

BLUEPRINTS

A monthly publication of the Asheville Home Builders Association

JUNE

General Membership Meeting

Join Us
June 19th
Crest Center
22 Celebration Place
Asheville, NC 28806
(828) 251-1820

Schedule

Round Table Discussion 5:30pm – 6:15pm

Update on Residential
 Code Changes

City of Asheville – Presented by
 Robert Griffin & Mark Case

Social Hour & Table Tops 6:15pm – 7:15pm

Dinner followed by Business Meeting 7:30pm – Until

All Builder, Associate & Affiliate members are encouraged to attend. The monthly meetings are an excellent time to network with others in the building industry. Find new ideas, products and services that can assist you in the growth and promotion of your company.

To **RSVP** or for more info call 299-7001 or email info@ashevillhba.com.

Upcoming Events

June 21-28

AHBA Habitat Build Project
 See page 6 for details

June 10

Builder After Hours
 Design Center by Haywood
 See page 6 for details

What Will A Housing Stimulus Package Do For You?

The faltering economy is hurting hard-working families across our community. Soaring gas and food prices are pinching pocketbooks and the mortgage crisis is hitting consumers and the housing industry very hard.

The housing industry plays a critical role in the nation's economy. Congress is currently considering a variety of measures to help bolster housing and the economy and avert a recession. But what do these proposals mean to you — the average citizen?

The House and Senate have each passed housing stimulus provisions designed to help struggling home owners, jump-start the housing market, save jobs and restore consumer confidence. But the packages are not the same. And the entire effort could be derailed if the two sides — and the White House — can't agree on a single, comprehensive package.

Here are some of the key elements that need to be included in a final housing stimulus package that the President can sign into law in order to truly benefit Americans and get our economy moving in a positive direction once again.

Temporary home buyer tax credit.

The ability to deduct the mortgage interest you pay from your taxes is already a great financial incentive to own a home. With a tax credit, first-time home buyers will be able to reduce their taxable income the first year after buying a home and get a bigger refund or a lower tax bill.

This will help get the ball rolling and sell homes that have been sitting on the market for months. Sellers will in turn buy new homes. Demand will increase, and home prices will stabilize. Stable prices will protect both existing home owners who may need to refinance their loans, and sellers who can't afford to take a loss.

FHA modernization.

The FHA program helps get affordable mortgages for borrowers with less-than-ideal credit ratings or limited down payment cash. But the current program has outdated systems and procedures. If it's not modernized, declining activity and inefficient processes could result in taxpayers bearing some of the costs.

The limits for FHA-eligible loans need to increase to be more in line with current home prices; the amount of money required as a down payment by borrowers who prove they will be able to make the payments needs to be lower; and the FHA program needs more flexibility so it can operate more efficiently and be more responsive to changes in the marketplace.

GSE reform.

Freddie Mac and Fannie Mae are government-sponsored enterprises (GSEs) that help lenders give more money to more home buyers. Changing the way they are regulated will allow more programs to be offered and free up funds for home purchases or to refinance troubled loans.



Stimulus Package continued on page 2

Calendar

Meetings

Board of Directors Meeting
Thursday, June 12th @ 3:00 pm

Parade of Homes Committee Meeting
Tuesday, June 10th @ 12:00 pm

Professional Women in Building
Tuesday, June 10th @ 8:30 am

Remodeler's Council
Wednesday, June 11th @ 9:00 am

Builders-After-Hours
Thursday, June 5th @ 5:00 pm – 7:00 pm
Hollabrook Farm
Take Exit 40 off I-26 (Asheville Airport Exit)
go west past airport to Butler Bridge Road
and turn south to development.
Event is at Community Club House

June General Membership Meeting
Thursday, June 19th
5:30 pm – 6:30 pm: Builder Round Table
6:15 pm – 7:00 pm: Social Hour
and Networking with Table Tops
7:00 pm: Dinner & Program

Events

Mountain Green Sustainable Development Conference
Wednesday, June 25th @
Warren Wilson College
7:30 am – 5:00 pm
Conference 7:00 a.m. – 5:00 p.m.
Public Event 5:00 p.m. – 8:00 p.m.
www.mountaingreenwnc.org
- Over 35 vendors of supplies and services are scheduled to participate
- Free evening public presentation by author and architect Sarah Susanka
- For details call 828-771-3781 or <http://tiny.cc/3BNII>

Education

Low Impact Development Summit
June 23-24, 2008
Renaissance Hotel, Asheville, NC
http://www.bae.ncsu.edu/workshops/lid_summit/

Green Building 101: Introduction to Natural Building
Tuesday, June 17th
1:00 pm to 5:00 pm
AB Tech Community College Madison Campus Lecture Room: 4646 US Hwy 25-70 Marshall, NC 28753
\$50 for non-members, \$40 for members.
Pre-registration required.
<http://www.wncgbc.org/events>

Green Building 101: Green Home Renovation
Saturday, June 14th
9:00 am to 5:00 pm
NC Arboretum
\$80 for members; \$100 for non-members.
Pre-registration required. Lunch included
<http://www.wncgbc.org/events/>

Green Building 101: Zero Energy Homes
Thursday, June 25th
9:00 am to 5:00 pm
NC Arboretum
\$80 members, \$100 for non-members.
Pre-registration required.
Price includes lunch.
<http://www.wncgbc.org/events>

Stimulus Package continued-

Mortgage revenue bond program.

This program helps finance the purchase, rehabilitation or improvement of single-family residence for low and moderate income families and individuals. Expanding this program will help distressed borrowers who need to refinance their home loans, and will mean less homes will go into foreclosure. It will also provide more mortgages for first-time home buyers.

Net operating loss carryback.

Businesses that lose money in 2008 and 2009 would be able to use those losses to offset taxes they paid for the previous four years, instead of the two years allowed in the current law. It will give businesses that are suffering additional financial resources to get through the economic downturn, which will help them avoid laying off employees or even shutting their doors.

