

Membership Cup Award - 2024 Application
1201 15th Street NW
Washington, DC 20005
1-800-368-5242

ID: MA19989

To be considered, Applications must be submitted online.
This document is for reference only.

Membership Cup Award

Contact Information

<i>First Name:</i>	Jen
<i>Last Name:</i>	Schuster
<i>Title:</i>	Executive Officer
<i>Company/Organization:</i>	HBA of Greater Charlotte
<i>Address 1:</i>	417 East Blvd, Suite 201
<i>City:</i>	Charlotte
<i>State:</i>	NC
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Home Builders Association (HBA) Details

<i>Association Name:</i>	HBA of Greater Charlotte
<i>Association Number:</i>	3415
<i>Website:</i>	hbacharlotte.com

Membership Plan

Briefly describe how your HBA developed this membership plan. Detail who was included in the development of the plan and explain how the plan is connected to other HBA goals. (Scoring: Up to 10 points):

In January 2023, a new Executive Officer was hired with many goals to achieve including membership growth and involvement. At the Board Retreat these goals were solidified with plans to create more committees, councils and events. Membership was stagnant and waivered because of the lack of opportunities for members to be engaged in programs for their business and industry. When the new EO started she created an air of excitement, engagement, opportunity and can do attitude to add tremendous value in being a member of the HBA of Greater Charlotte. The enhancement and revitalization of our Committees and Councils resulted in membership growth and success of our growth and retention efforts.
Membership # Jan 2023 = 1,114 Dec 2023 = 1,346

What are the goals of the plan? Were the goals met? Please explain. If the goals were not met, please explain the efforts put forth to meet them. (Scoring: If goals met, up to 10 points. If goals not met, effort is evaluated up to 10 points.):

The Membership Committee has been renewed with Alma Jacobs, our local Spike Queen, as chair. The committee has over 10 members meeting monthly. Their tasks include:

Engaging new members to encourage event participation, involvement in NAHB connect, and understanding member benefits.

Reaching out to members with pending renewals to confirm their renewal status and ensure they feel valued. Feedback from these interactions is shared to address renewal concerns.

Additionally, the Land Development Committee has been established and will hold monthly lunch meetings featuring a speaker and sponsor that typically had 50+ participating. The Sales & Marketing Council was renewed with great excitement for their "Millionaire Breakfast Program," meeting monthly with speakers. The SMC had over 700 members back in the 2000's and had dwindled down to under 30 over the last years. The SMC was able to grow to over 50+ members within months and raised thousands of dollars from breakfast participation. The Custom Contractor Committee, a newly formed and highly anticipated group, will bring together Custom Builders and Remodelers to discuss their specific issues. The Political Action Committee was also newly formed to engage members for PAC fundraising. They have exceeded the goals set for funding this year.

Explain how the membership plan is integrated into other association activities. (Scoring: Up to 10 points):

Communication Enhancements: Monthly Newsletters: Share events, legislative updates, recognize new and renewed members, promote events, acknowledge sponsors, and include industry articles. Initially, many members weren't receiving these due to a third-party program issue, which was resolved by sending newsletters directly. Outreach: Over 50 members joined various committees, councils, and chapters, including Membership, Finance, Land Development, Sales & Marketing, Professional

Women in Building, Custom Contractors, and Political Action. Member Engagement: Providing tools for members to invite others resulted in significant growth. The NAHB Touch Program was introduced in September to keep members engaged. Weekly emails promoted events and legislative news. The Executive Officer (EO) fostered relationships through personal calls, visits, and event invitations. Events: Participation: All members were encouraged to participate in events and programs. An inclusive message led to high engagement. The EO and Committee/Council Chairs actively connected with members at events. A busy schedule of two programs and one event per month increased connections and opportunities. Participation and idea-sharing grew, reaching record levels. MAME Awards: Sold out, generating significant excitement. Many attendees expressed plans to expand their involvement next year. Parade of Homes: Revived after years, achieving over \$40k in net income. Strong internal messaging and consumer marketing contributed.

Explain how the plan encourages the involvement from all members (builders and associates; new and veteran members, etc). (Scoring: Up to 10 points):

The creation of the new committees and resurgence of Councils created conversations for all new and existing members alike that also engaged builders/associates/affiliates to be involved. Many of those that got involved stated “this is why they joined, to be involved”.

Describe how the plan incorporates both short-term and multi-year membership development initiatives. (Scoring: Up to 5 points):

Short-term plan to engage more members to continue growth has brought more leaders to the table and others that are truly wanting to be part of the success at all levels. This becomes contagious and takes a life of its own. Making sure that the respect, opportunities and recognition are some of the biggest challenges going forward. With maintaining the base values this was brought forward on will be the focus along with being able to adjust to new levels of engagement and communication standards. Staff production and knowledge of member resources will be key as well. Building off the momentum and involvement staff was able to be involved with NAHB membership focus group of EO’s regarding Affiliate membership challenges. As a result, the EO incorporated a plan that was approved by the Board to include Affiliate Membership with all Council members as a pilot program. This was a total of over 200 members that adds another benefit to those Council members that do not hold a “main” membership. This has proven to be extremely successful and should be incorporated at locals that can afford it with lower fees from their state.

Explain how the plan is balanced in its approach to both recruitment and retention initiatives. (Scoring: If yes, effort is evaluated up to 15 points. If no, circumstances evaluated up to 15 points.):

By engaging more members, the opportunity for them to share their experiences with potential members was very effective. Retention was also boosted between the membership committee engagement, by the buzz created from so many more being involved and with the improved communications.

Explain how the plan includes and promotes the core benefits of the HBA and of the state and national membership (the 3-in-1 membership). (Scoring: Up to 5 points):

This is evident in every newsletter shared with the membership that always has local, state and national updates included promotion of the NAHB benefit program. This also helped to bring in more NAHB delegates to support our local voices.

Describe why this plan and its implementation is worthy of winning the NAHB Cup Award for Outstanding Membership Achievement. (Scoring: Up to 10 points):

This plan is the base of what HBAs tout across the nation and proven very successful with the membership in Charlotte. They were ready for this next step and will continue to excel by maintaining the steps taken. These groups have already been taking plans to new levels that will continue to bring more members, more involvement and strong voices throughout the federation. Many other locals would benefit from having this plan in place.

Supporting Documents Uploads (PDF or MS-Word Format)

<i>Upload a written membership plan:</i>	HBAofGreaterCharlotte.docx
<i>Supporting Document #1:</i>	Newsletter-Mar2023.pdf
<i>Supporting Document #2:</i>	Newsletter-Oct2023.pdf
<i>Supporting Document #3:</i>	Newsletter-Nov2023.pdf
<i>Supporting Document #4:</i>	MEMBERSHIPCOMMITTEECalls.docx
<i>Supporting Document #5:</i>	lettertonewmembers.docx

HBA of Greater Charlotte

In reference to the written membership plan, we do not have a written plan to date. These actions were discussed at our annual planning retreat so nothing was written up. We don't usually take minutes at this retreat.

Sample letter

Hi Terri,

We are so glad to have you as a member of the Professional Women in Building (PWB).

With your membership, you are automatically a member of the North Carolina Home Builders Association as well as the National Association so you are eligible to participate in all meetings and events on a State and National level. You're also eligible to participate in all educational, sales and career building seminars. NAHB discounts are eligible to you as well as a full member.

We have a couple of great events coming up for the Association. **This will change every month**

1. Social at Ed. 's Tavern. The cost is \$20.00 per person and you will need to go to the website and register for this event.
2. Top Golf at the University of Location, 9110 Drivers Way, Charlotte, NC 28262, on March 7th., Noon until 3 We would love for you to bring a team. You should register on line for this event as. Sponsorships available
3. March 5th we have a meeting in Gastonia - Gaston-County economic Housing outlook
4. SMC (Sales and Marketing) Breakfast Club - Chuck Graham – March 12th, 2024
5. MAME Awards April 18th NASCAR Hall of Fame
6. Two Golf Tournaments May 17th and November 11th.

You can stay up-to-date by watching your email for announcements as well as looking up on the website under events.

Also, NAHB has a free opportunity for you to market yourself and your company called NAHB Connect. Once you get your members ID, you can go onto the NAHB.org website and create your profile. You will get notices of questions and learn more about the housing industry. Always put your photo on your profile so we you response to things, your photo will show up.

There are so many opportunities and things to learn it can be overwhelming, You can do as much or as little as you like.

Please let me know if you have any questions or if I can help you in anyway. My cell is 980-722-1227

Looking forward to getting to know you better!

