in 2009, representing 18% of personal consumption expenditures (which comprise around 70% of GDP) and contributing 12.8% of GDP.

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In the Know...

2010 Committees and Councils

Activities Committee

Nathan Lawrence- Chair

The Activities Committee has been planning this year's events for our membership, and our first event is right around the corner. We hope everyone is getting ready for a great day of golf coming up on May 20th. With the great spring weather we've been having, this event is sure to fill up fast. Be sure to call the HBA office to register your team or to inquire about sponsorship opportunities with our Eagle and Birdie sponsors. We will be providing lunch and playing cards for the Poker Run will be available at registration. There's no better way to start Spring than with a day on the course at Black Mountain.

Associates Committee

Renee Maxwell- Co-Chair

The Associates Committee is thrilled to report that all booths are sold out for the AHBA's first annual Home and Garden Expo May 1 and 2 at the WNC Ag Center. An extensive advertising campaign is underway promoting the Expo, including radio, print, TV and billboards. The AHBA will also host the Parade of Playhomes during the Expo. These incredible playhomes that will be auctioned off on May 2 at 3:30 pm to benefit the United Way.

The AHBA is still taking registrations for the Friday night (April 30) Builder Preview event that officially kicks off the Home & Garden Expo. All surrounding HBAs have been invited to join us. Come on out and bring a friend.

A special thank you goes out to our Expo sponsors: First Restoration Services, Title Sponsor; Progress Energy, Partner Sponsor; Mix 96.5, Media Sponsor; Core Installations, Sound Sponsor, and EDU Sport SX2, Exhibitor Sponsor. Be sure to visit the AHBA Web site for all of the details on this exciting, industry-specific show that will showcase the latest in home and garden ideas and innovations.

Parade of Homes Committee

Steve Royster & Jason Weil- Co-Chairs

The Parade of Homes Committee had a busy meeting on March 25th. It was announced that we have found a new publisher for the Magazine who will do the printing of the color glossy publication. We decided that the advertising for the Parade Magazine will be handled in house by the Home Builders Association and the Parade of Homes Committee. We have lowered the prices of the Parade of Homes sponsorships and ad rates, so spread the word about a great advertising opportunity. We also brainstormed ways to get more builders to enter the Parade of Homes including emailing and calling builders who entered last year or attended the Parade of Homes Preview event. You can really help with this as well, if you know of any builders who aren't aware of the Parade of Homes and what a great marketing tool it can be, please pass the information on. We also discussed the judging criteria, and decided that we will make some changes to the judging sheets to create a more balanced evaluation of the homes. The next meeting will be May 27th.

Professional Women in Building Council

Gina Kidder – Secretary/Treasurer

May is Membership Month! Our next PWB meeting is May 4th from 8:30am – 9:30am at the AHBA office and it's open to anyone interested in joining. The Professional Women in Building Council is dedicated to promoting, enhancing and supporting women within the industry. Networking and education are just a few of the several benefits of membership. Hear from one of our members:

"I have personally benefited from my experiences with the PWB. The group has a strong dedication to the Home Building Association, supporting our local chapters at every opportunity. I have enjoyed networking, fundraising, and socializing with the ladies of the PWB."

~ Amanda Ballew - More Space Place

July 6 – 8:30am @ AHBA

August 3 – 8:30am @ AHBA

Check us out! The PWB has a Fan Page on Facebook, search for Asheville Professional Women in Building and follow us online! As a reminder, everyone is welcome to join and if you are interested in being a part of the PWB please contact Gina Kidder with Core Installations at gina@coreaudiovideo.com.

Next meeting date:

June 1 – 12noon on location TBD

Build-PAC Update

Sean Sullivan- NCHBA Build-PAC Chair

Special thanks to all the Build Pac donors so far!

Alan Best, Best Built, Inc.

Amanda Ballew, more SPACE place

Brad Kee, Kee Mapping

Brenda Dunlap, Sears Commercial

Chris Craddock, Carolina Drywall

Chris Lyman, McGuire, Wood & Bissette Construction Law Team

Christopher Fox, Christopher Fox Builders

Clint Farish, DRA Living

Damion D. Brookshire, On Time Construction & Remodeling Inc.