More than half a million homeowners could benefit if these provisions are included in the final housing stimulus package that is adopted, which would in turn help all Americans.

To find out more information about buying or owning a home, contact the AHBA Office, or visit www.AshevilleHBA.com.

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“What is a Member?”

[president’s message]

President’s Message by Sean Sullivan

“It is your Work in life that is the ultimate seduction.”

– Pablo Picasso

The answer to this question sounds trivial indeed. For by filling out an application, being a business person of good standing, successfully completing the review processes of the Membership Committee, Board of Directors, and finally the General Membership; you indeed can reach this aspired position. But in deeper reflection – “What does it truly mean to be a member of the AHBA?”

I remember in 1997, when my insurance agent told me that I could get discounted insurance by joining the AHBA. I remember thinking that it sounded like a pretty good deal to save money and support my own industry by joining the association. Years later, after getting involved to get the most from my membership, I began to see the true value. The benefits are countless and the impact that active membership has on its industry is truly rewarding.

So what is a member? A member of the AHBA is a professional who seeks a higher status, thinks long-term, and is successful in his/her allocation of resources. This individual recognizes the need for distinction, affiliation and continuing education in his career. A member is loyal to the cause by concentrating his efforts in supporting local economy by doing business with a member. This person sees the value in contributing to the community in which he lives and knows that there is greater reward than living within himself.

What kind of member are you? You may be the kind that joins initially for the same reason as I did, to simply support the industry. You may be the kind that craves information and relationship and attends the meetings for the networking. Or, you may be the rare type, the type that joins AHBA Nation, to put “boots on the ground” and personally make a difference.

Whichever type you are, your dedication is making a difference. Your voices have been heard and your numbers have spoken. North Carolina has now become the largest HBA in the Nation! Join us in the paradigm shift that if you are a part of the building industry, you become a member of the HBA. Encourage your business associates to join and let’s keep our membership growing in correlation with the impact that building has on our economy.

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J Coleman Waterproofing
Jennings Builders Supply & Hardware
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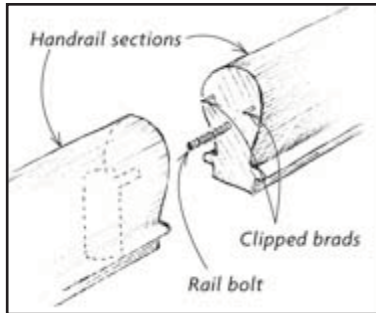
Nova Kitchen & Bath
R-Pro Corp
Shelving Plus, Inc.
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The Construction Law Team at McGuire, Wood & Bissette
West End Cabinets

Getting Pinpoint Accuracy in Stair-Rail Joints

In my experience, people really scrutinize the joints in handrails when judging quality workmanship. The joints are easy to see, and if a misaligned joint doesn't catch your eye, your hand will eventually find it. Here's a tip to help keep those joints between handrail sections — such as the intersection between the easing and the rail — aligned properly:

- As shown in the accompanying illustration, I set two little brads into the rail and then clip off their heads, leaving pointed brad ends above the rail bolt.
- Now, when I draw the two pieces together by tightening the nut on the rail bolt, the handrail sections won't twist.

— Stephen R. Tobin,
Ridgefield, Conn.
Tips & Techniques
provided
by Fine Homebuilding.
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An Easy-to-Fabricate Lockset Drill Guide

Here is a hole-saw guide for drilling lockset holes in a door stile. The screw that holds it to the edge of the door also locates the center of the latch hole.

- As shown in the accompanying drawing, I made the guide out of 1x pine.
- I bored 2 1/8-inch diameter holes in both sides of the guide for a 2 3/8-inch back set.
- I use a hole saw to make the 2 1/8-inch diameter cuts, chewing through most of the door from one side and then finishing the hole from the other side to prevent tear out. I back out the holding screw, and I'm ready to drill the latch hole.
- I made up a variety of these guides, so I'm ready for doors that are 1 3/8 inches or 1 3/4 inches thick, and locksets that require either a 2 3/8-inch or a 2 3/4-inch back set.

They are equally useful for new or old doors. And because the holes in the sides of the guide index the position of the saw, I don't need a pilot bit to guide the hole saw — ideal for retrofit work.

— Will Hesch, Atascadero, Calif.
Tips & Techniques provided by Fine Homebuilding.
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Q&A: Explaining Myth Versus Reality About Today's Housing Market

Q: *There doesn't seem to be an end in sight to the housing slump. By the time the market hits bottom, won't housing be down and out for the count?*

A: If the truth be told, housing has always been a very cyclical business. In the mid 1970s and the early 1980s and 1990s, housing production and sales dropped by more than 60 percent in a matter of months. During those cycles, we confronted and overcame many of the same problems we face today – large numbers of unsold homes, skeptical and reluctant consumers, tight credit markets and shortages of money for certain borrowers, declining home values, and prospective buyers who had difficulty selling their existing homes. The important thing to remember is that over time the market corrected and we rebounded to production and sales levels that beat or matched the records of the previous cycle. Remember, those who purchased homes in the early 1990s during the last big economic and housing downturn came out as big winners. The message here is that housing is a very tough and resilient industry. We will be back – stronger and better than before.

Q: *Hasn't the subprime crisis cut off the flow of mortgage money for qualified borrowers?*

A: If you believed the headlines or the endless drum beat about subprime lending on cable television news, you would think that the pot of mortgage money has dried up completely. Nonsense! The vast majority of home buyers are seeking conventional, conforming mortgages at or below \$417,000. These loans are purchased by Fannie Mae and Freddie Mac, both federally chartered organizations. While underwriting standards may have been tightened for all loans, credit-worthy home buyers should have no problems in finding conventional, conforming mortgages at very attractive rates – in the range of 6 percent for fixed rate, 30-year loans.