I forwarded the State newsletter along with the calendar of events with the email

CALLS FROM THE MEMBERSHIP COMMITTEE:

NEW MEMBER:

1. Introduce yourself as being from the HBA:

“Hi, I am Alma Jacobs and calling from the Membership Committee of the Home Builders Association of the Greater Charlotte. I am an Associate member as well. I am calling to welcome you into the Association and let you know of some upcoming events.

Please feel free to bring others from your company, but everyone does have to register on line and you would be able to do this for them. If they say they would come, be sure to tell them you will be there and see if you can meet them there.

Do you have any questions for me?if you don't know, you can email me or Steve and we can help you. I am sure they will not ask anything too difficult.

They will be glad you called...

I would look up the calendar of events before you make the first call so you know what is coming up...

Also, remember they are new. Do not try to sell them during this call.

Dues need to be paid:

2. Dues coming up or past due. Assume they have not received the invoice.

“ Hi, I am Alma Jacobs and I am calling from the Home Builders Association to let you know your dues are due this month and we have recently moved and I wanted to make sure you received the invoice.....”

“Hi, I am Alma Jacobs and I am calling from the Home Builders Association and your firm is a member. Your dues are due this month and I wanted to make sure you were the correct person to get the invoice and the person who can authorize the payment. “

If someone answers the phone and the person you are looking for is no longer there asked to speak to the head of sales or who took the person's position.

If they say something like they are not going to renew... say. Oh no, we hate to hear that. If they are a firm which do actual work on the home you can let them know we have group health insurance for members of the Association who actually work on the home.

There are lots of benefits and discounts individual members can take advantage of by being members which can pay save them much more than their dues



Home Builders Association of Greater Charlotte

NEWSLETTER

The Home Builders Association of Greater Charlotte offers means, support and opportunities for the Residential Building & Remodeling industry by providing resources that benefit industry professionals, consumers and the American Dream in the communities we serve.



Professional Women in Building Council recently ordered 825 “The House that She Built” books to share with all elementary schools in our territory.

WHATS INSIDE

Legislative updates

Upcoming Events

2023 New Home Starts

2023 New Members & Renewals

Membership Money Savings Programs

HBA Social Event at Ed’s Tavern



60+ members came out to enjoy the beautiful afternoon

Skills USA Regional Competition



Held in Cabarrus County for Carpentry & Concrete challenges



NCHBA Regional Meeting

This meeting will cover information vital to both your membership and your business. Senior Leadership will provide a legislative update as well as diving into the new NC Energy Code; what it is, what it means, and what NCHBA is doing about it.

We will also have an opportunity to discuss specific topics or challenges we are experiencing in our region of NC.

March 15th 9:30am-11:30am at The White Water Center
5000 Whitewater Center Pkwy, Charlotte, NC 28214

Free parking for first 30 attendees
Coffee and tea provided



TO REGISTER FOLLOW THE LINK OR SCAN QR CODE

<https://forms.gle/Urea5m8G68REyqq4A>

Sponsored by our friends at



HBA GC Member Social



4150 Yancey Road, Charlotte



Thursday, March 23, 2023
4:30 pm - 6:30 pm
\$20 per person includes heavy appetizers

Networking evening with industry friends along with brief HBA updates.

Sponsored by



Home Mortgage



REGISTER ONLINE HERE

of Reservations ___ @ \$20 per person Payment Enclosed ___ Invoice (Members Only) ___

Company Name

Name(s) of Attendee(s)

Main Contact Email

Phone

Charge to Visa/Mastercard

Exp. Date

CVC

Billing Zip

Signature of Card Holder

Cancellation will be accepted five (5) business days prior to Event. No refunds or credits will be allowed.

Home Builders Association of Greater Charlotte, 417 East Blvd., Ste 201, Charlotte, NC 28203

O: 704.343.5330 Email: tbutler@charlotte.com

The Tale of Two Capacities: Cabarrus County

Our Assets

- Rocky River Regional Wastewater Treatment Plant
- Muddy Creek Wastewater Treatment Plant
- 5 large pump stations
- 145 miles of sewer interceptors
- 2 raw water reservoirs
- Lake Howell
- Lake Concord



WSACC's Chad VonCannon Provides Some Clarity in Murky Situation

We had a full house at yesterday's REBIC Public Policy Breakfast. Over 70 folks braved the 8:00 am Monday start time to see Chad VonCannon, Engineering Director for the Water & Sewer Authority of Cabarrus County (WSACC), who provided a very candid, fact filled, and yet entertaining recap of where his organization stands in terms of delivering future service. He also offered a timeline for the completion of ongoing expansion activities.

WSACC's Chad VonCannon broke the single-event record for most questions answered. To his credit, he provided an open and honest assessment of what had occurred to create the "need" for plant expansion, how his board had approached the situation and the results of some of those decisions, and what is likely on the horizon. It appears there are two significant challenges ahead:

1. We need to collectively encourage the WSACC Board to move away from the strategic allocation process and return to the flow acceptance policy of first-come, first-served. This would prevent local jurisdictions from weaponizing utilities in an effort to limit growth and thereby curb economic development.
2. Capacity determinations established by the North Carolina Department of Environmental Quality (DEQ) need to be reassessed. The 80 gallon per bedroom per day assessment does not take into account the widespread use of low flow fixtures and other forms of modern technology. Senate President Pro Tem Phil Berger and Senator Paul Newton have recently established a task force, in part initiated because of our influence here in Charlotte, to study this issue and to develop legislative and/or regulatory solutions that could alleviate some or all of the problems.

Rocky River Regional Flows & Capacity

	2017	2018	2019	2020	2021	2022	2023
Previous Year Flow (mgd)	16.21	17.04	20.07	19.91	21.95	20.97	21.11
Total Calendar Year Flow Acceptance (mgd)	0.94	1.23	1.28	2.15	1.83	0.93	-
Developer Controlled Capacity(mgd)	1.60	1.59	1.79	1.94	2.36	2.87	3.18
Jurisdictional Controlled Capacity(mgd)	8.70	7.88	4.65	4.66	2.19	2.66	2.21

The 2023 numbers equal 5.39 mgd of currently not being used capacity at the Rocky River Regional.

Rocky River Regional Expansion

- Rocky River Regional is constructed for 26.5 mgd
- Rocky River Regional is permitted to 34 mgd
- Expansion design began in 2019
- Design-build agreement with Crowder Construction signed in 2021

2027 Capacity & Total Permitted = 34 mgd
 2024 Capacity = 30 mgd
 Constructed Capacity = 26.5 mgd
 Current Flow = 21.11 mgd



Rocky River Regional – Capacity Allocations

- Prior to 2021 - flow acceptance on a first-come, first-serve basis.
- In 2021, the WSACC Board adopted a strategic allocation process
 - Allocation divided among jurisdictions
 - Jurisdictions establish a local policy on allocation



The Tale of Two Capacities: Union County

HBAGC Land Development, Chair Michael Foess, PE, PMP with Montrose LLC shares this summary of the Union County Board Commission sewer capacity issues from Monday, February 20th.

Scott Stone spoke during the public comment period and gave his presentation which included a petition signed by 70 stakeholders and recommended solutions. The County Manager gave a lengthy presentation regarding the current funds available for UCPW projects as well as the proposed water and sewer projects on the books. The projected funding available was based on County staff's understanding of Commissioners' goals.

The projected funding was made to appear as if a financial crisis existed, which would limit the ability to fund projects. The apparent funding shortfall is mainly driven by two issues:

- Board's unwillingness to borrow money for new projects / issue Revenue Bonds as most utilities would do, or raise rates, to provide cash for system expansions.
- Declining System Development Fees – Despite fees (\$7,400 per lot) generating \$11M last year, staff forecasted to decline to \$2.3M in FY28. The fees are declining because of fewer new connections... because of the lack of expansion and availability to connect.

There was **NO discussion** of sending or being willing to send 2 MGD of flow to Charlotte's plant through its existing infrastructure and contract.

The Board of Commissioners took several actions at the meeting:

- Reduced their Capital Program
- Stay with new Board's strategy to fund projects only with Cash (no borrowing)
- Continue with projects already under construction – including rehab - (many already funded through previous bonds or other fees). Almost 70% of cost of these projects are related to Yadkin Water.
- Continue projects in design which are required to be completed (due to contractual, regulatory obligations) – Yadkin Water project distribution line is the largest
- Postpone other capital projects, but move ahead with:
- Expand 12-Mile Creek WWTP from 7.5 MGD to 9.0 MGD (since they have federal ARPA money that must be used or lost) – Construction should start in 2023. (But not expand 12-Mile Creek to 12 MGD any time soon).
- Fund Wingate project – “762 Zone Main” – 47,000 LF waterline to serve area near Wingate (Also ARPA money).