Dave Davis, Southern Concrete

David Rand, DRA Living

Don Thompson, Thompson-Rhodes Builders, Inc.

J. Koehn, Concrete Specialties, Inc.

James Bound, Greencraft, Inc.

James Carr, Mountain Town Carpentry

Jan Coleman, J Coleman Waterproofing

Jennifer Duvall, Asheville Savings Bank

Jim Joly, Builder/Architect Magazine

Jill Jones, Westall Chandley

Jim Demos, Demos Builders

Jim Roberston, ProBuild

John & Nancy Thompson, Thompson Properties, Inc.

John Gustafson, Gustafson Construction Co.

Jorg Ronke, Pella Carolina, Inc.

Josh McGee, Westall Chandley

Joshua Abrams, more SPACE place

Judy Dinelle, 84 Lumber

Ken Dinkins, Nova Kitchen & Bath

Kirk Johnson, Johnson Construction

Laura Livaudais, Preferred Properties

Maria Aponte, Hi-Tech Integrated Systems

MATH Insurance, Greg Spicer

Matt Sutton, Tucker Materials Inc.

Michelle Snowden, more SPACE place

Patti Haberstock, Beverly-Hanks & Associates

Paul Franklin, Architectural Photographer

Rich & Patty Kubica, K-Wall Poured Walls

Richard Soderquist, Soderquist Construction Company

Robert Duffy, Biltmore Farms

Robert Spear, Spear & Wills Builders, Inc.

Robi Eckley, Ferguson Enterprises

Ron Bradoc, R & J Woodwork

Ron Mahaley, Southern Concrete

Sean Sullivan, Livingstone Construction, Inc.

Shawn Busby, Jennings Builders Supply

Skip Brewer, Walnut Cove Builders

Steve Wallin, The Western Carolina Home Place

Terry Walton, Westall Chandley

Thomas McClain, Home Sweet Home

Tim Shipman, Ferguson Enterprises, inc.

William Leidheiser, Thompson-Rhodes Builders, Inc.