And Congress earlier this year passed a stimulus package that will allow Fannie Mae and Freddie Mac to purchase more mortgages in high-cost markets through the end of 2008. Plus, the Federal Reserve has moved aggressively in the past several months to cut interest rates and inject more liquidity in the financial markets. (The Fed on April 30, 2008 cut short-term rates for the seventh time since September, 2007.) These developments will increase the availability of money for jumbo loans, although rates on those loans are a bit above their usual premium over conforming loan rates and downpayment requirements are higher. Nonetheless, these are the facts: Mortgage money is available at a very attractive price for credit-worthy borrowers.

Q: *With the nation in a foreclosure crisis, why should I be looking for a new home?*

A: While foreclosure rates have increased in the past year, almost all American home owners are making their mortgage payments on time. More than 96 percent of prime borrowers – the bulk of the mortgage market – are up-to-date on their payments. Most foreclosures are

concentrated in the once super-heated markets in California, Florida, Arizona and Nevada and the upper Midwest states of Michigan, Ohio, Minnesota and Illinois, which have been hit hard by job losses, plant closings and depressed local economies.

We are concerned about the large wave of subprime loans that are due to reset over the next two years. That's a major problem that needs to be dealt with. But again, we need to put this problem into perspective. As noted above, California, Nevada, Arizona and Florida are at the epicenter of this problem, with California and Florida alone accounting for 30 percent of all foreclosure starts in the U.S, according to the Mortgage Bankers Association. The two states also account for 36 percent of subprime ARM foreclosure starts nationwide. Nationally, about 81 percent of subprime borrowers with ARMs are still paying on time every month.

It's also important to remember that more than one-third of all single-family homes are owned debt free – without any mortgage – and home owners nationwide have built up more than \$10 trillion in equity that provides a good cushion against any decline in values. Also, a high number of defaults on loans to date have been among speculators or investors who were looking for quick profits and subsequently walked away from their investments when the housing market cooled.

Last August, President Bush launched the FHASecure Initiative, an important new solution for subprime home owners. To date, FHASecure has helped more than 130,000 families refinance their mortgages and stay in their homes. That number is expected to reach 300,000 by year end.

And the HOPE NOW public-private partnership alliance whose mission is to maximize homeownership and minimize foreclosures, has announced that since July, more than 1 million struggling home owners have received a work out, either a loan modification or repayment plan that helped them avoid foreclosure.

Q: *In today's housing environment, isn't the smart move to keep waiting for prices to fall even further before venturing into the housing market?*

A: The current housing price correction is helping to restore affordability. In parts of the country where the housing boom was not as strong, price declines have been marginal, and there have even been a few exceptional areas where prices have remained on the rise. The bottom line for most existing home owners is that their homes will be worth significantly more than they paid for them once the market begins to recover – a process that is expected to begin later this year. The repercussion for prospective buyers is that the market has provided some breathing room from the sky-high prices prevailing a year or two ago.

For more answers to questions about today's housing market, contact the AHBA at 299-7001, or visit us at www.AshevilleHBA.com.



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MEMBER NEWS

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

AHBA Renovations Almost Complete - THANK YOU, THANK YOU, THANK YOU!

We would like to continue to extend a big THANK YOU to all of our AHBA Members who have contributed to this project through material and labor donations. Thank you to the following who have made this project possible:

| | |
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| 84 Lumber | Living Stone Construction |
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Attention Builders: the Annual Parade of Homes is just around the corner – the Early Bird Deadline for entries is July 9th. The Parade of Homes Committee has some great items lined up for this year and look forward to you being a part. Please call the AHBA Office for more details or visit www.ashevillehba.com to submit your entry online! See page 14 for Parade Builder Discounts offered by AHBA Associate Members!

Congratulations Parade of Homes Auction Winner Pike Real Estate Development

Pike Real Estate Development, Inc. had the highest bid for this year's Parade of Homes exclusive front cover! They will have a feature photo of their home or development displayed on the front cover of 15,000 copies of the 2008 Parade Magazine and on 65,000 maps inserted into the Asheville Citizen-Times. Their photo will be prominently displayed on our billboards and on our WLOS television commercials. They also receive a complimentary entry into the Parade. Congratulations!

Big Savings for NAHB Members

As a member of the NAHB, you can reduce your business costs by taking advantage of discounts exclusive to our members. Listed below are some of the participating companies and the discounts they offer.

Biz Forms and Checks: 30% off

GM: \$500 towards the purchase or lease of a new GM vehicle

Hertz: up to 20% off car rentals

Office Depot: Save 10% on Delivery Orders and Large Format Printing Services

Paychex: 15% off payroll processing

Pitney Bowes: Get a FREE trial of the mailstation™ digital postage meter and \$50 in FREE postage coupons

UPS: 30% on shipping

Williams Scotsman: One month FREE rental

AHBA's First Habitat Build is Almost Here!

The AHBA is excited to announce that our membership will be participating in the 1st AHBA Habitat Build! Mark your calendars for June 21 through June 28 - we plan to construct a home for a special Habitat Family during that week. If you are interested in participating we want to know! Contact us with your Name, Company Name, Contact Number, Email address and your Specialty. We are excited to reach out to our community through this special project!

AHBA Member Directory

We are gearing up to print a new version of the AHBA Membership Directory – please visit the AHBA Website and check your information! Information will appear in the directory as it does on our website – if you need to change any of your information please contact the AHBA Office ASAP at 299-7001.

BUILDER'S AfterHours

Join us on July 10th for the next Builder After Hours hosted by The Design Center by Haywood. Come out for an evening of networking and a chance to view their new showroom! Food, drinks, and entertainment will be provided.

