

BLUEPRINTS

A monthly publication of the Asheville Home Builders Association

MARCH

General Membership Meeting

Join us as we release exciting news about our 2010 Home & Garden Expo!

March 18
5:30 pm- 7:30 pm
Hilton, Biltmore Park Town Square

Check your weekly briefing for more details and to RSVP!

Upcoming Events

March 16
New Member Orientation
AHBA Office
3:30 pm - 4:30 pm

April 1
Builder After Hours
Bird Decorative Hardware & Bath
5:30 pm - 7:30 pm
 Check your weekly briefing for more details and to RSVP!



May 1 & 2
Home & Garden Expo
WNC Ag Center
Builder Preview Event- April 30
 Booths are filling fast, sign up today!

Landscaping Can Help Lower Energy Bills

With the harsh winter hopefully headed on its way out, Spring will soon be knocking on your door, and we're all ready to begin thinking about planting new flowers in the beds, trees in the yard and veggies in the garden. If you plan carefully, this springtime ritual can help make your home more energy efficient in both winter and summer.

According to the U.S. Department of Energy, you can reduce your energy bills by \$100 to \$250 annually with smartly designed landscaping. A plan that considers how sunlight and wind affect the temperature in your home can help counter how those conditions affect your comfort and utility bills. Some helpful landscaping techniques include:

- Planting deciduous trees, ones that lose their leaves during the winter, in front of windows that receive significant amounts of sunlight. This helps block solar heat in the summer and lets it in during the winter when you need it most. A six-foot to eight-foot deciduous tree will begin shading your windows the first year and your roof, depending on the species, within five-10 years. If you live in a region where you have year-round sun and no significant winter, planting evergreen trees or shrubs limits sunlight entering your home and provides an adequate windbreak.
- Shading driveways and walkways cools the air before it reaches your home's walls and windows. Cooling other public areas such as patios will also help. Hedges, trellises or large bushes and shrubs offer appealing sights and significant amounts of shade to help cool these areas.
- Winter sunlight is a welcome heat source, but the wind that can accompany it can reduce its positive effects. A natural windbreak will reduce or redirect wind speed. Evergreen trees and shrubs planted on the side of your house that receives winds will help reduce the wind effect. Teaming evergreen trees and an earth berm, a natural or man-made wall, will direct wind over your house. Additionally, in snowy climates windbreaks will help keep snow away from your home's foundation.
- Implementing some techniques of Xeriscape, largely using natural precipitation to meet your landscapes watering needs, will reduce your water usage. Keep like together; plant flowers and vegetation with similar water needs in the same beds or close to each other. Use plants that are drought tolerant even if you receive adequate rainfall; they don't require a lot of water and will provide variety to your landscape.

Now that you've got ideas on making your home more energy efficient using landscaping, go to your local nursery prepared. Create a map of your property that marks existing trees, your home, driveway, sidewalk and patio as well as:

- Wind direction and sun angles for both the winter and summer;
- Views you want to preserve;
- Areas where plant height and width could be restricted due to utility lines or public sidewalks;
- Areas where there is poor drainage or standing water; and
- Sick or dead trees that need to be removed

Your local nursery can help you choose appropriate trees and shrubs for your climate. Use a variety of sizes and shapes because some trees will be great for impeding summer winds; but not as effective against typically harsher winter winds. Growth rate is important as well. If you need sun protection quickly then you'll want fast-growing trees, however, remember rapid-growers generally don't live as long as their slow-growing brethren.



This article was reprinted with permission from NAHB. The American Nursery & Landscape Association provides more tips at www.anla.org or contact the NAHB at www.nahb.org.

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Calendar

— Meetings —

Professional Women in Building

Tuesday, March 2 @ 12:00 pm
**White Insurance, Black Mountain*

Tuesday, April 6 @ 8:30 am
**AHBA Office*

Board of Directors Meeting

March 11 @ 3:00 pm

Parade of Homes Committee

March 25 @ 3:00

— Events —

General Membership Meeting

Thursday, March 18
5:30- 6:30 pm, networking
6:30- 7:30 pm, meeting
Hilton, Biltmore Park Town Square

New Member Orientation

March 16
3:30 pm - 4:30 pm
**AHBA Office*

Builder After Hours

Thursday, April 1
5:30 pm - 7:30 pm
Bird Decorative Hardware & Bath

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.

MARCH

— Education —

AHBI Education Program:

Check back soon for the release of the 2010 NCBI and NAHB course offerings that the AHBA will offer this year through the Asheville Home Builders Institute! In the meantime, be sure to visit our website education page at www.ashevillehba.com to see the latest course offerings and any educational opportunities offered to you by our members.

AHBA Discount Card Fundraiser

Purchase your AHBA Discount Card at the AHBA Office by calling 299-7001 or emailing office@ashevillehba.com.

To effectively fundraise for the 2010 year without hosting a costly event or put undue burden on our membership, the AHBA has come up with a creative idea to raise needed funds and to support a local community effort at the same time!

The AHBA Discount Card is a multi-use discount card that expires in December of 2010 and includes great discounts to local companies such as The Asheville Tourists, Fun Depot, The Hop Ice Cream Cafe, El Rebozo and more. The best part is that the card is only TEN DOLLARS! Discounts range from a "Buy one, get one free" to percentages off every purchase. We are so proud to have brought this exciting opportunity to you as this card supports both our organization, the INSULATE! Asheville program, AND community businesses. Be on the lookout for the AHBA to sell the cards to the general public at Asheville Tourist Games, and listen for our advertisements on the radio provided by Asheville Radio Group's the Mix, 96.5!

\$2 from the sale of each card will go to support INSULATE! Asheville, a program we support through Warren Wilson College that provides low-income families with methods of energy efficiency. This is a community project that we have supported since its conception and we are proud to offer our support through this monetary donation.

We hope that you will choose to support the Association by purchasing one of these cards, and maybe one for a friend! This has the potential to be an outstanding annual fundraiser for the AHBA for years to come! Thank you in advance for your purchase.

Special thanks to the card sponsors, Mix 96.5 and the Asheville Tourists!





Upcoming Events Make Spring Optimistic

President's Message by Richard Soderquist

We are optimistic about spring! The frozen, snow covered winter and the down turned economy seems to never end, but it will slowly yield to spring and optimism in the business environment.

Several members of the AHBA were fortunate to attend the International Builders Show in Las Vegas in January. The mood was one of "cautious optimism" and "going green" among the 55,000 worldwide attendees. It was reported that NAHB members build roughly 80% of all new housing nationwide. Lack of available credit led to the national showcase house not being complete or available for public viewing. Because of the "credit crunch" the NAHB started a new initiative, the Partnership Pavilion, to match builders and developers with credit providers and will be a focus of the NAHB this spring. Check it out at www.nahb.org.