- Renewing Members -

- 84 Lumber**
Judy Dinelle
75 Montgomery Drive
Asheville, NC 28806
(828) 665-3815
- Advantage Development Co.**
John Green
171 Rolling Meadows Rd
Fletcher, NC 28732
(828) 684-4542
- Anderson Brothers Carpentry Inc.**
Stephen Anderson
11 Nantahala St
Asheville, NC 28801-1115
(828) 231-3209
- Architectural Woodcraft Inc.**
Craig Weis
199 Amboy Road
Asheville, NC 28806
(828) 258-9977
- Asheville Cabinets**
Ken Swensen
5 Merrills Ridge Road
Asheville, NC 28803
(828) 231-3366
- Asheville Savings Bank**
Jennifer Duvall
1879 Hendersonville Rd.
Asheville, NC 28803
(828) 250-7004
- Built Wright Construction Inc.**
Andy Gardner
PO Box 8753
Asheville, NC 28814
(828) 545-7630
- Carolina Ready Mix & Builders Supply Inc.**
Bart Jones
606 Old Us 70 Hwy
Swannanoa, NC 28778-2645
(828) 686-3040
- Chris Ramsey Construction Inc.**
Chris Ramsey
PO Box 2475
Weaverville, NC 28787-2475
(828) 658-1315
- Core Installations**
Diana Kostigen
12-A Old Charlotte Hwy
Asheville, NC 28803
(828) 298-6733
- D & R Drywall Inc.**
Tracie Worley
2521 Highway 9
Black Mountain, NC 28711
(828) 669-6259
- DM Custom Installations Inc.**
Glenn Neese
385 Wildbriar Rd
Fletcher, NC 28732-7792
(828) 301-5030
- Dolph Silvers or S W Silvers**
SW Silvers
295 Sawmill Hollow Road
Burnsville, NC 28714-9768
(828) 682-6871
- Duckett Powell & Thompson Real Estate Development Co.**
Mitch Duckett
PO Box 9278
Asheville, NC 28815-0278
(828) 273-4567
- French Broad Lawn & Landscaping Inc.**
Jeffrey Young
PO Box 845
Enka, NC 28728
(828) 230-2987
- Hallmark Development Inc**
Stan Robinson
39 Old Brickyard Rd
Fletcher, NC 28732
(828) 651-0213
- Heathwood Constructors Inc**
Vivian Byas
2092 Riceville Rd
Asheville, NC 28805
(828) 298-7091
- Herrington Homes of the Carolinas Inc.**
Douglas Cioce
501 Walnut Valley Parkway
Arden, NC 28704
(828) 684-8400
- Horace A Marlowe Builders Inc**
Horace Marlowe
1330 Garren Creek Rd
Fairview, NC 28730-8660
(828) 712-1420
- J S Ray & Associates**
Stuart Ray
PO Box 2236
Weaverville, NC 28787
(828) 776-9714
- Jay's Roofing**
Jay Gregory
339 Lynch Cove Road
Black Mountain, NC 28711
(828) 299-3567
- Lifestyle Homes Of Distinction Inc.**
Joel Burkhalter
84 Peachtree Rd Ste 200
Asheville, NC 28803-5037
(828) 274-1004
- Living Stone Construction Inc**
Sean Sullivan
PO Box 183
Black Mountain, NC 28711-0183
(828) 669-4343
- Mail Management Services LLC**
Kim Potts
88 Roberts Street
Asheville, NC 28801
(828) 236-0076
- McCurry Drywall Inc**
Darrell McCurry
175 Palmer Ford Rd
Weaverville, NC 28787-8513
(828) 645-4727
- McGuire Wood & Bissette PA**
Christopher Lyman
48 Patton Ave
Asheville, NC 28801-3321
(828) 254-8800
- O & D Framing Company**
Oscar Ibarra
106 Springdale Ave
Asheville, NC 28803-1214
(919) 538-7659
- Prudential Lifestyle Realty**
Mike Bagley
31 College Pl Bldg C
Asheville, NC 28801-2483
(828) 254-7355
- Richard Killian Contractor**
Richard Killian
415 Brush Creek Rd
Fairview, NC 28730-9790
(828) 628-8248
- Sineath Construction**
Brian Sineath
PO Box 1603
Burnsville, NC 28714
(828) 450-2936
- Spear & Wills Builders Inc.**
Robert Spear
64 Fox Den Rd.
Asheville, NC 28805-9206
(828) 299-1626
- Steve Williams Builder**
Steve Williams
7 Mountain Chateau Ln
Asheville, NC 28804-3858
(828) 285-0202
- Stewart Acquisition Co. LLC DBA SAC Construction**
William Stewart
364 Poplar Drive
Candler, NC 28715
(828) 279-0171
- Sun Mountain Inc**
John Harris
140 Commerce Rd
Berthoud, CO 80513-9148
(970) 532-2105
- Thomas F Wallin Bldrs Inc**
Thomas Wallin
2324 Long Branch Rd
Mars Hill, NC 28754-5774
(828) 689-2737
- TM Freeman Carpentry Service**
Thomas Freeman
205 Shumont Rd
Black Mountain, NC 28711-6600
(828) 625-2300
- West End Cabinets**
Brian Burpeau
PO Box 1281
Black Mountain, NC 28711-1281
(828) 669-4143
- West End Cabinets**
Tom Coriell
PO Box 1281
Black Mountain, NC 28711
(828) 669-4143
- 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
- WNC DesignBuild Inc**
Marc Propst
7 Summit Rd.
Swannanoa, NC 27778
(828) 686-8341

- New Members -

Branch Creek Construction

Ben Martin
801 Academy St.
Asheville, NC 28803
(828) 335-9191
Builder
SPIKE: Don Thompson

***Pending New Member Orientation
CC Flooring Contractors, Inc.**

Tammy Checca
1146 A Brevard Rd.
Asheville, NC 28806
(828) 665-2208
Wood Flooring Material Suppliers
SPIKE: Brian Anderson

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

John E. Davis
5 Taylor St.
Asheville, NC 28804
(828) 252-3345
Commercial Construction
SPIKE: David Queen

***Pending New Member Orientation
Expressions in Design**

Bill Hodges
6 Celebration Place
Asheville, NC 28806
828-712-3801
Cabinets
SPIKE: Sean Sullivan