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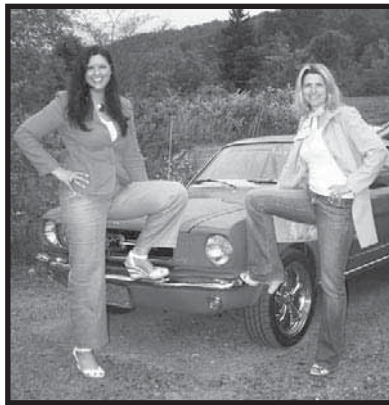
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Membership Drive-In

The May 20th Membership Drive-In was a success! Despite threatening weather conditions, members enjoyed hamburgers & hotdogs prepared by the culinary skills of Herb Freeman, Stephen Wilson and Chip Phillips. The AHBA office was time warped into the 1950's by the decorations of Brenda Dunlap, Lorraine Plaxico and Barbara Cerridwen. DJ Mike Dunlap brought us all back to the days of Elvis with his 1950's music skills. Members grabbed a treat from an old fashioned ice cream truck before participating in a Hula Hoop contest & Monster Drag Race. Amanda Ballew dominated on the Hula Hoops & Herb Freeman and Greg Spicer were speed demons on the drag strip! We also had doorprize give aways with Blockbuster Movie Gift Buckets and AHBA t-shirts! We had nine new member applications which brought our new member totals for the month of May to 29! Thank you to those mentioned above as well as Josh McGee, Nathan Lawrence, John Collins, and the ladies of the PWB for your help in making this Membership Drive-In one for the record books!



Members network under the Big Top.

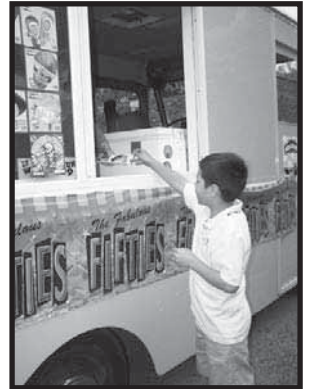


AHBA Members Donna Reeves and Terri King pose in front of Terri's car.



Amanda Ballew sells Harley-Davidson Raffle tickets.

Conner Sullivan gets an ice cream at the Drive-In.



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Appalachian Creek Nursery & Landscaping Hosts Packed Builder After Hours

On May 1st, the members of the Asheville Home Builders Association were invited to tour the grounds of the Appalachian Creek Nursery & Landscaping during the 2nd Builder After Hours of 2008. Jeff Seitz, owner & operator, prepared a scrumptious spread to feast upon consisting of Waldorf Chicken Salad, Pork Tenderloin and Bar-B-Que Salmon. With a plate full & beverage in hand, members made their way through the five acre property to view Appalachian Creek's inventory. Many made their way home with an annual, perennial, shrub or tree in their car to add to their landscape to help welcome spring to their home. Appalachian Creek Nursery & Landscaping's new location, just beside the AHBA office, at 8 Mimidis Lane, just off Highway 70, now boasts a new retail space. Wind chimes, pottery, garden knick-knacks, birdhouses and more abound within the new retail space. With just over 100 members attending, it was a beautiful evening to spend outside, while having the opportunity to network and take advantage of Jeff's suggestions as to what would make your yard spectacular this spring and summer.



AHBA Members gather at Appalachian Creek Nursery & Landscaping.



AHBA members check out the selection of plants and trees.



Appalachian Creek has a variety of plants to suit your needs!



Owner Jeff Seitz chats with AHBA members.



AHBA HARLEY-DAVIDSON REVERSE RAFFLE

We have kicked off our Reverse Raffle and **right now** tickets are being sold for a chance to win \$10,000 or a Harley Davidson motorcycle, your choice of a **2008 Fat Boy or 2008 Softail Deluxe!** The drawing will take place at an AHBA party on August 21st and you must have a ticket to attend. Tickets are only \$100, and include food, drinks, games, entertainment and a chance to win the grand prize! If you have a MasterCard or VISA and would like for us to mail you a ticket, call the office today, 299-7001! Tickets are moving quickly, so make sure that you have an opportunity to win some cash or drive off on your new Harley-Davidson!



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NAHB Legislative Conference

The NAHB Legislative Conference was held in Washington, DC on April 28th – May 2nd. Asheville HBA had two of its members, Sean Sullivan, President and Greg Spicer, Associate Vice President, in attendance. Over 1200 members participated and 300 meetings were scheduled. Along with the NCHBA staff, North Carolina was represented by 62 people from across the state.

One topic of discussion was a Housing Stimulus package which includes a Homebuyer Tax Credit. This tax credit can eliminate excess inventory, relieve pressure on falling housing prices, and end the waiting game being played by potential homebuyers.

Discussions were held concerning Green Building: in support of (Clean Energy Tax Stimulus Act) and in opposition to (America's Climate Security Act). Immigration Reform & Employer Verification was also a subject of discussion. This would use the "E-Verify" system allowing employers to verify the work authorization status of their employees against an electronic government database of U.S. workers. The main concern we had was sub-contractors employees but the General Contractor is responsible for their employees only.

Results are already being seen since the conference. Congress has passed two different versions of a housing stimulus package that is now in conference. Each version has included NAHB priorities.



Step up to the plate

Listen to your constituents when you get home:
America is hurting.

Families are worried about keeping their homes and jobs.

Getting housing and the economy moving again should be the highest priority for Congress when it returns from recess in June. It's time for Congress to step up to the plate and complete action on housing stimulus legislation. That's the way to break out of the current economic slump.

 **NAHB**
NATIONAL ASSOCIATION
OF HOME BUILDERS

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NAHB.org



Sean Sullivan and Greg Spicer of the AHBA stand with the Chief Marketing Officer of Builders Mutual, Mike Gerber, in front of the U.S. Supreme Court.

Housing Stimulus Update: Final Pieces Falling Into Place

NAHB has encouraged members to meet with their Members of Congress to urge them to act quickly on passage of comprehensive housing legislation. Our members have been asked to tell their representative and senators to support a tax credit for the purchase of a home, Federal Housing Authority reform, a net operating loss carry back provision and expansion of the mortgage revenue bond program in any final housing stimulus bill. Recently, the Senate Banking Committee passed comprehensive legislation to reform the regulatory structure of the Government Sponsored Enterprises and expand the Federal Housing Administration to help finance at-risk borrowers into viable mortgages and prevent further foreclosures. This legislation represents a compromise on two of the most contentious elements of the overall housing stimulus effort. Completion of this legislation compliments the House of Representatives' housing stimulus package that passed in May and will help pave the way for negotiations on a final housing package. Please urge your representative and senators to move quickly to enact comprehensive housing legislation to ensure the passage of an effective housing stimulus bill.