Many of our local AHBA lenders want to work with our members. They have indicated this through participation on the Board of Directors, advertising in Blueprints, and sponsoring the Expo. For a list of AHBA lenders check out our website www.AshevilleHBA.com.

Be sure to utilize your resources through the AHBA! There is a great article on the NAHB website that explains the energy tax credit information in detail. While you are on the website, check out the National Green Builders Program video. This video carefully explains the entire process for getting your homes certified.

I hope you were able to attend the Parade of Homes Preview on February 18. This event stimulated enthusiasm for the upcoming 2010 Parade. Not only will new homes be featured, but also totally renovated homes! New this year, a category of outstanding features will be introduced to help your marketing purposes. For details call the AHBA office at 299-7001.

The Education Committee is hard at work. They are deciding on Builder Institute Courses that will be offered at our office facility and are launching an exciting new Mentor Program for our Builders.

Blueprints/spec sheets are available for the Parade of Playhomes. This year's auction to benefit the United Way will be held at our Home & Garden Expo on May 1-2. Assemble your building teams NOW to showcase your entry. This is a great way to include friends and family for a good cause while showcasing your work to Expo attendees!

Your Board of Directors, Committee Chairs, and Staff are working hard to provide you with outstanding membership services. I want to personally thank each of you for your diligence and hard work. Remember: "THE ROAD TO SUCCESS IS ALWAYS UNDER CONSTRUCTION!"

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Education Sponsor

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[builders tips]

Builders' Tip: Protecting Stairs During Drywall Installation

During my 20 years as a drywall contractor, I've worked on plenty of two- and three-story houses and in just about every one, the finished stairs are already in place before I begin my work.

Because my crew and I make numerous trips up and down the finished stairs in those houses, we work over them and on them while carrying drywall, tools and 60-pound buckets of joint compound.

In every home, the steps need to be protected when we are working so that they'll be spotless when we finish the job and I've tried all kinds of protective layers on the stairs with so-so results:

Plastic is the answer for dust control, but it isn't heavy enough to stay put without some ballast.

Cardboard isn't heavy enough to hold down the plastic.

Plywood is heavy enough, but it tends to curl up and then move around when you walk on it.

Drop cloths keep sliding down the stairs and are easy to trip on.

As shown in the accompanying drawing, the solution I use is a combination of polyethylene plastic sheeting and drywall scraps. The heavy drywall holds down the plastic and stays in place. It also is quick and easy to install and the material is free and readily available on the job site in most situations.

Here's what I do to protect the stairs:

I cover the stairs with 4-millimeter or 6-millimeter plastic first, leaving it long, wide and loose-fitting.

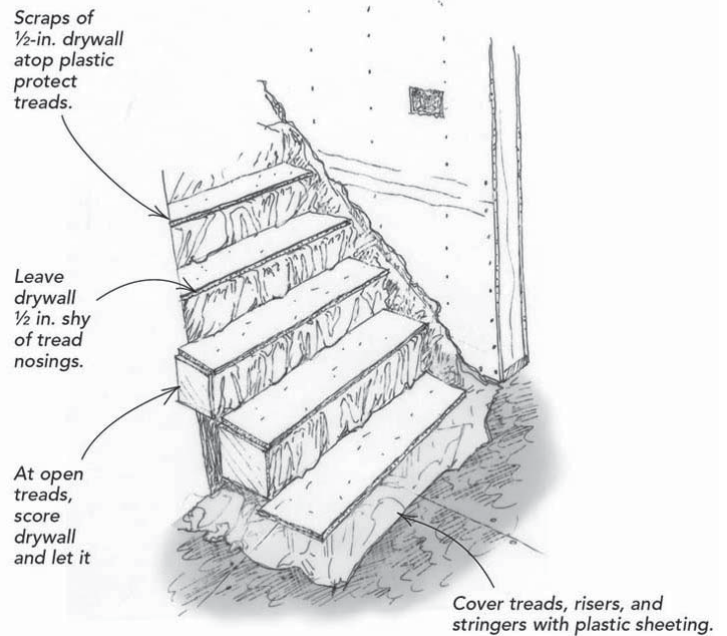
I then push each piece of drywall back into the riser so that its leading edge is about 1/2 inch back from the tread nosing. That will keep the drywall from tipping up when you walk on it.

If the ends of the treads are open, the drywall can be scored and flopped down to protect the edge.

— Myron R. Ferguson, Galway, N.Y.

Tips & Techniques provided by Fine Homebuilding.

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Act Quickly on Expiring Tax Credit

In order to make the most of the home buyer tax credit, which was extended and expanded by Congress toward the end of last year, builders need to act fast and get the word out to their prospective customers.

On Nov. 6, Congress moved to extend the \$8,000 first-time home buyer tax credit, which was due to expire on Dec. 1, and expand its eligibility to more buyers to help boost the fledgling housing recovery.

Buyers have until April 30 to sign a sales contract and they must close on the home by June 30 in order to qualify. Move-up buyers, move-down buyers and others who have previously owned a home are able to claim a \$6,500 credit, as long as they have lived in their primary residence for at least five consecutive years out of the past eight.

The income limits for all buyers are \$125,000 for singles and \$225,000 for couples. With the April 30 sales contract deadline approaching, builders need to move quickly to ensure their homes are ready.

Anticipating a pick-up in consumer demand as the tax credit deadline nears, Savage said he plans to start construction on a limited number of spec homes as late as April 1 in an effort to get signed sales contracts on the unfinished homes by the end of the month so that buyers can still take advantage of the tax credit.

Builders are also encouraged to help their buyers navigate the lending process to ensure that mortgage companies will approve contracts by the June 30 closing deadline.

Builders who market the home buyer tax credit to their customers must prepare for a drop-off in sales after the April 30 deadline passes.

NAHB is forecasting that the home buyer tax credit will pull demand forward and that home sales will fall between 10% and 15% in the quarter after it expires. NAHB estimates that the latest version of the tax credit will spur approximately 180,000 additional home sales, producing more than 211,000 jobs.



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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!