Other Actions – Long-Term Impact

The CIP has been reduced due to lack of funds – since they will only use cash – unless there is another revenue source. Board also voted to not issue any new revenue bonds for new capital projects and if bonds were needed, they would be General Obligation bonds, which require voter approval.

Utilities, as an enterprise fund, can issue bonds back by their own revenues, and almost always issue revenue bonds which don't need approval of voters. Many observers of this meeting believe that the Board prefers General Obligation bonds so that the voters will reject the bond referendum and the Board won't feel obligated to expand the system. This would substantially slow growth in Union County.

Keep Prosperity Flowing

Union County's momentum is slowing due to the sewer capacity crisis. Action today can ensure the prosperous economy continues.



Utilize Existing Charlotte Contract

Contracts, Pumps & Pipes In-Place Today To Add 2.0 MGD to 12-Mile Creek Basin Capacity



Expand 12-Mile Creek WWTP...Now

The plant is planned for 12 MGD. The time is now to keep expanding



Continue to Protect the Taxpayer

Expansion Costs Funded By Those Driving the Expansions

System Development Fees are generating HUGE Revenues. These fees should continue to be the primary funding source for future capital projects.

Timing of fee collection could be evaluated if law changes and if cash flow becomes an issue for Water & Sewer Fund.





PRESENTING SPONSOR

High Roller - \$5,000

- 10 Premium Seating tickets
• Award Presenter at the MAME Awards
• Photo Booth sponsor
• One commercial up to two minutes
• Logo on MAME Awards invitation
• Lighted logo during awards ceremony
• Recognition in event program
• Full page ad in magazine - prime
• Logo on website

All-in Sponsorship Levels

PLATINUM SPONSOR - \$2,500

Royal Flush

- 5 Premium Seating tickets
• Photo Booth sponsor
• Awards Presenter - Sales Honors
• One commercial up to 30 seconds (provided by sponsor)
• Recognition in event program
• Full page ad in magazine
• Logo on website

ENTERTAINMENT SPONSOR \$2,000

Fremont Street

- Logo recognition at gaming tables
• Recognition on event signage
• Recognition in event program
• Half-page ad in magazine
• Logo on website

DESSERT SPONSOR - \$1,500

Full House - EXCLUSIVE

- Recognition on dessert trays in ballroom
• Recognition on event signage
• Recognition in event program
• Half-page ad in magazine
• Logo on website

GOLD SPONSOR - \$1,000

Black Jack

- 2 General Seating tickets
• Awards Presenter - Superintendent Honors
• Recognition on event signage
• Recognition in event program
• Logo in magazine
• Logo on website

SILVER SPONSOR - \$500

Roulette

- 1 General Seating ticket
• Recognition on event signage
• Recognition in event program
• Logo in magazine
• Logo on website

BRONZE SPONSOR - \$250

Jackpot

- Recognition on event signage
• Recognition in event program
• Logo in magazine
• Logo on website



YES, I'D LOVE TO SPONSOR!

Name _____ Company _____
Phone _____ Email _____
Sponsor Level _____ [] Please Invoice [] Credit Card
CC# _____ Exp _____ CVC _____
Signature _____

CALL FOR ENTRIES

Major Achievement in Market Excellence Awards



Marketing | Design | Sales | Leadership

DEADLINES

Entry Materials due March 10
Judging March 15
Finalists Announced March 20
Awards Presented April 20

ENTRY FEES

\$150 - MAME Awards *per entry*
\$200 - *per late entry (Mar. 1-10)*
\$75 - Superintendent
Achievement Honors *per entry*
\$75 - Sales Achievement Honors
per entry

DELIVERY

All entry materials submitted
online except for New Home
Publications and Brochures.
Samples delivered by March 10 to
Team PMP
10416 Hamilton Street
Alta Loma, CA 91701

PLAY YOUR WINNING HAND!

Celebrating the best of sales, marketing, design, and building excellence - The MAME Awards recognize Builders, Developers, Remodelers, and Associates who have made a significant contribution in residential marketing in 2022.

Nominate your best products, places, and people! Entering the MAME Awards is a way for HBAGC Members to thank and honor your team.

With categories covering every aspect of home building - professional excellence, marketing, design, and sales achievement - your work will be recognized throughout the industry.

HOME BUILDERS ASSOCIATION OF GREATER CHARLOTTE



Eggs & Economics Seminar

Presented by Dr. Kiplan Womack, Assistant Professor of Real Estate in the Belk College of Business at the University of North Carolina Charlotte.



Dr. Womack shared data from the 2022 State of Housing report published by his department covering the Mecklenburg County and CLT MSA. Our local housing supply is short and population growth continues. Throughout 2021 housing market days were very brief and housing sold above listing price.



Remote work has proven to be persistent strengthening the need for remodeling and new home demands. Charlotte buyers are migrating, investors and first time homeowners each reducing supply. Inventory is still in demand, just not at the magnitude at the height of the crisis. In fact a shortage continues to exist. Any Increase in Supply Helps!

- Many articles focus on the need for new affordable housing
- Any new housing at any part of the price spectrum helps
- “Housing filtering” increases affordability
- Higher income want new & bigger, older homes filter down to middle, then lower, then out of the supply (requires redevelopment)
- Upper incomes can outbid lower incomes for redevelopment (renovations, teardowns, assembly)
- New construction at middle and higher levels abates competition and increases supply at lower price levels

The participation was at full capacity!

After the presentation everyone gathered in the large room at Brookline Homes to put their love and energy into putting dedication stickers inside 825 books that will be distributed to all elementary schools in Mecklenburg, Cabarrus and Gaston counties. Each school will receive 5 books for their classrooms and libraries.

Thank you to everyone that was part of funding and putting together this great project for the PWB and our Industry!





Home Builders Association of Greater Charlotte

GOLF TOURNAMENT

TUESDAY, MAY 16, 2023

10a Lunch - 11a Shotgun Start

Olde Sycamore Golf Plantation

7500 Sycamore Dr., Charlotte

\$150 PER GOLFER

Skins & Mulligans sold at \$20 per team
A & B Flight Prizes & Dinner following golf



Complete the following information to register/sponsor this exciting event

Primary Contact

Company Name

Phone Number / Email

Single & paired golfers welcome

Name

Name

Name

Name

No refunds or credits will be given for cancellations or no-shows 7 days before event

Home Builders Association of Greater Charlotte

417 East Blvd., Ste 201, Charlotte, NC 28203

0(704) 343-5330 x4 - Email tbutler@hbacharlotte.com

PARTICIPATION LEVELS

- \$150 each **Golfer**
- \$ 20 p/team **Mulligans**
- \$ 20 p/team **Skins**
- \$1,500 **Event Premium Sponsor** your logo on invitation, one foursome, dinner sponsor, hole sign, contest sign, beverage sponsor and give-a-way sponsorship all included.
- \$1,000 exclusive **Cart Sponsor** your logo, tag line and contact info on every cart on the course
- \$500 each **Give-A-Way Sponsor** Each golfer will receive a golf related give-a-way gift with your logo.
- \$400 each **Course Booth Sponsor** Exclusive hole Includes beverage stand, contest on course and table.
- \$250 each **Stationary Beverage Sponsor** Be the "go to" stand for all golfers to get their staple refreshments.
- \$200 each **Course Contest Sponsor** We provide the game and prize, you send the talent and everyone is a winner.
- \$150 each **Hole Sponsor** Company name on course.

Total Amount Due\$ _____

2022 New Home Starts Report

2022 SF Detached Top 30

CABARRUS	SF-D	SF-A	MF Units
1st Qtr	245	62	0
2nd Qtr	224	171	0
3rd Qtr	224	67	0
4th Qtr	122	116	0
TOTAL	815	416	0

GASTON	SF-D	SF-A	MF Units
1st Qtr	182	0	0
2nd Qtr	182	0	0
3rd Qtr	575	61	0
4th Qtr	227	46	0
TOTAL	1166	107	0

MECKLENBURG	SF-D	SF-A	MF Units
1st Qtr	1120	784	0
2nd Qtr	1243	671	0
3rd Qtr	447	632	6
4th Qtr	524	585	6
TOTAL	3334	2672	12

2022 TOTAL	5315	3195	12
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Mecklenburg County	QTY
Lennar	564
Meritage Homes	305
Pulte Homes	194
Mattamy	166
DR Horton	162
Ryan Homes	158
Kolter Signature Homes	136
Taylor Morrison	124
AMH	108
LGI Homes *	94
Northway Homes	90
Century Comm SE	73
Chandler Commons*	69
Epcon Communities*	61
Classica Homes	51
Toll Brothers	48
True Homes	48
Slate Building Group*	43
Victory Builders*	43
M/I Homes	34
Nest Homes	33
Southcraft Builders	33
Eastwood Homes	32
Helmsman Homes*	29
JCB Urban	27
Red Cedar Construction*	26
Niblock Homes	21
Alan Simonini Homes	17



For nearly 40 years,
Builders Mutual has returned
dividends to eligible policyholders
that put safety first.