Contact the AHBA office at 299-7001 or visit www.AshevilleHBA.com for more details.



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AHBA Annual Spring Golf Tournament is a Sold Out Success

The AHBA hosted it's famous Annual Spring Golf Tournament last month at Black Mountain Golf Club. With 140 players and 25 sponsors there was much fun to be had! A new addition to this year's Spring Tournament was a 30 page Tournament Guide which highlighted all of our Eagle and Birdie Sponsors and featured additional AHBA Member companies.

Despite a little bit of rain we had a great day on the course and awarded many of the players with outstanding door prizes such as AHBA Ping Golf Shirts, Golf Towels, Travel Blankets, Windbreakers and, last but not least, an AHBA Golf Bag!

Thank you to all of our players, sponsors and Foundation Club Members who help make this event possible each year! We are excited to announce that \$1000.00 from the Spring Tournament will go to support Building Future Builders, www.buildingfuturebuilders.org.

Special thanks to those listed below who helped with the Spring Golf Tournament:

Eagle Sponsors

- 84 Lumber
- Aegis
- Appalachian Rub-R-Wall
- Builders First Source
- Carolina Equipment
- Carolina Mountain Door
- Hamilton Door Company
- J Coleman Waterproofing
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- Prudential Lifestyle Realty
- Sealing Agents
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- Action Concrete
- Cemex
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- Ferguson
- GBS Lumber
- Labor Finders
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- Tucker Materials, Inc.
- White Insurance Group
- Your Floor Stop

Advertisers

- Biltmore Farms
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- DM Custom Installations, Inc.
- McGuire, Wood, and Bissette, P.A.



The players race to their starting holes.



Winding up for a swing!



Players practice before the game begins.



Special Thanks to Black Mountain Golf Club!



Players check in at the registration table.



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Cellular: 828-606-5086
Fax: 828-651-9952
Website: www.mwbrpro.com
E-mail: GFRPro@Aol.com




Beverly-Hanks & ASSOCIATES

1940 Hendersonville Road
Asheville, NC 28803
phstock@beverly-hanks.com
828-712-0970
www.goashevillehome.com

Patti Haberstock
Broker Associate




Membership Update

2008 Committee and Council Updates

Community Involvement

Frank Turchi & Kevin Abercrombie- Co-Chairs

This year's Community Involvement Committee is hard at work planning the AHBA's first Habitat for Humanity Member Build. Mark your calendars for the week of June 21st-28th as we will set out to build a Habitat Home in 8 days! We are near the start of this event and are in need of your help. Several of the trades still need more people to complete this challenge. There are lots of ways to be involved -please contact the AHBA Office if you would like to volunteer. Each day we will have an AM session from 7am until 1 pm and then a PM session from 1pm until 7 pm. We look forward to great participation during this monumental event for the AHBA & Habitat.

Legislative Committee

Greg Spicer-Chair

The Legislative Committee has been fine tuning our candidate questionnaire. We have been discussing such topics as: 1) How to handle future housing needs to meet the demand of people moving into the area? 2) What are the best things local government can do to help create more affordable housing? 3) What do you think would happen to the price of housing if we continue to increase building regulations & fees?

We have also continued to show them how much of a resource we can be with: 1) The difference between Erosion Control and Storm Water. 2) Reevaluating steep slope debate with a more scientific approach. 3) Helping MCAD establish a Builder Certification Program. 4) Establishing a Legislative Agenda including future development, effects on environment, and housing affordability.

Marketing and PR Committee

Sean Sullivan- Chair

The Marketing/PR Committee is currently working on the creation of a brochure for the association, as well as finalizing the new website and some other advertising opportunities in upcoming events. If you have any experience or passion for marketing, we encourage you to attend this committee.

Membership Committee

Adrienne Franklin- Director of Membership

The Membership Committee just hosted their Membership Drive-In on May 20th! This was a time to honor new members that we have gained over the past year and encourage prospective members to join! We were excited by the nine new member applications that we received at the Membership-Drive In. This brought our new member total for May to 29! Did you know that North Carolina is now the largest HBA in the United States? North Carolina was able to take the lead in the NAHB because our members see the importance of joining the local HBA for networking, education and staying abreast of legislative issues pertaining to the building industry! As we gain new members, we are able to provide more & quality member benefits!

May was Double Spike Month so we are busy counting all the points for this month! Remember that if you recruit more than 5 new members this year, you will be invited to our own Spike Party to be hosted by the Membership Committee prior to the AHBA Christmas Gala. You will also receive an invite to the NAHB Spike Party during the International Builders Show, January 20-23 in Las Vegas, NV.

Parade of Homes Committee

Josh Abrams & Patti Haberstock- Co-Chairs

Even though the 2008 Parade of Homes is still several months away, the committee has been very busy making plans for this years Parade of Homes. We are pleased to announce that Pike Real Estate Development was the winner of the Parade Auction Package. Thank you to all builders and developers who participated in the auction. It was a huge success. All of the details and an online entry form for the parade can be found on the HBA website.

Remodeler's Council

Tim Alexander-Chair

The Remodeling Council is continuing to grow. We are certain that the future of Remodeling work available in the Asheville and surrounding area will continue to grow as builders and associates in the area look for ways to add business to our slower times. The council wants to invite all current HBA members to attend the next council meeting on Wednesday June 11th at 9:00AM. Come and sit in on a meeting and see if you and your company can benefit from being a member.