New Member Orientation Attendees

The following companies attended the January orientation are now full members of the AHBA: Amp Electric, Jason Hamilton; Appalachian Carpet & Textile Cleaning, Rick Owenby; Best Built, Inc., Alan Best; Brand Vaughan Lumber of Asheville, Jason Hendrix; Carlton DesignBuild, Rob Carlton; ClearChannel Asheville, Sherrye Coggiola; Clearwater Well Drilling, Inc., Jeff Moore; Custom Granite & Marble, George Douglas; West Asheville Real Estate, David Wall; DRA Living, David Rand; Ferguson Enterprise, Inc., Tim Shipman; First Resortation Services of Asheville, Shawn Silliman; G&S Stoneworks, Gary Stroud; Goosman Rose, Beth Cramer; House to Home Installed Solutions, Nick Ragle; Interiors By Donna Coudes, Donna Coudes; Jethro's Johnnies, Crystal Moore; K2 Irrigation Services, Inc., Kevin McRae; North Carolina Farm Bureau, Patrick Cusack; Profiles in Wood, Inc., Dawson Spano; Red River, Inc., Mary Duffy; RockStar Marble & Granite, Matt Olofson; SoWachaWant Screen Printing, Tracy Owens; The Home Pro, Bob Wright; Thomas and Company Accounting, Todd Fowler; Thompson-Rhodes Builders, Inc., Bill Leidheiser;

Asheville Chamber Gives Allegra February Award

The Asheville Area Chamber of Commerce's Small Business of the Month for the month of February is Allegra Print & Imaging located at 191 Charlotte Street in Asheville. Allegra was established as Insty Prints on Merrimon Avenue in 1986 and became Allegra five years ago at the time of the move to Charlotte Street Allegra employs seven full time personnel. Allegra offers direct mail printing, copying, color copies, and full color printing. The company produces banners, posters, and large format printed items. Allegra supports the Footprint Fund, which invites all non-profits to submit applications for donations once a year. Congratulations to AHBA Member Allegra Printing!

Goosmann & Rose Announces New Partners

Attorneys George F. Goosmann, IV and John R. Roseare pleased to announce that Veronica H. Colvard and Elizabeth L.M. Cramer have been made partners of the Firm, which is now named Goosmann Rose Colvard & Cramer, P.A. This partnership creates a progressive team which will continue to provide our clients with excellent legal representation. Goosmann, Rose, Colvard & Cramer, PA is a proud member of the AHBA. To learn more, please call 828.258.0150 or visit their website at www.grclaw.com.

Member Donates \$10,000 to Homes for Our Troops

As a means of launching its year-long 30th anniversary celebration, 2-10 Home Buyers Warranty, AHBA member company, announced at the NAHB IBS a \$10,000 donation to Homes for Our Troops, which builds specially equipped homes for severely injured veterans returning from Iraq and Afghanistan.

Homes for Our Troops has built specially designed homes for severely injured veterans in 23 states and has sites under way in four more. Using mostly donated materials and labor, this nonprofit organization has built and equipped more than 50 homes for needy veterans.

2-10 Home Buyers Warranty is the premier provider of new home warranty protection and leads the nation by providing warranties on over 3 million homes through 10,000 builders in 48 states and the District of Columbia. The warranty insurer for the 2-10 HBW program has paid approximately \$197.5 million in claims on behalf of builders since its inception. The company provides an extensive array of innovative warranty products, programs and services to meet the needs of its members and their homebuyers— including free sales support materials to help builders sell more homes.

Wayside Receives NCNLA Oakland Award

Andy White, President of Wayside Landscape Services, Inc., Asheville, NC received the 2009 Oakland Award at the North Carolina Nursery and Landscape Association's (NCNLA) annual Green and Growin' convention in Greensboro, NC on January 15, 2010. This prestigious award has been presented annually since 1978 to individuals in recognition of a lifetime of outstanding contributions and service to the landscape industry. Candidates and winners are selected by the current and past two presidents of NCNLA. Congratulations to AHBA Member Andy White!





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BUILDER'S AfterHours

April Builder After Hours

Come out to Bird Decorative Hardware & Bath for our April Builder After Hours event! Join us for food and beverage and great doorprizes! Don't miss this opportunity to learn what Bird Decorative has to offer and get to know your fellow AHBA Members at the same time! Bring a friend for no charge!

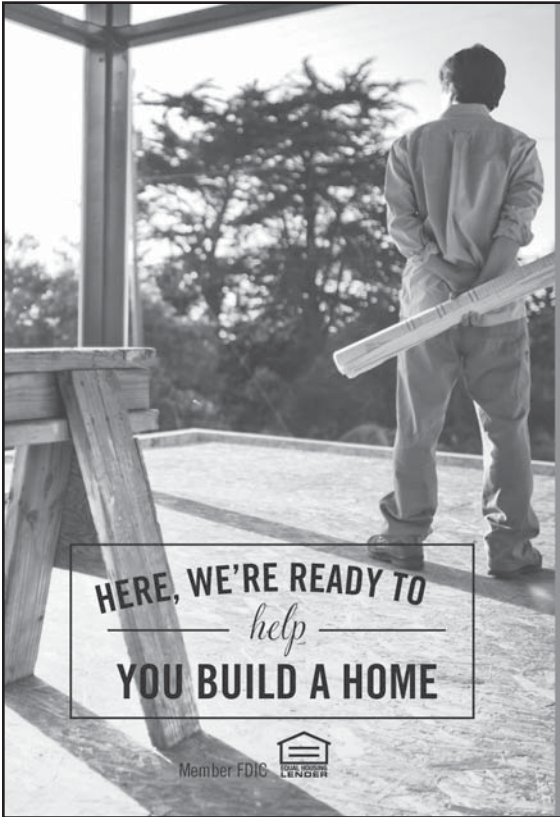
April 1, 5:30 pm - 7:30 pm

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Builders/Associates Pack the New Biltmore Hilton for January's Annual GMM

The AHBA and our members had a outstanding kick-off meeting at the Hilton in Biltmore Park Town Square on January 28, 2010. Over 160 Builders and Associates joined AHBA Staff and Board Members for an evening of networking. We were pleased to have two table top displays from Inform Systems and Liberty Wood Products at the meeting, as both companies were able to showcase their products and services to the membership while entertaining the crowd with promotional products and giveaways. Liberty Wood Products shocked the members by throwing hammers into the crowd, producing a laugh when realizing the hammers were stuffed toys! AHBA leadership announced plans for 2010, including the upcoming Home & Garden Expo, our legislative agenda, and plans for the 2010 Build-PAC. Our 2010 Board of Directors were inducted, with lots of new faces this year. Also introduced at the meeting were the 2010 Foundation Club Members, who were all asked to come to the front to be announced to the membership. As always, the AHBA is so grateful for their support of the homebuilding industry! Everyone seemed to be in lighthearted spirits at the meeting, as the promise of a new era in homebuilding is on everyone's mind for Spring. Be sure to join us at our next General Membership Meeting on March 18, again at the Hilton in Biltmore Park Town Square!