***Pending New Member Orientation
McDowell Doric Vault Co.**

Gary C. McDowell
45 Loop Rd.
Arden, NC 28704
(828) 684-3102
Concrete, Foundation/Precast
Concrete
SPIKE: Jill Jones

***Pending New Member Orientation
Mountain Gethermal
Heating & Cooling, Inc.**

Rodney Pressley Sr.
PO Box 1651
Weaverville, NC 28787
Heating & Cooling - Conditioning Contractors
(828) 484-9834
SPIKE: Richard Soderquist

***Pending New Member Orientation
Paul Franklin Architectural
Photography**

Paul Franklin
80 Sugar Creek Rd.
Weaverville, NC 28787
(828) 458-7664
Photographer
SPIKE: Steve Royster

***Pending New Member Orientation
Taylors Window & Screen, Inc.**

Emily Christensen
1505 Buncombe Street
Greenville, SC 29609
(864) 271-9759
Windows
SPIKE: James Bound

***Pending New Member Orientation
Tyner Construction Co., Inc.**

Marc Tyner
PO Box 577
Burnsville, NC 28714
(828) 682-7421
Builder
SPIKE: Jill Jones

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

- Pending Members -

Baker Roofing

Mike Capello
4700 Nations Crossing Road
Charlotte, NC 28217
704-587-3737
Roofing Contractors
SPIKE: Richard Soderquist

Blue Ridge Solutions, Inc

Daniel Kellem
8 Sunnycrest Drive
Asheville, NC 28805
828-299-3845
Advertising & Specialties
SPIKE: Sean Sullivan

CertaPro Painters

Bryan Chambers
220 Mt Carmel Rd.
Asheville, NC 28806
828-285-2959
Painting Contractors
SPIKE: James Carr

Envirotec LLC

H. B. Stroup
PO Box 6276
Asheville, NC 28816
828-255-8870
Solar Energy
SPIKE: Greg Spicer

Glennwood Custom Builders Inc.

Dan Collins
828-692-8191
Hendersonville, NC 28792
828-692-8191
Builder
SPIKE: Jill Jones

Granite Shield of WNC

John Ring
18 Hemlock St.
Waynesville, NC 28786
828-226-5176
Countertops
SPIKE: Erin Spicher

Gutter Helmet of WNC

Steve Henry
565 Long Shoals Rd., Ste. 104
Arden, NC 28704
828-681-5555
Gutters
SPIKE: Marc Tyner

Lifestyles By Design, LLC

Jim Andrews
1950 Hendersonville Rd. Suite 4
Asheville, NC 28803
828-230-7702
Cabinets
SPIKE: Richard Soderquist

Mountain Landscapes

Troy Draper
9 East Crest Drive
Fairview, NC 28730
828-712-0298
Landscape Architects
SPIKE: Richard Soderquist

Oakley Window & Door

Alan Oakley
707 42nd Ave. North
Nashville, TN 37209
615-329-3667
Doors: Exterior & Interior
SPIKE: Richard Soderquist

Professional Restorations

David Gooding
217 Liberty Rd.
Candler, NC 28715
252-474-8568
Remodeling Services
SPIKE: Jim Spicer

The Luna Group Unlimited, Inc.

Gerald Beal
20 Battery Park Ave; Suite 814
Asheville, NC 28801
828-252-4205
Green Builder
SPIKE: Judy Dinelle

- 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!

**Able Rent-A-Jon
Associate****Belgard-Big Rock Building Products
Associate****C.J. Cody Builders
Builder****Carolina home Lift, LLC
Associate****Carolina Home Systems
Associate****D.A. Fiore Construction
Builder****King Fasteners, Inc.
Associate****Mayfair Partners LLC
Builder****Mountain Realty Builders, LLC
Builder****Muscutt Enterprises
Associate****Ocmulgee Concrete Services
Associate****Omega Finishing
Associate****RLC Electric
& Technologies, Inc.
Associate****Shelving Plus Inc.
Associate****Young Painting
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.**