Professional Women in Building Council

Cindy Hipps-Chair

Dawn McGinnis of Your Floor Stop hosted the May breakfast meeting of the PWB. This was a treat for the ladies as we learned more about the selections that today's homeowner have in the way of flooring. With the help of the following ladies, we were able to install carpet squares in the rental space that the AHBA remodel provided for our new tenant: Dawn McGinnis, Brenda Dunlap, Donna Minish, Amanda Ballew, Cheryl Hill, Melissa Kay, Judy Dinelle, Maria Horton, Kristin Anders and Heather Caldwell. The PWB is excited about being involved in the AHBA Habitat Build June 21-28! Look forward to details of the Habitat Build at our next meeting, June 10th @ 8:30 a.m at the newly remodeled AHBA office!

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25 Sheehan Road
Fletcher, NC 28732
828-684-7560
Electrical Contractor
SPIKE: Frank Turchi

Alltek Systems Design, LLC

David Winchester
46 New Leicester Highway;
Suite 201
Asheville, NC 28806
828-251-1163
Electronic Systems Contractor
SPIKE: Brenda Dunlap

Biltmore Marble & Granite

Ray Koruk
6 Westside Drive
Asheville, NC 28806
828-254-3400
Marble & Granite
SPIKE: Rick Dwyer

CEMEX

Mike Franklin / Affiliate
P.O. Box 5656
Asheville, NC 28813
828-230-0934
Hardscapes
SPIKE: Eric Gilliam

Coastal Carolina Framing, Inc.

David F. Wallhouser
35 Caledonia Road
Asheville, NC 28803
828-312-3306
Carpentry
SPIKE: Rick Dwyer

Daphne W. Urquhart, PCA, PA

Daphne Urquhart
P.O. Box 9910
Asheville, NC 28815
828-299-4545
Accounting
SPIKE: Bob Spear

Fernando's Stoneworks

Neal Ann Reeves
87 New Salem Road
Swannanoa, NC 28778
828-298-0073
Stone & Masonry
SPIKE: Sean Sullivan

Greenmeadow Landscaping

Jennifer Brown
407 Bethlehem Road
Old Fort, NC 28762
828-659-1270
Landscaping
SPIKE: Sam ArrowoodHar

Wood Brothers, Inc.

Ricky Harrwood
P.O. Box 1507
Skyland, NC 28776
828-230-9373
Framing & Trim
SPIKE: Frank Turchi

Hendersonville Paint & Trim

Alex Motsay
103 Woodhaven Drive
Hendersonville, NC 28739
828-768-7007
Paint & Trim
SPIKE: Sean Sullivan

Home Trust Bank

Rick Harbaugh
10 Woodfin Street
Asheville, NC 28802
828-254-8144
Mortgage Banking
SPIKE: Thoams McClain

Horizon Tile & Stone Gallery, Inc.

Rick Gurney
3 Design Avenue; Suite 110
Fletcher, NC 28732
828-651-0480
Tile & Stone
SPIKE: Bob Stover

Hurt Architecture & Planning

Maury W. Hurt
P.O. Box 1222
Black Mountain, NC 28711
828-669-1750
Architecture
SPIKE: Sean Sullivan

iLUXE Innovation, LLC

Mario Salamone
P.O. Box 928
Black Mountain, NC 28711
440-221-9300
Lighting Design & Controls
SPIKE: Sean Sullivan

Keller Williams Professionals

Brad Puffer / Affiliate
86 Asheland Avenue
Asheville, NC 28801
828-771-2300
Realtor / Real Estate
SPIKE:

Landform Studio

Jeff McGahee
20 Battery Park Avenue;
Suite 818
Asheville, NC 28801
828-252-9336
Architecture & Engineering
SPIKE: Thomas McClain

Liberty Wood Products

Don Hill
874 Iotla Church Road
Franklin, NC 28734
Building Materials / Lumber
SPIKE: Stuart Ray

Living Stone Construction, Inc.

Santiago Morales / Affiliate
29 Browndale Road
Asheville, NC 28805
828-669-4343
Construction Superintendent
SPIKE: Sean Sullivan

Mature Living Choices

Betsy Cameron
1854-A Hendersonville Road;
243
Asheville, NC 28803
828-687-0317 ext. 4
Publications / Advertising
SPIKE: Clay Johnson

Mid-West Drywall Contracting, Inc.

Chris Craddock
P.O. Box 2141
Skyland, NC 28776
828-776-6446
Drywall Contractor
SPIKE: Frank Turchi

Mountain Window & Door Gallery

Karen Haney / Affiliate
38 Rosscragon Road; Unit A
Asheville, NC 28803
828-485-8321
Windows & Doors
SPIKE: Thomas McClain

Mountain Window & Door Gallery

Jason McElreath / Affiliate
38 Rosscragon Road; Unit A
Asheville, NC 28803
828-489-8441
Windows & Doors
SPIKE: Thomas McClain

Mountain Window & Door Gallery

Jon Boggs / Affiliate
38 Rosscragon Road; Unit A
Asheville, NC 28803
828-242-5965
Windows & Doors
SPIKE: Thomas McClain

Pella Window & Door

Cheryl Hill / Affiliate
3 Design Avenue; Suite 103
Fletcher, NC 28732
828-7423-6567
Windows & Doors
SPIKE: Mark Whitted

Swannanoa Carpet City, Inc.

Linda Robinson
2407 US Highway 70
Swannanoa, NC 28778
828-686-7356
Flooring
SPIKE: Sam Arrowood

Tyner Construction Company, Inc.

Marc Tyner
630 Long Shoals Road
Arden, NC 28704
828-682-7421
Custom Home Builder
SPIKE: Barbara Cerridwen

Vandemusser Design, PLLC

Amy Musser
33 Melbourne Place
Asheville, NC 28801
828-348-4723
Design / Engineer
SPIKE: Sean Sullivan

Walnut Creek Trucking & Excavation, Inc.

Vickie K. Wilds
4762 Walnut Creek Road
Marshall, NC 28753
828-649-3858
Excavation
SPIKE: Sam Arrowood

Woodman Insulation of S.C.