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Remodeling Poised to Enter Early Phase of Recovery

Trailing closely behind new residential construction, remodeling is expected to reach its cyclical bottom during the current business quarter and begin slowly climbing back toward more normal levels as the year progresses, according to economists.

Remodelers will still encounter some reluctance from their prospective customers, who have been rattled by financial losses in the stock market and home equity, they said, but the industry will derive some strength from the housing market as it too slowly finds its way to higher ground. Stubbornly high levels of unemployment, however, will continue to restrain remodeling growth and undermine consumer confidence.

The economists noted that home builders have sought refuge from the extraordinarily steep housing downturn by diversifying their operations into remodeling, which has also taken a tumble, but has held up better than other construction-related sectors. In the meantime, in dollar volume remodeling has moved ahead of the new home market and its lead may continue during the period ahead.

Spending on remodeling fell to an estimated \$246 billion last year, down 35% from its cyclical high of \$326 billion in 2007, but was more than was spent on new home purchases, said Kermit Baker, director of the Remodeling Futures Program at Harvard University's Joint Center of Housing Studies. "As the size of the housing stock continues to grow, home improvements and repairs will consistently outpace new construction," he said.

Based on partial data from the U.S. Census Bureau that only tracks improvements by home owners and omits maintenance and repairs and spending on rental properties entirely, remodeling activity will start seeing positive growth in this year's second quarter, according to Paul Emrath, NAHB's vice president for survey and housing policy research.

In 2005 dollars, the seasonally adjusted annual rate of home owner spending on improvements fell below \$100 billion in the final quarter of 2009 and will remain at about that level for the first three months of this year before strengthening, reaching \$115 billion in the fourth quarter of 2011, Emrath said.

Released on Jan. 21, Harvard's quarterly Leading Indicator of Remodeling Activity also gave an encouraging signal that home owners are starting to plan more home improvement projects as they see the nation's economy recovering.

In nominal dollars, the yearly rate of home owner improvements is projected by the indicator to total just under \$104 billion during the current quarter, which is 12% below the \$118 billion recorded in the same quarter of last year. The indicator shows improvements rising to \$110.9 billion by the third quarter, only 3.1% below the rate of spending during the third quarter of 2009.

When all is said and done, Harvard is estimating that remodeling will have suffered a peak-to-trough decline of 30% to 35%, compared to a 75% slump in home building.

Emrath cited signs that house prices are stabilizing and that the median price of a home is now about 3.2 times the median income, a return to normalcy after skyrocketing to more than 4.5 times income at the height of the housing boom. Prices have also corrected to a normal range in the most overheated markets in Nevada, Arizona, California and Florida.

Who's Planning to Remodel

Looking to identify the best candidates among the home-owning population for remodeling jobs, older and upper-income households benefitted the most from the long run-up in home prices leading up to the bust, and that higher valued homes didn't fall as far in the downturn because they didn't rise as fast during the boom.

The housing downturn "disproportionately affected lower-priced homes where there were more subprime loans," he said. "Lower-priced homes have fallen faster and their owners were more highly leveraged."

Citing findings from the Home Improvement Research Institute's Consumer Sentiment Tracking Study, which is based on a national monthly survey of about 13,000 households, including 9,000 home owners, Baker said that the number of home owners planning to spend on remodeling was down an estimated 13.9% in December on a three-month moving average compared to a year earlier.

However, the declines are moderating, he said, and the number of owners with incomes of \$100,000 or higher who were planning home improvement projects in December was up more than 25%. In sharp contrast, remodeling plans were down that month for owners with incomes below \$45,000 by about 30%.

The survey also found that less-leveraged seniors planning improvement jobs were up by well over 80% in December; spending on professionally-installed projects, while still down, was holding up substantially better than do-it-yourself jobs; and financing projects with cash was gaining in popularity.

Smaller discretionary projects in kitchens and baths are starting to see more signs of life, Baker added.

Diversified Builders and Lead Paint

Emrath observed that remodelers have been seeing increased competition from builders diversifying into residential remodeling. In an NAHB survey of builders in December, 66% said they had diversified into remodeling last year or planned to do so in 2010.

Remodelers are also concerned that they could lose some business from a new rule on lead-based paint from the U.S. Environmental Protection Agency that takes effect on April 22, he said. The higher cost of complying with the rule could provide an inducement for consumers, who don't know or care much about the new regulation, to decide to do the job themselves or hire a contractor who doesn't use the required lead-safe practices.

As of now, remodelers are required to contain the work area, refrain from certain practices and follow EPA waste-disposal and clean-up procedures in homes that were built before 1978 and are inhabited by pregnant women or children. Sixty-nine percent of all professional remodeling jobs were in units built before 1980, according to NAHB tabulations of data from the 2007 American Housing Survey.

In October, the EPA proposed extending the regulation to cover all pre-1978 housing, regardless of who lives in it.

Green Remodeling a Plus

In the plus column, Emrath said that demand for green remodeling is receiving a lift from two tax provisions: the American Existing Home Retrofit Tax Credit, 25C, which has been extended through this year and equals 30% of the cost of an energy retrofit, up to \$1,500; and from the Wind, Solar, Geothermal and Fuel Cell Tax Credit, 25D, which is in effect through 2016 and covers 30% of the cost, with no cap.

Various state programs are also available, he said, and pending federal legislation could provide as much as \$12,000 for improving the energy efficiency of existing homes, though the outcome remains unclear.

In an NAHB survey during the third quarter of last year, 5% of the remodelers polled said they had seen calls for work to improve the energy efficiency of the home during the preceding three months

[continued on page 9]

Remodeling Recovery

[continued from page 8]

increase significantly and 25% said they had increased somewhat.

The five top products related to energy savings commonly installed during the past three months were: low-e windows (87%), upgraded insulation (70%), argon gas windows (60%), insulated exterior doors (58%) and high-efficiency HVAC systems (53%).

The survey also showed increases in the use of energy-saving materials and products from 2001 until 2009: the remodelers who reported they were using on-demand water heaters grew from 13% to 33% over that period; UV-coated windows increased from 25% to 39%; argon gas windows from 49% to 60%; and high-efficiency kitchen appliances from 34% to 43%.

The top green features adopted by remodelers were:
 Materials and products that are local and easily available, 94%
 Energy-efficient windows, 91%
 Energy Star appliances, 86%
 Alternatives to dimensional lumber, 83%
 OSB rather than plywood, 78%
 Recycled and recyclable products, 70%
 WaterSense fixtures and/or toilets, 61%
 A waste management system, 51%

Forty-five percent of the remodelers surveyed in last year's third quarter said that 1% to 24% of the jobs they completed in 2009 used the 25C or 25D energy efficiency tax credits; the median of jobs using the credits was 5%.