Asheville Home Builders Association Spring Golf Tournament

Sponsorship Opportunities

Check all that apply

- Eagle Sponsor \$300**- Included in pre-event notices to membership. Representation & signage at designated hole (supplied by sponsor). Recognition in newsletter & company logo displayed on Tournament Guide Flyer for all players. *Allowed to have representatives, food & beverage and signage at hole - supplied by sponsor.
- Birdie Sponsor \$150**- Included in pre-event notices to membership. Signage (supplied by AHBA) on designated hole with company name & logo. Listed on signage at registration and scoreboard. Recognition on Tournament Guide Flyer for all players. *Signage only - supplied by AHBA.
- Lunch Sponsor \$500**- Included in pre-event notices to membership. Signage (supplied by sponsor) displayed at registration with table for company. Recognition in newsletter and prominent display on Tournament Guide Flyer for all players. Actual lunch provided by AHBA.
- Beverage Sponsor \$500**- Included in pre-event notices to membership. Signage for cart (supplied by AHBA) to include company name & logo. Recognition in newsletter and company logo displayed on Tournament Guide Flyer for all players. *Includes two (2) representatives and additional signage for cart. Sponsor responsible for providing beverages on cart.
- Player Bag Donations**- Any member wishing to contribute an item to the Player Bags may do so by contacting the AHBA and providing 140 items. Items included in the past: koozies, carpenter pencils, golf tees, etc. All donations to the bags will be recognized on a flyer in the bag. Members wishing to be recognized in the Player Bags who do not have an item to donate may pay \$25 to be listed as a contributor.

Item to Contribute: _____

Players List

Team Name: _____

Player 1: _____

Player 2: _____

Player 3: _____

Player 4: _____

Company Name: _____

Contact Name: _____

Phone Number: _____

Email: _____

May 20, 2010

Black Mountain Golf Club

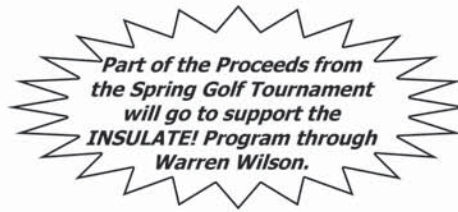
Captain's Choice

11:00 - Lunch/Registration
12:00 Noon - Shot Gun Start

\$400 per 4-person team
 \$10.00 Mulligan Package per person
(includes: 2 Mulligans & Doorprize Entry)
Minimum one Builder per team encouraged!

Prize Money

First Place \$400.00
 Second Place \$300.00
 Third Place \$200.00



Complete & Return to AHBA
 Fax 299-7008 • PO Box 9722 Asheville NC 28815
 Space limited • Reserve Your Spot Today
 First Come First Serve
 Only 28 Teams will be accepted!

Team/Mulligan Registration

- 4 Person Team - \$400**
- Mulligan Package - \$10 per person**
(includes: 2 Mulligans & Doorprize Entry)



Total Amount Included: \$ _____
**including player fees, mulligan packages, sponsorship, etc.*

Method of Payment:
(payment must be received to confirm team reservations)

- Check VISA MasterCard

Credit Card Number: _____

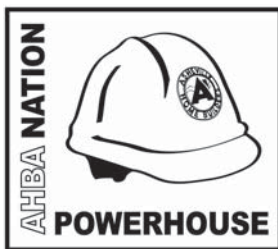
Name on Card: _____

Billing Address: _____

3-digit code: _____ Expiration Date: _____

Signature: _____ Date: _____

Payment for Teams and Sponsorship must be received at time of reservation. Teams and Sponsors will not be guaranteed a space on the Official Tournament List until full payment is received. This form serves as your invoice.



Environmental Protection Agency Certification

The U.S. Environmental Protection Agency's new regulation, Lead: Renovation, Repair and Painting, which went into effect on Thursday, April 22, requires that remodelers and contractors working in homes built before 1978 be trained and certified by the EPA on lead-safe work practices before they can legally work in those homes. Remodelers who did not meet the rule's requirements by Thursday, April 22 should not work in homes built before 1978; the business and legal consequences of violating the rule could be substantial. The EPA has proposed to remove the lead-paint rule's opt-out provision that allows home owners without children under age six or pregnant women residing in the home to sign a waiver and avoid the requirements of the rule.