Scott Smith
15 Pelham Ridge Drive; Suite A
Greenville, SC 29615
864-284-9696
Insulation
SPIKE: Sean Sullivan

- Renewing Members -

[member news]

Andrew K. Gardner Builder, Inc.
Andy Gardner
P.O. Box 8753
Asheville, NC 28814
828-545-7630

Asheville Construction Services, Inc.
Chris Dillingham
P.O. Box 6558
Asheville, NC 28816
828-670-1107

Asheville Window & Door, Inc.
Scott Ramsey
PO Box 1468
Arden, NC 28704
828-687-7667

B.G. Construction Company
Bill Gilham
286 Mockingbird Road
Swannanoa, NC 28778
828-686-3572

C. E. Emery Construction, Inc.
Chip Emery
PO Box 1948
Skyland, NC 28776
828-654-0200

Carolina Custom Exteriors Inc.
Michael A. Pressley
211 Amboy Road
Asheville, NC 28806
828-232-0402

Carolina Ready Mix & Builders Supply, Inc.
Bart Jones
606 Old US Highway 70
Swannanoa, NC 28778
828-686-3040

CFO Consultants, LLC
Michael Sowinski, CPA
121 Davis Creek Road
Candler, NC 28715
828-712-2913

Contractors Resources, LLC
Chris Dey
35 Old Brickyard Road
Fletcher, NC 28732
828-684-1008

Cooper House Fine Cabinetry
Mark Whitney
479 Hendersonville Road
Asheville, NC 28803
828-274-5414

Daisy Mountain LLC
Gregg Homolka
PO Box 1090
Weaverville, NC 28787
828-242-4824

Deltec Homes, Inc.
David Hall
69 Bingham Road
Asheville, NC 28806
828-232-4324

Donahue & Joseph Builders
David Donahue
41 Brad Ford Vistas
Fletcher, NC 28732
828-628-2831

Douglas & Douglas, LLC
Jed H. Douglas
81 Piney Mountain Drive
Asheville, NC 28805
828-258-8582

Ed Holland Builders Inc
Ed Holland
151 Jackson Road
Fletcher, NC 28732
828-684-1357

Eric Schenk Carpentry
Eric T. Schenk
23 Craig Circle
Asheville, NC 28805
828-215-1510

Genesis Construction
Carri Hudson
P.O. Box 985
Arden, NC 28704
828-665-9776

George M. Bostic Jr. General Contracting
Mike Bostic
Post Office Box 481
Fairview, NC 28730
828-628-2606

Goforth Builders
Bruce Goforth
1 Cedar Ridge Dr
Asheville, NC 28803
828-298-8093

H & K Builders, LLC
Mark Haller
41 Devonshire Dr
Candler, NC 28715
828-667-0386

Herrington Homes of the Carolinas, Inc.
Douglas Cioce
6621 Willow Park Drive
Naples, FL 34109
239-592-9398

Living Stone Construction, Inc.
Sean D. Sullivan
P.O. Box 183
Black Mountain, NC 28711
828-669-4343

Marler Masonry, Inc.
Michael Marler
35 Valley View Drive
Candler, NC 28715
828-667-1711

McGuire, Wood & Bisette, PA
Christopher Lyman
48 Patton Avenue
Asheville, NC 28801
828-254-8800

McKinney Insurance Agency
Douglas McKinney
5 Allen Avenue
Asheville, NC 28803
828-684-5020

Nappier & Turner Const.
Jeff Huntley
PO Box 1870
Hendersonville, NC 28793
828-685-7675 ext. 305

O & D Framing Company
Oscar Ibarra
106 Springdale Ave
Asheville, NC 28803
919-697-9684

Page 9 Enterprises
Grant Sassen
7 Split Creek Court
Arden, NC 28704
828-651-9389

Preferred Plus Electric
Ray Murr
P.O. Box 1360
Pisgah Forest, NC 28768
828-966-4404

Rafferty Construction
Jim Rafferty
P.O. Box 8282
Asheville, NC 28814
828-645-8909

Sheltercraft, Inc.
Michael Ray
35 Blue Heron Drive
Fletcher, NC 28732
828-654-7795

Soderquist Construction Co
Richard & Katherine Soderquist
1200 Town Mountain Rd
Asheville, NC 28804
828-258-3303

Stafford Construction
Jerry Stafford
14 Peridot Point
Black Mountain, NC 28711
828 -329-2899

Stone Mountain Realty & Building Company
Keith Swigart
8 Bonnie Brae Drive
Weaverville, NC 28787
828-712-4600

Suzanne Molloy - Keller Williams Professionals
Suzanne Molloy
86 Asheland Avenue
Asheville, NC 28801
828-216-3290

Thomas F. Wallin Builders, Inc
Thomas Wallin
2324 Long Branch Road
Mars Hill, NC 28754
828-689-2737

Thompson Properties, Inc.
John Thompson
452 Butler Bridge Road; A-1
Fletcher, NC 28732
828-684-7750

W. David Myers Builder, Inc.
David Myers
320 Woodland Drive
Swannanoa, NC 28778
828-686-8679

Western Carolina Home Place
Steve/Patricia Wallin
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Weaverville, NC 28787
828-645-0506

Western Heritage Ins. Agency
Michael Whiteside
565 Merrimon Ave.
Asheville, NC 28804
828-252-1800

- Prospective Members -

Danco Stone, Inc.


Karen Hoover
66 Fletcher Commercial Drive; Ste. C
Fletcher, NC 28732
828-674-0094
Stone & Tile
SPIKE: Bob Spear

Gutter Maintenance Company

Jim Batten
P.O. Box 9142
Asheville, NC 28815
828-277-7324
Roofing, Siding & Gutters
SPIKE: Ryan McLellan

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 Membership Committee, the Board of Directors and by the General Membership. Please look at the list of Prospective Members. If you know of any compelling reason that any applicant should not be considered for membership, please contact any AHBA staff member at 828-299-7001 or email your comments to the AHBA at info@ashevillehba.com. **All information given to the AHBA is held strictly confidential.**



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2008 Parade of Homes Associate Member Discounts

Attention Parade of Homes Builders

Don't miss out on this great opportunity!