Congratulations!
GREATER CHARLOTTE HBA
customers' safety efforts earned them

\$132,039

Get in on the action and let the HBAGC share your business with your target market of over 1,100 members!

Or just share your support of the industry and our organization that is the 12th largest in the Nation.

This is an updated program for 2023 and we are very excited to get things moving forward with our upcoming events and programs that will make a big impact for the HBAGC membership and consumer recognition.



Home Builders
Association of
Greater Charlotte

2023 ANNUAL SPONSORSHIP PROGRAM

Premier Partner

valued over \$50,000 - call for price

- Presenting Sponsor for MAME Awards
- Presenting Sponsor for Parade of Homes
- Luncheon Sponsor for Land Development
- Premier ad in Membership Directory
- Two foursomes in Spring golf tournament
- One foursome in Fall golf tournament
- Event Sponsor, Spring & Fall Tournament
- One full membership & 10 Affiliates
- Company logo and link on HBA website
- Ten HBA event passes (not valid for MAME)
- Logo in monthly HBA eNews & Touch Program
- Banner at all HBA Events

Platinum Sponsor - \$10,000

a value of \$20,000

- Platinum Sponsor for MAME Awards
- Platinum Sponsor for Parade of Homes
- Luncheon Sponsor for Land Development
- Full Page ad in Membership Directory
- One foursome at both golf tournaments
- Top Tier Golf Sponsor at both Golf Tournament
- One full membership & 5 Affiliates
- Company logo and link on HBA website
- Five HBA event passes (not valid for MAME)
- Logo in monthly HBA eNews & Touch Program
- Banner at all HBA Events

Gold Sponsor - \$5,000

a value of \$10,000

- Gold Sponsor for MAME Awards
- Gold Sponsors for Parade of Homes
- Luncheon Sponsor for Land Development
- Half page ad in Membership Directory
- Contest Sponsor at both Golf Tournaments
- Company logo and link on HBA website
- One full membership
- Three HBA event passes (not valid for MAME)
- Logo in monthly HBA eNewsletter
- Banner at all HBA Events

Silver Sponsor - \$2,500

a value of \$5,000

- Silver Sponsor for MAME Awards
- Silver Sponsor for Parade of Homes
- Quarter page ad in Membership Directory
- Hole Sponsor at Fall Golf Tournament
- Beverage Sponsor at Spring Golf
- 2 HBA event passes (not valid for MAME)
- Logo in monthly HBA eNewsletter
- Banner at all HBA Events

Bronze Sponsor - \$1,000

a value of \$3,000

- Bronze Sponsor for MAME Awards
- Bronze Sponsor for Parade of Homes
- Hole Sponsorship at one golf tournament
- One HBA event pass (not valid for MAME)
- Logo in monthly HBA eNewsletter
- Banner at all HBA Events



Recognition you cannot afford to miss!

Return form to
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Name _____

Company _____

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Credit Card # _____

Exp. _____ CVC _____

SPONSORSHIP

All levels are negotiable with equal offerings at different events or promotions.

OPPORTUNITIES

Membership programs and special events are offered in a variety of locations to serve businesses across our membership region. We host events in Cabarrus, Gaston, and Mecklenburg Counties.



House Regulatory Reform Committee



Executive Vice President Tim Minton (pictured) spoke to the House Regulatory Reform Committee on Wednesday. The committee is a stop in the legislative process for many of the bills that impact the home building industry. During his presentation to the members, Minton laid out the complex challenges that builders and developers face on the regulatory front. Minton pointed to the incredible difficulties landowners face during the rezoning/annexation process and the costly concessions that have to be made in order to secure a place in the community. Local governments often force developers

into accepting illegal conditions in order for projects to move

forward. Minton showcased one particular municipality that uses a scoring matrix in order to rezone property for development. Included on that matrix were things such as exterior cladding of homes, square footage of the home, amount of open space, and the number of front-loaded garages - all elements that drive up the cost of housing.

"I have not seen any evidence across the state that there's substantial movement at the local level to solve this," Minton said. "The challenge is if you go to any community in North Carolina and say, 'I'm going to bring this project and it's affordable housing,' there's going to be a lot of resistance to that project."

Fixing the housing affordability crisis in this state is going to take action that is unconventional. It has become increasingly clear that local governments, under the pressure of neighborhood groups, are not going to put forth a plan that will ensure potential buyers will have an opportunity to become homeowners. Endless aesthetic requirements and prohibited density imposed in rezoning will continue to further drive prices out of control.

Private Property Rights Legislation Clears House, Sent to Senate

HB 29 (Support Private Property Rights) cleared the House on Wednesday, by a vote of 108-7. The bill would clarify that the inclusion of real property on a comprehensive transportation plan is not a required disclosure or material fact for disclosure for real estate transactions. Representative Kelly Hastings (R-Gaston) sponsored the bill to help alleviate landowners concerns that the Department of Transportation is tying the hands of landowners over the potential of future roadway corridors. NCHBA supports this legislation. Representative Hastings mentioned our support during his speech on the House floor. The bill will now head to the Senate, where in years past, similar legislation has met resistance.

Save the Dates: May 23rd and 24th

Mark your calendars! On Tuesday, May 23rd, NCHBA will host our 2nd Quarter Meeting with a legislative briefing followed by our Legislative Reception at the Merrimon-Wynne House just blocks away from the legislative complex. The following day, members from across the state will meet with legislators to convey the importance of housing to our state's economy and to communities across

May 23 NCHBA Board and Legislative Reception, Raleigh	May 24 NCHBA Legislative Visits
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Robert Privott Retires After 18 Years with NCHBA

While in Greenville, NCHBA also celebrated the retirement of longtime Director of Codes and Construction Robert Privott on Tuesday. Over the past 18 years, builders from Cherokee to Currituck have gotten to know Robert and used his decades of experience to help solve code and inspection issues. Robert spent extensive time working with members of the council to ensure that building codes put health and safety first. He recognized the impact that expensive product mandates and egregious energy codes would have on home price and buyers.

"I always felt like it was my responsibility that when builders got stuck [on projects], I pulled them out of the mud," Privott said.

Robert fielded calls at all hours from members who ran into inspection and code issues. He mastered the code books and knew right where to turn.

Robert will be missed by the home building community in North Carolina. Our staff and membership wish him the best with a happy and relaxing retirement.





As the NCHBA Meetings in Greenville many HBAGC members attended for several reasons. There were large crowds in each meeting that covered Building Codes, PWB, Legislative/Land Development & Workforce Development, Membership, Communications, BUILD-PAC, Construction Careers, Executive & Board of Directors Meeting.



Building Codes

Provided in depth information on the NC Building Code Council meetings. Currently being considered is Window & Door installation requirement for framing and insulation inspections for use of weather resistant materials for covering window and door openings with the supply shortage still in place.



The NC Energy Code new law temporarily changes R-value for ducts installed in all spaces. The law allows for reduced duct insulation values for a period of 2 years. Minimum level of insulation may be reduced from \$-8 to \$-6 for attic supply and return ductwork outside the thermal envelope but within the building. There was a lot of discussion on the proposed Energy Code that will add approximately \$20k to the cost of the average new home in NC, for [more details click here](#).



There is a meeting for NC BCC on Tuesday, March 14th starting at 9am at Albermarle Building, 325 N Salisbury St., Raleigh 2nd floor training room 240. Members should attend to have their voices heard and presence known to stress that the proposed 2024 NC Energy Code will hurt home buyers, builders and housing affordability. For more details you can contact our office or NCHBA.

Legislative / Land Development

Covered Building Codes and adoption of the 2024 Residential Code. Stormwater bonding was a big part of this meeting along with NCGO1, Wastewater capacity, Permit Efficiency Reform, State Wetlands Rule Making Reform and Housing Affordability.

Membership

Reviewed the membership numbers with Charlotte being #3 in the state and the entire state is #1 in the Nation!

Board Meeting

Provided overviews of all the days meetings along with NAHB reports and Regional reports on the local associations. A new Health Insurance Trust program was approved that should be moving forward with hopes to offer the NCHBA members a new benefit.