What are the requirements of the EPA's new lead paint renovation and repair regulation?

The regulation requires that renovators working for compensation in homes built before 1978 whose activities disturb paint - more than 6 square feet for interior work and 20 square feet for exteriors - be trained and certified. Everyone working in these home - remodelers, contractors, carpenters, HVAC workers, insulation installers, electricians, plumbers and even volunteers such as Habitat for Humanity or Rebuilding Together workers - is subject to the rule. After completing their training, remodelers must obtain their firm's certification by paying a \$300 fee and submitting a certification form to the EPA. These firms must also employ an EPA-certified renovator who has successfully taken an eight-hour training course from an EPA-approved training provider. Before starting a home's renovation, remodelers must provide their customers with a copy of the education pamphlet, "Renovate Right," and obtain a signed receipt confirming that they received pre-renovation education. Remodelers must also post warning signs, contain the work area around paint disturbances, clean up and safely dispose of dust and debris, and conduct cleaning verification. The certified renovator must oversee the activities to ensure compliance with the rule. Additionally, the firm must keep records of their work under the rule for at least three years.

How can I obtain training and certification?

Contact the AHBA to get on the waiting list for classes. When the AHBA collects 10 names of interested participants, we will host the class here.

What if I cannot get trained and certified by the deadline?

Do not work on jobs that disturb paint in homes built before 1978 where children under six or pregnant women reside. The EPA has confirmed that anyone compensated for renovation activities may not disturb paint in target housing after April 22 unless they are a certified firm with a certified renovator on staff. The fines for infractions range up to \$37,500 per violation per day.

To learn more about the lead rule and NAHB's actions visit www.nahb.org/leadpaint.



AHBA Member Spotlight

Name/Title: **Jan Coleman, President**

Company: **J Coleman Waterproofing Inc. of WNC**

AHBA Member for 7 years!

How did your company get started?

My brother has been in the waterproofing business for over 20 years and in 2003 I was searching for the next adventure that I wanted to take on. I decided I could hire my brother as a consultant for 2 years and learn the business and aspire to be the best sub-contractor a builder could have.



What makes your company unique?

A woman's attention to detail. We are customer oriented and will get the job done on time. (Weather permitting of course!) Our attitude at J Coleman Waterproofing is to do the best for our customers, period. We are committed to excellence and have a high work ethic.

What has been your greatest business success?

To earn the confidence and trust of all my builders and to be the only waterproofing company that Biltmore Farms Homes uses. We all have problems but what is important is what we do with it and how we grow from it. We will never walk away from a problem.

What do you like about doing business in Asheville?

I love the people and the diversity. I appreciate that most people see the advantage of doing business locally and building a stronger community together.

What kind of customer does your business attract?

Quality oriented builders. We have a quality product and quality service. We believe in doing the job right the first time.

How does your business positively contribute to the Asheville Community?

I help solve problems for many homeowners who have water issues and if they can't take care of it, we do! I also support the local HBA's as much as I can- I am a proud member of the AHBA Foundation Club and have been for many years.

LOCATION: 505 LaFayette Ave. WEBSITE: www.jcolemanwaterproofing.com CONTACT: 299-8506, 712-4506



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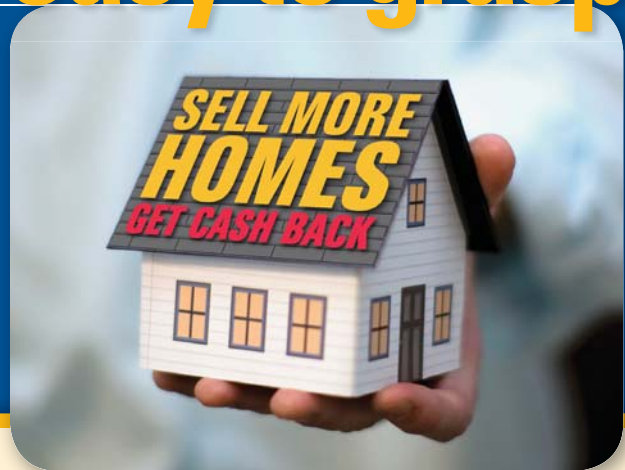
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