On another positive note, the extended and expanded home buyer tax credit will increase spending on property alterations this year by \$124 million, Emrath said.

This article was reprinted with permission from NAHB. For similar articles or for more information, please visit www.nahb.org.

Housing Hall of Fame Nominations

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

Find the application form and by-laws of the NCHHF by visiting www.nchba.com. If you know of an individual who has excelled in making a significant and lasting contribution to the building industry, please complete the enclosed nomination form and return it to the NCHBA office at the address below. All nominations must be postmarked or e-mailed by April 15, 2010.

North Carolina Home Builders Association

Attn: Erin Jones
 P.O. Box 99090
 Raleigh, NC 27624

Or by e-mail to erjones@nchba.org

The inductee(s) will be announced at the May 2010 NCHBA 2nd Quarter Board of Directors meeting. The induction ceremony will take place during the Installation Dinner at the 2010 NCHBA 4th Quarter Meetings on December 7, 2010.

Induction into the NCHHF is a prestigious honor. All nominations will be carefully screened and given thorough consideration by the NCHHF Board of Governors. If you have any questions, please contact NCHBA at (919) 676-9090.

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Email: gspicer@mathinsurance.com

Saturday May 1 & Sunday May 2

WNC Ag Center

Official AHBA

Builder Preview Event

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

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

Sponsorships and booths are now available, but are going **fast!**



[member news]

A Local Perspective: NC Adopts new EPA Lead Based Paint Rules

By: Sean Sullivan, AB CGP

Earlier this month I took the Certified Lead Renovators class at the AHBA. I was distraught to find that contractors performing renovation, repair and painting projects disturbing lead-based paint in homes, child care facilities, and schools built before 1978 were required to be certified and follow specific work practices to prevent lead contamination. Yet, I was grateful to get into one of these hard to find courses. The class was facilitated by a very knowledgeable instructor on the new EPA regulations that have been handed down by the Federal Government. As a builder and renovator, I soon became very disturbed as I discovered the dangers of lead poisoning.



Few people know that this new Lead-Based Paint Hazard Management Program for Renovation, Repair, and Painting (LHMP-RRP) became effective on January 1, 2010 in North Carolina. This legislation, and the rules adopted, were passed under N.C. Gen. Stat. §130A-453.12-453.21 in August of 2009. The program is regulated by the NC Health Hazards Control Unit in Raleigh, however the authorities for local verification have yet to be determined.

Why Do You Need to Be Concerned About Lead?

Lead is a toxic metal that was used for many years in products found in and around our homes. Lead also can be emitted into the air from motor vehicles and industrial sources, and lead can enter drinking water from plumbing materials. Lead may cause a range of health effects, from behavioral problems and learning disabilities, to seizures and death. Children six years old and under are most at risk.

In general, the older your home, the more likely it has lead-based paint.

- Paint. Many homes built before 1978 have lead-based paint. The federal government banned lead-based paint from housing in 1978. Some states stopped its use even earlier. Lead can be found:
 - In soil around a home. Soil can pick up lead from exterior paint, or other sources such as past use of leaded gas in cars, and children playing in yards can ingest or inhale lead dust.
 - Household dust. Dust can pick up lead from deteriorating lead-based paint or from soil tracked into a home.
 - Drinking water. Your home might have plumbing with lead or lead solder. Call your local health department or water supplier to find out about testing your water. You cannot see, smell or taste lead, and boiling your water will not get rid of lead.
 - The job. If you work with lead, you could bring it home on your hands or clothes. Shower and change clothes before coming home. Launder your work clothes separately from the rest of your family's clothes.
 - Old painted toys and furniture.
 - Food and liquids stored in lead crystal or lead-glazed pottery or porcelain. Food can become contaminated because lead can leach in from these containers.
 - Lead smelters or other industries that release lead into the air.
 - Hobbies that use lead, such as making pottery or stained glass, or refinishing furniture.
 - Folk remedies that contain lead, such as "greta" and "azarcon" used to treat an upset stomach.

Certifications are hard to come by initially; you have to find a certified instructor with room available in their class. (I suggest contacting the Asheville HBA, at 299-7001, for more information.) After successfully passing the examination, and of course paying a fee, you can then register your firm to be a Certified Lead Renovator. After completing this, you are authorized to train your employees to be Lead Renovators. Owners and landlords of homes built before 1978 should be aware of these dangers and seek certified firms to contract with for their renovations. To learn more about the EPA's Federal Program, visit www.epa.gov/lead.

Sean Sullivan is an Accredited Builder and past president of the Asheville HBA. His firm, Living Stone Construction, Inc. is a first-tier builder of fine custom homes in Western North Carolina. To learn more LSC, you can visit them at www.livingstoneconstruction.com.

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In the Know...

2010 Committees and Councils

Activities Committee

Nathan Lawrence- Chair

The activities committee is preparing to deliver another year of fantastic events for our membership. We have a Spring and a Fall Golf Tournament, the Summer Picnic and the Christmas Gala to plan for in 2010. We are lucky to have a few key returning committee members, but we are looking for a few more members to join the FUN COMMITTEE. Interested parties should contact the HBA office and look for our first meeting to be scheduled for March.

Associates Committee

Richard Soderquist- Chair

The Associates Committee is responsible for overseeing the production of the upcoming first annual Home & Garden Expo at the agricultural center, May 1 & 2. And are we EXCITED!! As I write this, we have 50% of the booths full with many more coming in! The mix of booths already sold is just what we need for a successful industry specific public show. Call the office at 299-7001 to reserve your booth or sponsorship. Expect a call from a member of the committee to answer your questions and get you and your company on board.

The AHBA will also be hosting the Parade of Playhomes during the Expo to benefit United Way. This is a great way to get multiple businesses involved!

Put Friday, April 30 on your calendar for the AHBA Builder Preview. Plan to invite a colleague. We are inviting all our members and surrounding HBA's to attend. Don't miss this event - plus it will be WARM and GREEN then!

Parade of Homes Committee

Steve Royster & Jason Weil- Co-Chairs

The Parade of Homes Committee held their first meeting of the year and had a great turnout of members with some awesome ideas. We discussed putting the member directory back into the Parade of Homes magazine to give the magazine a longer effective shelf life and giving AHBA members another element of exposure. This year we will focus on making the Parade Magazine the ultimate homebuilding resource. The committee also decided to add a new category to the Parade this year: Special Projects. This would allow a member to submit a project such as an outdoor kitchen, deck, media room, etc. Special projects would not be open to the tour, however they would be eligible for one of the trend or innovation awards and would be featured in the Parade of Homes magazine! We also began discussing the theme for the 2010 Parade of Homes. We hope to have a theme decided on before the next meeting. The Parade of Homes Committee will meet the 4th Thursday of each month. Contact the office if you are interested in participating.