WELCOME 2023 JANUARY & FEBRUARY NEW MEMBERS!

Acopia Home Loans	Lee Medlin	(704) 281-4596
Amerifence	Scott Presson	(704) 942-8948
APA The Engineered Wood Association	Warren Hamrick	(828) 289-7012
Brabham Griffin Insurance, LLC	Gus Brabham	(803) 351-3743
Brookes Construction	Chisa Brookes	(704) 426-3375
Build Me LLC	Lee Mynhardt	(336) 675-7934
Carolina Skylights, LLC DBA Carolina Air Sealing	Zigi Metz	(877) 652-8823
Carrier Enterprise	Cortney Porro	(980) 666-0534
Century Painting & More, LLC	Jack Jordan	(704) 245-9409
Charlotte Walls and Ceiling, Inc	William Arnold	(704) 543-1006
Cinderella Partners Inc	Hope Watson	(704) 254-5002
Citizens Bank	Sherry Connor	(704) 617-9686
Copperfield Contractors LLC	Douglas Martin	(704) 239-7335
Crushr Charlotte LLC	Todd Dumas	(803) 269-2750
David Hoffman Builder and Development Services	Brian Goodman	(704) 293-9048
David Moore Plumbing, LP	David Moore	(704) 858-2535
EJC Plumbing Inc	Eloy Estrada Sotelo	(704) 201-8039
Grace & Grit LLC	Denise Slimer	(704) 718-3537
Greenlife Property Services	Krostopher Becknell	(980) 710-3550
Hamam LLC Construction & Design	Ray Hamam	(704) 675-1391
Havana Electric Inc	Hilda Jimenez	(704) 406-7552
Homeslam Inc	Jason Jurado	(980) 225-2599
Imagen Cabinets, LLC	Maura Trejo	(704) 222-3388
J & M Framing LLC	Javier Mejia	(704) 649-3981
J Ramos Flooring Inc.	Janet Ramos	(704) 264-9383
JC Countertop Fab	Carlos Pineda	(984) 344-7027
Kimley-Horn and Associates, Inc.	John Holcomb	(704) 954-7480
Long Ridge Development & Properties, LLC	Joshua Masters	(704) 933-7076
Nassiri Development, LLC	Kimberly Nassiri	(704) 728-4148
Nychbrands	Jason Duffy	(704) 892-5222
OR Colan Associates	Jordan Hohn	(724) 396-9965
Red Cedar	Heather Smith	(828) 443-5149
RTM Home Renovations LLC	Anayeli Trujillo	(980) 505-0096
Schultz Custom Homes, LLC	Tom Schultz	(704) 305-7400
Sunburst Shutters	Chris Petitt	(980) 292-3933
Superior Fence & Rail of Charlotte, LLC	Randy Jeppesen	(704) 862-4941
Terminix Service INC	Shaun Nguyen	(704) 377-4991
TGA Renovated	Tyler Aunon	(703) 973-7164
The Diversified Utility Group, LLC	Logan Puckett	(704) 622-6116
Trexan LLC	Balvir Singh	(203) 257-9910
VP Construction, Inc	Omar Portillo	(980) 242-0695

MEMBER
6:30PM
TO
8:30PM
Ed's
THUR
FEB 23
2023
SOCIAL

February's Member Social brought great weather, great members and a great place for everyone to get back together and enjoy fellowship



& Other Groups Warn DOE Plan Will Worsen Transformer Shortages

NAHB and six other organizations [have sent a joint letter](#) to Energy Sec. Jennifer Granholm to sound the alarm that the Department of Energy's (DOE) recent rulemaking proposal to increase the energy conservation standards for the production of electrical transformers will severely exacerbate the current supply shortage.

Noting that it currently takes more than 16 months to produce and deploy new transformers, the groups warned that the "inability to quickly manufacture and deliver these critical components threatens the ability of the electric sector to service current and planned housing markets."

The proposed rule would dictate that manufacturers increase the efficiency of distribution transformers by a mere tenth of a percentage point — but the organizations pointed out that increasing efficiency by even this nominal amount "could add months to an already lengthy order cycle."

Granholm was warned that the proposed rule would "require manufacturers to transition to a different type of steel, which is largely untested, less flexible and more expensive. Further, the existing supply chain of this alternative steel is very limited and mostly foreign-sourced." (The National Rural Electric Cooperative Association and American Public Power Association, two of the groups that signed onto the joint letter, separately warned DOE that only one domestic steel producer exists that could make transformers under this proposal.)

"This rule would impose unnecessary cost burdens and further delay the delivery of such critical products," the letter stated. Simply put, this DOE proposal does nothing to address, and is likely to exacerbate, the current distribution transformer crisis."

Given the unprecedented demand for distribution transformers, NAHB and the other building and electrical groups called on DOE to maintain the current efficiency levels required of these products.

"Getting these already highly efficient products into the market more quickly should be the highest priority and will result in the realization of electrification benefits much sooner — benefits that will far outweigh any gains achieved through a fractional percentage increase in efficiency," the letter stated.

Separately, in a positive development, the Internal Revenue Service recently affirmed that electric grid modernization and components (including transformers) are now eligible under the 48C tax credit, which provides \$10 billion in credits for qualifying advanced energy projects.

Other groups signing the letter — in addition to NAHB, the National Rural Electric Cooperative Association and American Public Power Association — included Edison Electric Institute, GridWise Alliance, the Leading Builders of America and the National Electric Manufacturers Association.

Anti-Business Bill Introduced in House and Senate

The House and Senate introduced legislation on 02/28/23 strongly opposed by NAHB that contains dozens of sweeping labor law revisions that would negatively affect the construction labor market at a time of critical skilled worker shortages.

The Protecting the Right to Organize (PRO) Act, would expand employers' liability for the labor practices of subcontractors and third-party vendors and narrow the circumstances under which an individual can work as an independent contractor — effectively gutting the contracting business model that serves as the foundation of the residential construction sector.

The legislation was introduced in the House (H.R. 20) by Rep. Bobby Scott (D-Va.) and Brian Fitzpatrick (R-Pa.) and in the Senate by Sen. Bernie Sanders (I-Vt.). The measure has virtually no chance of passing the Republican-controlled House; and it is uncertain

whether it will pass the Senate, where the Democrats hold a slim majority.

This organized labor "wish list" bill resurrects bad policies that have previously been rejected by Congress and courts alike, including:

- Eliminating right-to-work protections nationwide;
- Stripping employer and employee free choice and privacy in union elections; and
- Curbing opportunities for independent work and subcontracting.

With the nation currently facing a housing affordability crisis, NAHB's message to lawmakers is that this situation will only get worse if Congress endorses misguided policies that force the labor market to contract and inflate the costs of home construction.

SkillsUSA®

REGIONAL COMPETITION IN CABARRUS COUNTY



TRIANGLE BRICK



Over 100 students participated in the Skills USA Regional Competition on February 24th and 25th in Carpentry and Masonry.

It was a great way to see all these talented young men and women putting their industry skills to the test.

The HBAGC and several members made a big contribution for their participation with admission discounts, shirts for students, lunch and materials.