The following Associate Members are offering a special discount to AHBA Builders who are entering a home in the 2008 Parade of Homes.

Take a look below and remember – **Do Business with a Member!**

Appalachian Creek Nursery

20% off Trees and Shrubs –
Pick up only
\$100 off landscape design, normally \$250
Contact: Jeff Seitz
828-296-7396

Asheville Savings Bank, S.S.B.

½ % origination fee,
no credit fee
Contact: Jennifer Duvall or
Brenda Gillespie
828-250-7004 or 828-250-8433

Building Environmental Solutions

10% Rebate on Sealed Crawl-spaces; 10% Rebate on Forticel Mold Prevention; Free Customized Marketing Package to Help Advertise Mold & Moisture Conscious Builders
Contact: Stuart Ray
828-776-9714

Cason Builders Supply

7% on Purchases
& 5% if paid by the 10th of the month following purchase
Contact: Dee Dee Gould
828-692-5716 ext. 328

Closet Tailors of Asheville

Will offer Closets and Garage Systems at Cost plus Labor to builders to display in their homes.
Contact: Greg Mosher
828-254-4712

Cunningham & Company Mortgage Bankers

Free appraisal up to \$350 – to be credited at closing
Contact: Christine Aiken
828-301-5615

moreSPACEplace

Complimentary Design Consultation & 10% discount on Custom Closets, Murphy Beds & Home Offices
Contact: Josh Abrams
828-665-9665

Nova Kitchen & Bath

10% off all products: Cabinetry, Granite, Quartz, Cultured Marble, GE Appliances & Laminates
Contact: Ken Dinkins
828-687-8770

Pearlman's Carpet One

Additional 10% discount above regular Builder Discount on all products
Contact: Stephanie Simpson
828-252-1594

Quality Floor Service, Inc.

10% off floor sanding and refinishing, 500 sq. ft. or more - Free deluxe wood floor cleaning kit with wood purchase of \$500.00 or more.
Contact: Jesse Moffitt
828-692-7439

Suzanne Molloy – Keller Williams Professionals

Pay parade Entry Fee for Listing Clients; Provide professional staffing for Parade Weekend; Feature Builder and their homes on www.GreatAshevilleHomes.com one of Asheville's newest portals capturing high-end buyers; Provide permanent virtual tour for builder portfolio on your company website; Provide excellent marketing materials and Standard Services
Contact: Suzanne Molloy
828-216-3290

Terminix Service

10% Discount for any home in the 2008 Parade of Homes
Contact: Russell Barnes
828-253-3816

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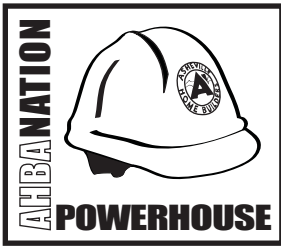
\$500 towards closing cost
Contact: Milford Gamble or Larry Keefauver
828-669-4709 ext 112
828-669-4709 ext 111

Weichert Realtors – CenterPointe Group

We offer a 25% referral fee to all members who market their properties with Weichert Realtors CenterPointe Group. Call for details.
Contact: Brooks Johnston or Rebecca Gray
828-254-3755

Young Painting

10% Discount on Labor
Contact: Jonathan Young
828-299-0619



Introducing the AHBA NATION!

- The Powerhouse of Our Membership -

Q: Who makes up the AHBA Nation?

A: YOU are a part of AHBA Nation *if* you serve in some capacity within the AHBA as a committee member, council member, Foundation Club Sponsor or on our Board of Directors! We could not continue moving forward if it were not for your active membership and vital roles that you play within our association! YOU are our core... YOU are The Powerhouse of Our Membership!

Q: What does the AHBA Nation do?

A: YOU help the staff of the AHBA to recruit, retain and encourage new members to the Association. It is through your service that we look forward to reaching 1000 members by the end of 2008! As members ask how they can be a part of AHBA Nation, this will allow you to share with them the various ways they can become involved through serving within the AHBA.

Q: How will the membership know who is part of AHBA nation?

A: YOU will be set apart from the General Membership as we hand out AHBA Nation T-shirts at the April General Membership Meeting and honor your service through the Monday Morning Briefings and Blueprints!

**Look for your email invitation to the first AHBA Nation event:
Box Seats to the June 28 Asheville Tourists Baseball Game!**



AHBA Nation Member Spotlight

Name/Title: Stuart Ray, President **Business Name:** Building Environmental Solutions

How did your company get started, and when/why did you become involved?

I joined as a builder member for networking and saw the value of the relationships created as I became involved. When we started B.E.S., we joined as Associate Members and have seen our business grow through our relationships with that business also. I have been on the Board of Directors for 4 years and was the President in 2007.



What makes your company unique?

We provide environmentally friendly products that qualify for "green" value. We have the best 25 year full remediation warranty on our mold prevention product, "Forticel TM", the only closed crawl space system with a 25 year mold warranty and monitoring system. We are also adding a waterbased polymer foundation water proofing system.

What has been your greatest business success?

Being able to offer several products that have low environmental impact, help conserve energy and create safe home environments.

What do you like about doing business in Asheville?

We are in a unique market that has continued to do well in a down economy. All of our customers are always a pleasure to work with.

What kind of customer does your business attract?

Our main customers are builders, but we also do work for existing homes such as closed crawl spaces, mold remediation, and mold prevention on remodels and additions.

How does your business positively contribute to the Asheville Community?

We help provide safe, healthy, environmentally friendly living environments with a piece of mind through our warranties.

Website: www.gotobes.com **Email:** stuart@gotobes.com **Address:** 202 Black Park Dr. Asheville NC 28804

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Education, Parade of Homes
Discount Sign-up*
AHBA Nation15



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