Professional Women in Building Council

Gina Kidder – Secretary/Treasurer

Judy Dinelle and Maria Aponte recently attended the Region X meeting to represent the Asheville PWB and Amanda Ballew attended the NC PWB first quarter meeting this past February in Greensboro. It is our goal to increase our membership and we want to spread the word.

We are also working on several ideas to implement for fundraising. Next month we'll release the details of our plans and we'll be looking for sponsors to help accomplish our goals. Once again, the PWB has a Fan Page on Facebook, log on and follow us!

If you or someone you know is curious about our active group you are welcome to come to one of our meetings. 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@coreaudio-video.com.

Build-PAC Update

Sean Sullivan- NCHBA Build-PAC Chair

The Political Action Committee of the North Carolina Home Builders Association (NC BUILD-PAC) is a non-partisan committee organized for the specific purpose of raising funds to support pro-housing candidates of all parties at the state and local levels of government.

Contributions to BUILD-PAC are an investment in the future of your business and the home building industry as a whole. It is essential that we are able to support the candidates that understand and will fight for the issues important to us when they are in office. Candidates who receive support from BUILD-PAC know our critical issues and understand the depth of that support because it comes from thousands of builders and associates across the state. NC BUILD-PAC contributions are the key to our being able to promote a pro-housing agenda in the legislature and local governments statewide.

We had a great kick off to Build Pac at the first GMM of the year. We had 26 new contributors and raised \$700 in one night. Our goal for the year is 10-N-10. That is a contribution of \$10/member. For the majority of the membership, you recognize the value and protection of Build Pac to your business and are willing to contribute as if it were an insurance policy. Please visit <http://www.nchba.org/content/blogsection/14/205/> for more information. Thank you for supporting the industry that supports you!

The following AHBA Members have donated to Build-PAC in 2010:

Amanda Ballew from More Space Place
 Patti Haberstock from Beverly-Hanks & Associates
 Brad Kee from Kee Mapping
 Brenda Dunlap from Sears Commercial
 Chris Lyman from McGuire, Wood & Bissette, PA
 Clint Farish from DRA Living
 Damion D. Brookshire from On Time Construction & Remodeling, Inc.
 David Rand from DRA Living
 Don Thompson from Thompson-Rhodes Builders, Inc.
 J. Koehn from Concrete Specialties, Inc.
 James Alan Best from Best Built, Inc.
 Jennifer Duvall from Asheville Savings Bank
 Jill Jones from Westall Chandley
 John & Nancy Thompson from Thompson Properties, Inc.
 Joshua Abrams from More Space Place
 Ken Dinkins from Nova Kitchen & Bath
 Laura Livaudais from Preferred Properties
 Paul Franklin from Architectural Photographer
 Rich & Patty Kubica from K-Wall Poured Walls
 Ron Bradoc from R & J Woodwork
 Shawn Busby from Jennings Builders Supply
 Thomas McClain from Home Sweet Home
 Tim Shipman from Ferguson Enterprises
 Josh McGee from Westall Chandley
 William Leidheiser from Thompson-Rhodes Builders, Inc.

- Renewing Members -

Able Septic Tank Service

Gary Blankenship
20 Brownwood Ave
Asheville, NC 28806-4514
(828) 254-1920

Affordable Comfort Inc

Tracey Ponder
19 Old Leicester Hwy
Asheville, NC 28787
(828) 254-0206

Air Craftsman Heating & Cooling

George Willis
PO Box 19170
Asheville, NC 28815
(828) 299-1809

Appalachian Mountain Homes LLC

Clinton Blankenship
PO Box 1144
Mars Hill, NC 28754-1144
(828) 689-3977

Asheville Construction Services Inc.

Chris Dillingham
PO Box 6558
Asheville, NC 28816-6558
(828) 505-3114

Asheville Garage Door Service

David Hall
277 Lynn Cove Rd
Asheville, NC 28804-1912
(828) 255-0830

Bass and Royster Builders Inc.

Steve Royster
383 Merrimon Ave
Asheville, NC 28801
(828) 252-6664

Build It Naturally Inc.

Mike Benito
76 Biltmore Ave
Asheville, NC 28801-3624
(828) 254-2668

Builders First Source

Ray Glass
332 Haywood Road
Asheville, NC 28806
(828) 252-2491

Carolina Equipment

Peter Jensen
994 Charlotte Hwy
Fairview, NC 28730
(828) 628-3004

Carolina First Bank

Kaye Thompson
200 College St.
Asheville, NC 28801
(828) 253-3314

Ferguson Enterprise Inc.

Robi Eckley
1100 Ridgefield Blvd Ste B
Asheville, NC 28806
(828) 665-0800

Ferguson Enterprise Inc.

Adam Stanford
35 London Road
Asheville, NC 28803
(828) 274-0001

Festiva Resorts

Brian Cauthren
1 Vance Gap Rd
Asheville, NC 28805-1227
(828) 254-3378

First Light Solar

Grant Gosch
239 Amboy Road
Asheville, NC 28806
(828) 350-3993

Gustafson Construction Corp

John Gustafson
386 Deaverview Rd
Asheville, NC 28806
(828) 253-9935

Jennings Builders Supply

Shawn Busby
PO Box 1057
Brevard, NC 28712
(828) 884-9663

Leading Edge Builders Inc

Ralph Gundrum
1521 Roaring Fork Rd
Hot Springs, NC 28743-7899
(828) 622-3418

Leicester Carpet Sales

Brad Snelson
119 New Leicester Hwy
Asheville, NC 28806-1917
(828) 254-8937

Living Stone Construction Inc

Sam Arrowood
118 Tahkieostie Trail
Asheville, NC 28806
(828) 768-3648

Living Stone Construction Inc

Frank Turchi
24 Browndale Rd.
Asheville, NC 28805
(828) 273-4247

Living Stone Construction Inc

Michael Bates
PO Box 1871
Enka, NC 28728
(828) 768-6136

MATH Insurance Service

Karen Davis
344 Merrimon Avenue
Asheville, NC 28801
(828) 252-0238

MATH Insurance Service

Jim Spicer
344 Merrimon Avenue
Asheville, NC 28801
(828) 252-0238

McGuire Wood & Bisette Construction Law Team

Chuck Cloninger
48 Patton Avenue
Asheville, NC 28801
(828) 254-8800

McGuire Wood & Bisette Construction Law Team

Doug Wilson
48 Patton Avenue
Asheville, NC 28801
(828) 254-8800

Mountain Housing Opportunity

Lloyd Freel
64 Clingman Ave Ste 101
Asheville, NC 28801-3284
(828) 254-4030

Palladium Builders Inc.