2023 JANUARY MEMBERSHIP RENEWALS

Akurate Foam & Coating LLC	Eastwood Homes	Oneliance, LLC
Alcon Electric, LLC	Eduard Bosovets	Osborne Brothers Electric, Inc.
All-Pro Builders & Restorations, LLC	Four Oaks Builders	Owens Landscaping Inc
Alpha Omega Construction Group, Inc.	Framing Pros of the Carolinas, LLC	P.C. Godfrey, Inc.
American Homes	Grand Living Homes	Pace Development Group, Inc
Andrew Roby, Inc	Griffin Tile & Marble, Inc	Pace Development Group, Inc
AP Quality Remodeling	Ground Thunder Building LLC	Palmetto Exterminators, Inc
Arcadia Homes, Inc	GT Contracting of the Carolinas, Inc.	Peachtree Residential LLC
Armstrong Mechanical Services, Inc.	Hankin & Pack, PLLC	Peterson Builders Framing Contractors
Bella Pools & Outdoor Living	Harker, LLC	Pettus Builders
Benjamin Alan Homes	Harmon Const Co Inc	Piedmont Natural Gas Co.
Brady & Kosofsky, PA	Hart Painting Co, Inc	Piedmont Natural Gas Co.
Brite Ideas Electrical & Remodeling	Hernandez Flooring Inc.	PRESPRO Construction
Bryant Electric of Charlotte, Inc	Hero Contracting LLC	QC General Contractors, LLC
Builders First Source	Hunter Construction Group, Inc.	RH Price Inc.
C and Company	Hunter Window Cleaning, Inc.	Rivus, LLC
Cabarrus County Schools	Iron Stone Drywall	Roofing Specialties, Inc
Carolina Commercial Roofing, Inc.	Jack A. Clay	Ross Allen Custom Builders
Carolina Labor Staffing, Inc.	Jackson Properties	Southern Horticulture Group LLC
Carolina Masonry & Grading	JL Thompson Construction Co. Inc.	Summit Air & Electric, LLC
Carolinas One Renovations LLC	JoMar Construction, Inc.	Swords Drywall Co
CBUSA	Knight Residential Group, Inc	T.G. Construction, LLC
Century Communities	KPI Partners, Inc.	Taylor Interiors, LLC
Chois Construction, Inc	K-Town Roofing, Inc.	The Building Center, Inc.
CMG Builders, Inc.	LACE Construction, Inc.	The Huffstetler Group, Inc
Coatings 2000, Inc.	LogicAmps, LLC	The Wood Protectors
Contract Core Drilling & Sawing Co.	Madison Simmons Holding, LLC	Thomas & Hutton
Cosentino	Mag Concrete Construction Inc.	Timberline Homes Inc
Daedalus Properties	Makon Construction, LLC	Triangle Brick Company
Davis Homes, Inc & Magnolia Acres	Milliam Painting, Inc.	True Homes
Designia, Inc.	Modern Concepts Cabinetry, LLC	Turner Contracting Services
DR Horton Homes	Moreno Painting LLC	Utility Precast, Inc.
Dula Construction Co.	My Verde Home, Inc.	Windsor Builders, Inc.
Dustin Hare	Northway Homes	Zepa Construction Inc

2023 FEBRUARY MEMBERSHIP RENEWALS

Agua Source, LLC
Alternative Roofing Solutions
AMH
Angeles Contractors
Audio Video Specialties
Audio Video Specialties
Audio Video Specialties
B & W Painting
Berkshire Hathaway HomeServices Carolinas Realty
Bobbi Thomas Builders, LLC
Builders Wholesale Flooring
C and Company
Candell Stucco, LLC
CAP Insurance Group LLC
Carlitos Painting
Classica Homes LLC
Costner Law Office, PLLC
Custom Security, Inc
D.E. Walker Construction
Dania Drywall
Dean Stogner Construction, LLC
Dulin Mechanical Services, Inc.
EPR Construction Inc
ESP Associates, PA
Filhaus Stone Marble
G & A Construction
Garrett Construction Services, Inc.
Garrow Utility Contracting, Inc.
Gaston Fence Company
Genesis Construction of the Carolinas
Gerrard Builders, LLC
Gibson Custom Construction
Harkey Bros. Heating & A/C
HolTon Construction Concepts
Hopper Communities
Ike's Construction, Inc.
Interstate Electric Company, Inc.
Izzy Carpet LLC
JPOrleans
Kenny Electric Inc
Keystone Custom Homes
Keystone Custom Homes
Kimbrell's Grading, LLC
Liberty Homes / Liberty Oak, Inc
Linnane Homes
loanDepot
Maestro Details
Manny's Stucco & More
Mark A. Forwerck
Matthews Building Supply
Mendez Construction
Mt. Holly Heating & Air Conditioning Company, Inc.
Nasa Drywall, Inc
Noble Insurance Advisors, LLC
North American Lawn and Landscape
North Carolina Stucco & Stone Company
Pace Development Group, Inc
Pacific Builders of NC, LLC
Packard Atlantic, Inc
Peachtree Residential LLC
Pearson Solutions LLC
Peralta Tiles Inc.
Perfect View, Inc
Piedmont Stucco, Inc.
Preferred Floor & Tile Co.
Quantum Fiber
Renewable Energy Design Group
Santos Framing, LLC
Southeast Interior Systems, LLC
Southern Energy Management
Southern Shade Tree Co., Inc.
Spake Concrete Products
Sprengers Home Repair
SRK Fence
Stewart Construction Solutions, LLC
Stover Construction
T A Rupert Waterproofing
TB Construction, Inc.
The Levi Group, LLC
The Raider Company
Thermal Conditioning, Inc.
Thomas Pest Control Inc
TowneBank
TruBlue Total House Care of Charlotte
Universal Voice/Data
US Lawns of North Charlotte
Yeary Homes
Yellow Duck Marketing



NEW MEMBERS JAN/FEB 2023

Alair Homes Charlotte

Cornerstone Home Lending, Inc.

Eastwood Homes

Eastwood Homes

First National Bank

Mattamy Homes

Meritage Homes

Meritage Homes

Preferred Floor & Tile Co.

Profile Homes, LLC

RENEWALS JAN/FEB 2023

Eastwood Homes

Eastwood Homes

Landworks Design Group

Mattamy Homes

Mattamy Homes

Moen, Inc

Profile Homes, LLC

Pulte Homes Corp

Taylor Morrison

Wells Fargo Homebuilder Banking

Wells Fargo Homebuilder Banking

GASTON TOWN HALL MEETING

Presented by



Home
Builders
Association
of Greater
Charlotte

**Join us on Tuesday, April 25th from 3:30pm to 6:30pm
at the Habitat for Humanity of Gaston County.**

**Updates from municipalities on how their towns/cities are
addressing home building and any issues with local Leaders
from Gastonia, Belmont, McAdenville, Cramerton, Mt. Holly,
Stanley, Dallas, Lowell, Ranlo, Cherryville and High Shoals.**

***There is no cost and a reception will be held immediately
following the meeting. Registration will open soon.***

TOP GOLF



Wednesday, June 28, 2023
12:00pm to 3:00pm



TOPGOLF - Southwest
8024 Savoy Corporate Dr., Charlotte, NC

\$100 PER PLAYER

Includes Clubs, balls, 2 pitchers in bay, food and soft drinks at facility

3 hours of fun games with prizes for individual and team scores

BEGINNERS ARE WELCOME!

Players will be matched up if not entering a full team

- x \$100 each Player (teams of 6)
- \$1,000 Corporate Sponsor (6 players and recognition across the board)
- \$250 Food Sponsor
- \$200 Beverage at the Bay Sponsor
- \$100 Bay Sponsor
- \$50 Scorecard Sponsor

TOTAL AMOUNT DUE \$ _____

Primary Contact _____

Company Name _____

Phone # _____ Email Address _____

TEAM / PLAYER INFORMATION

Player #1 name _____ Player #2 name _____

Player #3 name _____ Player #4 name _____

Player #5 name _____ Player #6 name _____

Full team of 6 includes hospitality suite sponsorship!

METHOD OF PAYMENT:

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Charge to Visa/Mastercard*

credit card payments will include an additional 4% convenience fee

Credit Card # _____ Exp Date _____

CVC# _____ Zip Code _____ Signature _____

Send payments to:
Home Builders Association of Greater Charlotte
417 East Blvd., Ste 201, Charlotte, NC 28203

Contact us with questions: Office: (704) 343-5330
Email: tbutler@hbacharlotte.com

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- 2 SUBMIT A REBATE CLAIM
- 3 RECEIVE A REBATE CHECK

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\$1,582.20

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HBA REBATES

Builders Average Rebate 2021



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Unlimited talk, text and 2G data in 210+ countries and destinations
Let's talk today. Email GPOPartners@T-Mobile.com

During congestion, customers on this plan using 4G LTE may notice reduced speeds until next bill cycle due to data prioritization. Video typically streams on smartphones/tablets at DVD quality (480p). Credit approval, deposit, and, in stores & on customer service calls, \$20 activation or upgrade support charge may be required. Monthly Regulatory Programs (MRP) & Tele Recovery Fee (TRF) totaling \$3.76 per voice line (\$0.65 for MRP & \$3.11 for TRF) and \$1.76 per data only line (\$0.25 for MRP & \$1.51 for TRF) apply; taxes/fees approx. 4-10% of bill. Capable device required for some features. Not combinable with certain offers. Switching plans may cause you to lose current plan/feature benefits; see a rep for details. Mail & text. May not available for hotspots and some other data-use devices. **Unlimited talk & text** features for direct communications between 2 people; others (eg, conference & chat lines, etc.) may cost extra. Some messages, including those over MMS, use data and may be unavailable internationally. **Unlimited US Streaming:** High-speed data is 100MB in Canada/Mexico; data is unlimited at up to 10Mbps speeds. Not available for hotspots and some other data-use devices. **Video streams** of up to 10Mbps. Optimization may affect speed at video download; does not apply to video uploads. For best performance, leave any video streaming applications at their default automatic resolution setting. **Texting:** 5GB high-speed data then unlimited on our network at max 3G speeds for the actual fraction of customers using 4G LTE; primary data usage must be on our network or tablet. Streaming/Video usage is prioritized over Mobile (Internet) usage, which may result in higher speeds for data users on smartphones and tablets. **Activation Pricing** for lines 1-4, now reduced to \$20. Without funding, \$5 more/line/mo. May not be reflected on bill. **Wi-Fi Calling:** Usage may be taxed in some countries. Calls from Simple Global numbers, including over Wi-Fi, are \$0/min; (no charge for Wi-Fi calls to US, Mexico and Canada); customers on consumer plans (eg, some IoT providers) pay an additional \$0.05/min. Standard speeds approx. 100Kbps. **Not for extended international use;** you must reside in the US, and primary usage must occur on our network. Device must register on our network before international use. Service may be terminated or restricted for excessive roaming. Coverage not available in some areas; we are not responsible for our partners' networks. **Scam Shield:** Capable device req'd. Turning on Scam Block might block calls you want to receive any time. **Network Management:** Service may be slowed, suspended, terminated, or restricted for misuse, abnormal use, interference with our network or ability to provide quality service to other users, or significant roaming. During congestion, heavy data users (4G LTE) may be throttled and customers choosing lower speed plans may notice lower speeds than other customers. Device usage is prioritized over tethering usage, which may result in higher speeds for data used on device. See T-Mobile.com/OpenInternet for details. See Terms and Conditions (including arbitration provisions) at www.T-Mobile.com for additional information. T-Mobile, the T logo, MyPlan and the magenta color are registered trademarks of Deutsche Telekom AG. © 2021 T-Mobile USA, Inc.

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VEHICLE SHOPPING?

NAHB members save between **\$500-\$8,150** on vehicles & leases.



SAVE NOW

NAHB
National Association of Home Builders

Think **IB** **GC** First

Do Business with a Member



Sun	Mon	Tue	Wed	Thu	Fri	Sat
			1	2	3	4
5	6	7	8 12:30p PWB Council	9 12:00p LDC meeting 2:00p MAME Committee	10	11
12 	13	14	15 10a NCHBA Regional Leadership meeting	16	17 	18
19	20	21	22	23 10:00a Executive Meeting 11:00a Board of Directors Meeting 4:00p HBA Social	24	25
26	27	28 12:00p REBIC Board Meeting	29	30	31	



HOME BUILDERS
ASSOCIATION
OF GREATER CHARLOTTE

NEWSLETTER

We All Build

November 2023

Many HBAGC members received NCHBA Stars awards 2023.

Watch highlights and check out the winner list on page 2.



Inside this Issue

- Legislative Updates
- Permit Report
- Parade of Homes Wrap Up
- New & Renewed Members
- Membership Benefits
- 2024 Annual Partner Club
- Upcoming Events

- LDC Luncheon 11.08.23
- Fall Golf Outing 11.13.23
- SMC MCB 11.14.23
- Holiday Party 12.07.23



HBA Build PAC event raised awareness and funds to continue our support for Friends of the Industry Government Officials and helped our local HBA achieve the goal set by NCHBA. It was an amazing night of fellowship, fine dining and bourbon tasting experience provided by Southern Distilling all in attendance enjoyed.



In Memory of Gary Loflin HBA members volunteered at the Greater Matthews Habitat for Humanity framing day to support the passion Gary shared. We are honored that donations after Gary unexpectedly passed are being put towards this project. Gary's wife, family and friends were in attendance as well.



Abby Cornelious was the Rise & Shine highlight of October!

What attendees had to say about this SMC Millionaires Breakfast Club

"I attended my first HBA meeting where Abby Cornelious was the speaker. The environment was so kind and inviting and Abby's knowledge was exceptional. Even many of the heavyweights in the attendance were swayed at the wisdom she shared with us. I left the room feeling inspired and refreshed with many new strategies for succeeding within my profession. I cannot wait until the next one!"

"Today's Millionaire Breakfast meeting was outstanding; thank you. Abby C. is a natural and a gifted leadership speaker for sure. My favorite part today was when she was talked about..."I believe in you, do you believe in me"...loved that."



HBA CHARLOTTE WINNERS

Ken Bernardo - Distinguished Associate Member of the Year
 Ken Bernardo - Mortgage Professional of the Year
 Revolve Residential, Alloy Townhomes on 36th - Best Website for a Community
 Revolve Residential, Alloy Townhomes on 36th - Best Interior Design under 2,500 sq. ft.
 Hopper Communities, The Briar - Best Interior Design between 2,501 to 4,000 sq. ft.
 Revolve Residential, Alloy Townhomes on 36th - Best SF Production Home under 2,500 sq. ft.
 Keystone Custom Homes - Best SF Production Home over 3,500 Sq. ft.
 Springdale Custom Homes, Hansen-Murphy Residence - Best Addition
 HBA of Greater Charlotte - Best HBA Event or Special Project - PWB Book Drive



“Breaking the Concrete Ceiling” took place on the final day of the NCHBA’s 21st Century Building Expo and Conference and featured a celebration of women in the industry. The panel was moderated by the President of Brookline Homes, Andi Dirkschneider Bliss, and featured three leading women in building – 2023 NAHB Chairman Alicia Huey, author of “The House That She Built” Mollie Elkman, and the CEO and Founder of Hope Renovations and 2022 NAHB Woman of the Year, Nora El-Khoury Spencer.





Pushing Proactive Policy

land development
council

12:00p-1:30p
Thursday, November 9



Discussions and Insights

- New 2024 NCDOT Standards
- NCDOT Accela participation
- Conflict resolution
- Headwalls
- Right-of-way for roadway improvements

NC Department of Transportation
Felix Obregon, Division 10 Maintenance Engineer
Hassan Malik, Acting District Engineer Mecklenburg



Sponsored by

SMASH[®]
M Y T R A S H

LDC Schedule

- Thu., Dec 7, 2023 start at 4:30p
LDC Holiday Party, The Beverly
- Thu., Jan 11, 2024, Canopy Building
- Thu., Feb 8, 2024, Canopy Building
- Thu., Mar 14, 2024, Canopy Building

Lunch Included

\$20 per HBA Member | FREE for LDC Members
registered thru 6/30/23

Canopy Realtor Building

Room 101A
1120 Pearl Park Way, Charlotte

[REGISTER HERE](#)



Election Day for the 2023 municipal elections is just two weeks away, but early voting has already begun. Click the graphic above to view our "2023 Key Candidate Political Guide." Here are links to voter information for some of the surrounding counties:

[Mecklenburg County](#)

[Iredell County](#)

[Union County](#)

[Cabarrus County](#)

[Gaston County](#)

[KEY COUNTY 2023 POLITICAL GUIDE AVAILABLE HERE](#)

During the Primary Election voter turnout in the City of Charlotte was less than 5% and not much better for the rest of the region. I can't emphasize enough the importance of getting out to vote. It's not just your right, it's your duty and your obligation. All races are important, but there are three of major significance:

- *Charlotte City Council (District 6) - Council Member Tariq Bokhari is running for re-election in a contest against an opponent he defeated by less than 400 votes the last time around. He is a common-sense voice on council and a smart, innovative thinker. He's the kind of leader we need as Charlotte charts its course for the next 20 or 30 years.*
- *Mooresville (Mayor) - Chris Carney is running for Mayor in the open seat being vacated by Miles Atkins. Carney is well liked in the community and retains a number of strong relationships in the General Assembly where he served for several years. He has the type of "can do" personality and leadership style that will propel Mooresville into the next decade as the Town determines where and how it wants to embrace change and grow into the future.*
- *Waxhaw (Mayor) - Mayor Ron Pappas is running for re-election as the Mayor of Waxhaw. During his time leading the Town, he has used his knowledge and experience to implement systems and processes that have upgraded the overall livability and financial health of the Town. Ron supports managed growth, municipal cooperation, and consistently challenges those who want to shut and lock the door to future economic development.*

NCDOT will now be signing off in Accela for Subdivision permits and Plats.

The process will now be the following:

- Please contact the NCDOT review engineer for that area.
 - [Charlotte Explorer](#) has the NCDOT Review Areas layers that can be used to identify the review engineer.
 - As part of that email, also copy Rashunda Harris (rcharris3@ncdot.gov) and Paul Harness (pharness@ncdot.gov).
- Email subject line: Include the NCDOT Permit Number and Accela number provided through the NCDOT Permit Portal to quickly identify the project.
 - Plats: Include the NCDOT approved permit number associated with the plat.
- NCDOT Comments: Staff comments will be through the NCDOT Permit Portal.
 - Accela plan will have a generic comment stating NCDOT comments will be available through the NCDOT Portal.
 - If plans haven't been submitted through the NCDOT Portal, the likelihood of reviewed permit is low because our portal is used to review our projects.