James Selmensberger
81 Broadway Street Suite C
Asheville, NC 28801
(828) 713-0900

Paul's Custom Woodworking

Paul Schmitz
190 Eastside Dr
Black Mountain, NC 28711-8208
(828) 712-6234

Pearlman's Carpet One

Stacey Blanton
80 Charlotte St
Asheville, NC 28801
(828) 252-1594

Plaxico Architectural Illustrations

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

Preish Construction Inc

Jim Preish
PO Box 1330
Enka, NC 28728
(828) 667-1152

Quality Still Counts

Randy Cody
110 Cash Phillips Drive
Mars Hill, NC 28754
(828) 689-9137

RCJ Building Inc.

Robert Jacobelly
PO Box 8294
Asheville, NC 28814
(828) 236-3149

Rub-R-Wall of the Carolinas

David Hyder
227 Gibbs Road
Leicester, NC 28748
(828) 779-0363

Rymers Ground Control Inc

Paige Morris
68 Sluder Branch Rd
Candler, NC 28715-9227
(828) 665-1348

Southern Quality Siding & Windows

Bryan Macomber
44 Wake Robin Way
Asheville, NC 28805
(828) 505-0049

Stafford Construction

Jerry Stafford
14 Peridot Pt.
Black Mountain, NC 28711
(828) 329-2899

Sun Mountain Door

Candace Childers
15 Design Avenue Suite 204
Fletcher, NC 28732
(828) 684-6820

T.P. Howards Plumbing Co. Inc

Pat Howard
90 Number Nine Rd
Fairview, NC 28730-7711
(828) 628-1369

Tucker Materials Inc.

Rene Sutton
PO Box 398
Fletcher, NC 28732
(828) 684-5400

Tucker Materials Inc.

Matt Sutton
PO Box 398
Fletcher, NC 28732-0398
(828) 684-5400

W H Osborne Construction

Jeff Osborne
PO Box 18569
Asheville, NC 28814-0569
(828) 712-5291

West End Cabinets

Ashley McElreath
2952 US Hwy. 70
Black Mountain, NC 28711
(828) 669-4143

Westall-Chandley Inc

Josh McGee
PO Box 5755
Asheville, NC 28813-5755
(828) 253-5331

Westall-Chandley Inc

Terry Walton
PO Box 5755
Asheville, NC 28813-5755
(828) 775-5714

Your Floor Stop

Dawn McGinnis
1000 Brevard Rd Ste 169
Asheville, NC 28806-2265
(828) 665-0240

- New Members -

ClearChannel Asheville

Sherrye Coqqiola
13 Summerlin Drive
Asheville, NC 28806
864-616-4325
Advertising & Specialties
SPIKE: Richard Soderquist

JSS Homes

Dan Arrowood
16 Yorkshire Ct.
Candler, NC 28715
Builder
SPIKE: Judy Dinelle

Kenneth R Tuell

Kenneth R. Tuell
59 Sherwood Rd.
Asheville, NC 28803
828-505-2538
Residential Remodeling- Builder
SPIKE: Patrick Hunt

The Hands of Sean Perry Co.

Sean Perry
250 Haywood Road
Asheville, NC 28806
828-258-7272
Residential Remodeling- Builder
SPIKE: Herb Freeman

Brand Vaughan Lumber of Asheville

Jason Hendrix
PO Box 1379
Fletcher, NC 28732
828-776-1802
Building Materials: Wholesale
SPIKE: Rob Fisher

Brand Vaughan Lumber of Asheville

Bill Bugbee
PO Box 1379
Fletcher, NC 28732
828-776-1802
Building Materials: Wholesale
SPIKE: Rob Fisher

Ferguson Enterprise, Inc.

Tim Shipman
1100 Ridgefield Blvd, Ste B
Asheville, NC 28806
828-665-0800
Plumbing Fixtures & Supplies
SPIKE: Robi Eckley

Maggie Valley Club

Fraser Sparkman
1819 Country Club Drive
Maggie Valley, NC 28751
828-926-1616
Real Estate Sales & Marketing
SPIKE: Steve Royster

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 -

Expressions in Design

Bill Hodges
30 Ben Lippen School Rd.
Asheville, NC 28806
828-712-3801
Cabinets
SPIKE: Sean Sullivan

Hi-Tech Integrated Systems

Dawn Capps
215 Haywood St. #A
Asheville, NC 28801
828-252-6001
Home Automation
SPIKE: Maria Aponte

Jeld-Wen, Inc.

Marilyn Loftin
180 Rhododendron Dr.
Hendersonville, NC 28739
501-258-2298
Doors, Exterior & Interior
SPIKE: James Whiteside

RE Poulin Construction

Rob Poulin
42 Montgomery St.
Waynesville, NC 28786
828-246-9028
General Contractor
SPIKE: Matt Sutton

Ferguson Well & Pump, LLC

Larry Ferguson
2731 New Leicester Hwy.
Leicester, NC 28748
828-691-8497
Water Purification & Filtration Equipment
SPIKE: Wayne Ellington

Homesource Design Center, Inc.

Clay Johnson
172 Charlotte Street
Asheville, NC 28801
828-252-1022
Kitchen & Bath
SPIKE: Tim Alexander

Pine Brook Construction, Inc.

Jonathan Sluder
PO Box 905
Leicester, NC 28748
828-683-3823
Builder
SPIKE: Thomas McClain

StairCrafters Inc.

Brandon Jayne
105 Beacon hill court
Easley, SC 29640
864-220-0630
Stairs & Stair Parts
SPIKE: Richard Soderquist

Grove Park Fine Homes

John W. Truitt
630 Welsh Partridge Circle
Biltmore Lake, NC 28715
828-243-0701
Single Family - Custom
SPIKE: Jill Jones

House to Home Installed Solutions

Nick Ragle
44 Buck Shoals Road, Ste F8
Arden, NC 28704
828-684-1008
Closet Design
SPIKE: Stan Robinson

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.**

- 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!

Access Home Technologies Associate	Cambria Natural Quartz Surfaces Associate	Endless Supply Company, LLC Associate	King Associates Real Estate Associate
Action Concrete Services Associate	Closet Tailors of Asheville Associate	Frank Briggs Assoc Inc. Builder	Trinity General Contracting Builder
Ballew Lee Construction Builder	Delia Design Associate	J & N Homes, LLC Builder	

Parade of Homes Preview Event Associate Member Discount Program

The 2nd Annual Parade of Homes Preview Event was held on February 18 at the Crowne Plaza Resort. Over 30 Associates have offered discounts to Builders participating in the 2010 Parade of Homes. Discounts range from paying full entry fees to percentages off products and services. We want to thank the following companies who have offered this significant discounts to our builders and hope that you will remember to utilize these members when building your next home!

At time of *Blueprints* print, these are the companies participating in the Parade of Homes Preview Event to offer discounts:

- | | |
|---|--|
| <ul style="list-style-type: none"> 84 Lumber Allteck Systems Design, LLC Artisan Kitchen Studio Asheville Garage Door Service, Inc Bonded Builders Warranty Group Brand Vaughan Lumber of Asheville Building Environmental Solutions, Inc. Carolina Closets Carolina Native Nursery Core Installations Delkote Machine Finishing Ferguson Enterprises, Inc. Hi-Tech Integrated Systems, Inc. Home Environments House to Home Installed Solutions Jennings Builders Supply Jethro's Johnnies Inc. | <ul style="list-style-type: none"> Kee Mapping & Surveying, PA Liberty Wood Products more SPACE place NOVA Kitchen & Bath Overhead Door Company of the High Country Pearlman's Carpet One Pella Carolina, Inc. ProBuild Retro+Fit Design, LLC Salon Blue Ridge Sears Commercial Solid Surface Specialists Terminix Service, Inc. The Western Carolina Home Place, Inc. Tucker Materials |
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Special thanks to Westall Chandley for sponsoring our event through the 2010 Foundation Club!





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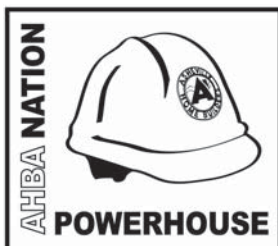
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Greg Forrest

195 Cane Creek Rd.
P.O. Box 710
Fletcher, NC 28732
Phone: 828-651-9696
Cellular: 828-606-5086
Fax: 828-651-9952
Website: www.r-proselect.com
Email: gfrpro@aol.com





AHBA Home & Garden Expo Coming May 1 & 2

We are very excited to report on the 2010 Home & Garden Expo brought to you by the homebuilding experts at the AHBA! We are over 60% full on our booths for the Expo and growing every day. We are excited to be working with a large corporation for ticket distribution (shhhh, its a secret for now!) and to have several sponsors lined up for the event. Sponsorships are still available for those looking for more exposure than the average booth, and can be worked to fit the specific needs of your company. We are also excited to announce to our exhibitors that EDU Sports, X2 will be sponsoring the exhibitor lounge for your convenience during the show, bringing snacks and drinks as well as showcasing their many promotional products that

they offer. If you are looking for promotional products to giveaway at the show, or need posters printed, be sure to contact Donnie at EDU Sports X2 for more information!

The Expo will feature over 30,000 square feet of homebuilding products and services and is directed at the general public. We will once again be at the WNC Ag Center, where our 2009 Table Top was held. We are excited about this location for the traffic from the interstate and the ability to branch into the Hendersonville and Transylvania markets for public awareness. This location has easy access for multiple loading and unloading, as well as tons of free parking!



The AHBA is also proud to bring the 2nd Annual Parade of Playhomes, that benefits United Way, to the Expo. The AHBA, United Way and Asheville Radio Group have teamed up to provide this community benefit auction of AHBA Builder constructed playhomes. From 3 pm - 5 pm on May 2 at the Expo, we will have a live auction of the playhomes MC'd by Asheville Radio Group's The Mix 96.5. We have several builders already signed up to build these playhomes but it is not too late to get involved if you are interested in signing up! This is a great way to showcase your homebuilding skills and particular specialties for both Builders and Associates attending the show- be sure to tell consumer passers-by to visit the Parade of Playhomes to see a small sample of your work! The playhomes will be on display for the duration of the Expo.

We have already started an aggressive marketing campaign that will include radio, billboards, tv, internet, and various print advertising. We know this show will be successful and want you to be a part of it! Remember, the ultimate goal of the Association is to always benefit our members, so bringing an industry specific show to this area to enable our members to showcase their products and services to the general public is a perfect avenue for us to support you!

Don't delay, contact the AHBA asap to ensure *your* spot in this exciting Expo!



AHBA Member Spotlight

Name/Title: **Maria Aponte, Sales and Marketing Assistant**

Company: **Hi-Tech Integrated Systems, Inc.**

How did your company get started?

Wally Capps originally started a security company and then in 1996 opened Hi-Tech and reached out into audio/video and home automation. Hi-Tech had a need for help with sales and I was looking for a job in the area after graduating from the interior design program at Western Carolina University.

What makes your company unique?

There are an endless amount of options we can provide our clients with. We have excellent customer service and we respond quickly. Each of our staff is trained in our industry. We attend trade shows and classes to keep up with our rapidly changing industry.

What has been your greatest business success?

I am excited to become more involved in the AHBA! I am Vice-Chair of the Professional Women in Building and I hope to accomplish a lot this year. I am proud that Hi-Tech has stepped up to sponsor the AHBA through the Foundation Club.

What do you like about doing business in Asheville?

I love the small town atmosphere of Asheville, even though for me it is a fairly large area compared to where I am from. Everyone is so nice and so welcoming.

What kind of customer does your business attract?

We attract clients that are interested in technology and audio/video. We have something for everyone, whether it is a TV and security system to a high-end home complete with a home theater and whole-house control system.

How does your business positively contribute to the Asheville Community?

We are involved in the Asheville and Hendersonville Home Builders along with the Professional Women in Building, BBB, Asheville Chamber and Mountain Bizworks. We support local suppliers whenever it is possible. We volunteer through the HBA as well as contributing to charitable events such as the WNC Make-A-Wish Foundation and scholarships to local schools.

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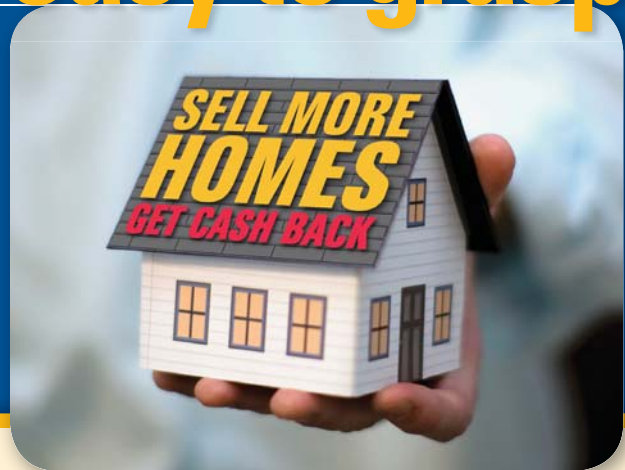
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