Check twice. Install once. Choose MEG-approved meter bases.

Since 2016, Duke Energy has required that builders install Meter Equipment Group (MEG)-approved meter bases as a condition of connecting power. Please consult our [Service Requirements Manual](#) for full details and specifications.

The minimum requirements for meter bases as given in the manual are as follows:

- All bases must be UL-approved.
- All bases must be ringless construction.
- All class 320 (400-amp), all poly-phase and all bases used for commercial service must have a lever bypass.
- Socket configuration matches service configuration (1φ on 1φ, etc.).

The two most common violations are installation of a ringed base and the absence of a lever bypass when required (all 400-amp, all poly-phase and all commercial services). While we recognize that supply chain issues may make acquiring approved bases difficult, the established requirements must still be met. Installation of noncompliant meter bases can result in failed inspections or denial of power.

Please ensure that your team members are up to date on these requirements by downloading the [Service Requirements Manual](#). Thank you for your compliance. ₄



Monday, November 13
 10:30 Check-in
 11:30 Tee Time

The Club at Irish Creek
 1196 Fairway Drive
 Kannapolis NC

\$125 per golfer - golf, cart, range, clubhouse, beverages, snacks and contests.

SOLD OUT

Jack Tucker Memorial

Texas Scramble Golf Tournament

Texas Scramble will require handicap info at registration

Sponsorships

Presenting Sponsor \$1,000

EXCLUSIVE—Limited to one Company. Two (2) Teams, Marketing display and signage at registration, option to provide branded bags as golfer gift bags and provide item for goody bag. Recognition on invitation and golf program.

Premium Hole \$750

SOLD OUT

One (1) Team includes signage at hole, option to staff hole with marketing display, give-a-ways, etc. Option to include items in goody bags. Lunch provided for hole volunteer/staff (limit 2).

Hole in One \$800

SOLD OUT

One (1) Team includes signage at hole, display, give-a-ways and lunch provided for volunteer/staff (limit 2). *Must provide "witness" staff all day.*

Lunch Sponsor \$500

Logo on the box lunches, registration and golf program. Option to include item in the goody bag.

Beverage Cart \$500

SOLD OUT

Signage at registration and cart. Drive the cart to bring golfers beverages (limit 2) with lunch provided. Recognition in golf program. Option to include items in goody bags.

Standard Hole \$300

Signage at hole, option to staff hole with marketing display, give-a-ways, etc. Option to include items in goody bags. Lunch provided for hole volunteer/staff (limit 2).

Contest Sponsor \$250

Signage at hole, option to include items in goody bags. Contests include Longest Drive, Closest to the Pin and Longest Putt.

REGISTRATION

Player fee \$125 per person

 Contact Name

 Company

 Email / Ph#

 Player Name(s)

 Sponsor Level

Non-HBA members add \$100 to sponsorship

Total \$ _____

\$20 Mulligan package for team available onsite

____ Invoice (members only)

____ Pay by credit card online at hbacharlotte.com

Cancellations for Players/Sponsors must be received by October 31 to qualify for a refund

HBA, 417 East Blvd., Charlotte, NC 28203
 704.343.5330 tbutler@hbacharlotte.com

Claims From Third Parties...not even a cash bar!

Most builders are careful with their homeowners and hope to avoid litigation from them. Great customer service, a quality assurance system with good pictures and even a specialized warranty program all help...most of the time. This year I just saw something new and scary...third party claims.

My first example is a builder who got notification from two different homeowner insurers. In each situation, the homeowner never contacted the builder and the insurer never gave the builder a chance to make things right. Both claims seemed a bit suspicious as well and were further aggravated by how the insurance company simply sent a demand letter without sharing any investigation data. Each situation smelled of large company extortion. Maybe other builders are seeing this now?

With my builder friend now potentially targeted by the insurer database, his claims history is a mess and insurance is going to get expensive. He had all the right things in place per above, but was missing a crucial item....subcontractor paperwork. Each allegation could be traced to a specific subcontractor's negligence...but without a signed subcontract in place....the trade had no coverage. Even with a signed contract and potential coverage, many builders rely too heavily on Certificates. Without Additional Insured and related endorsements, the builder will spend too much money compelling the subcontractor's insurer to defend him. Builders need to get serious about being Claims Ready with their subcontractor files. Homeowner insurer claims can't really be prevented...only transferred to the responsible trade.

My second example involves a home that wasn't even finished yet. A different builder than above hired a framing crew. The framer in turn subbed out to some individuals who didn't want to take a W-2 for whatever reason and then had an accident falling off a roof without a harness. The individual actually took the harness off, then fell. In any case, the worker went to the hospital and was getting treatment for various broken bones, including a hip. Within days, the hospital assigned an investigator to identify insurance policies the builder and homeowner might have for general liability and work comp. Why?

FAULTY WORK SHOULD BE COVERED!

**While charging less premium and
providing needed expertise and service.**

**Exclusive General Liability, Builders Risk,
and Cyber/Smart Home Liability programs
to HBAGC members!**

**Ask us how we might help get previously
denied claims re-opened!**

**Contact Mike Stelljes
at Lowry Insurance
mstelljes@lowryassoc.com**

(704) 779-1582



As it was the homeowner's site, an allegation of vicarious liability will likely be litigated in terms of choice of builder, etc. More substance in the allegation of the builder's failure to maintain a safe worksite is going to be difficult to handle. The builder's subcontract asked for the trade's general liability and work comp insurance, but the office staff failed to keep up and this framer was allowed on the site without any insurance paperwork. At the end of the day, the worker has assigned his rights to the hospital and their legal team is now pursuing the builder and his homeowner. All because nobody in the office made the time to review and validate subcontractor paperwork. The reputation damage here will be pretty severe as the homeowner didn't carry their own general liability insurance and didn't ask the builder to name them as an Additional Insured.

Third party claimants like insurers and hospitals are big and don't play fair. A builder needs to protect his claims record and be sure the risk is easily transferred. Builders don't have insurance experts on staff to know what it takes. Outsourcing the headache to a competent third party is the best solution. At the least, a builder needs to have his agent do all this for him and hold him accountable if there's a problem.

Millionaire Breakfast Club

Moderator: **Bill Gallagher**

November 14, 8:00am

Canopy Realtor Association
1120 Pearl Park Way, Room 101
Charlotte, NC 28204

Sponsored by:



Grady Thomas
Owner, Thomas Property Group

About the HBA SMC

The Sales & Marketing Council strives to connect members and provide a forum to exchange ideas, develop professional skills, give recognition and celebrate success while championing Diversity, Equity & Inclusion in the industry.

Membership:

\$100 annual dues also includes membership in the NAHB SMC. Visit HBACHarlotte.com for more info and to apply.

The Market Has Changed...Have You?

Grady Thomas is currently a CE Instructor for Premier School of Real Estate and the North Carolina Builder's Institute. He has been an instructor in Real Estate CE classes for Allen Tate, Coldwell Banker, Keller Williams and various other organizations. With over 25 years of real estate industry experience, he will demonstrate *How Planned Processes Can Help Your Sales Efforts*.

Discussion Points:

Do you have a forecasted goal for your personal performance?

Do you have a rolling forecast for your sales plan...regardless of your volume?

Do you have a procedure to adjust your plan if it goes to pieces?

\$30 SMC Members | \$50 HBAGC Members

RSVP

Don't miss the Millionaire Breakfast Club holiday event!

December 12 - Celebrate our growing Sales & Marketing Council and all the hard work you've put into new home sales in 2023

Sponsorship Opportunities Available for 2024 - \$500 per Session

Includes 3-minute "commercial," hand-out to all attendees, and eblast announcement recognition.

A Key Legislative Win on Transformers, WOTUS and Energy Codes



NAHB scored an important legislative trifecta on three key issues — transformers, waters of the United States (WOTUS) and energy codes — when the House on Oct. 26 approved an Energy and Water appropriations bill that would strip funding pertaining to onerous implementation rules dealing with top NAHB priorities.

Prior to the House vote, NAHB sent a letter to lawmakers strongly urging passage of these three components of the spending bill.

Transformers

The spending bill contains NAHB-supported language to defund any efforts by the Department of Energy (DOE) to increase energy-efficiency standards on distribution transformers. The DOE has proposed a rule to increase efficiency standards for transformers by a mere tenth of a percentage point, which NAHB believes would further exacerbate the dearth of transformers that is raising housing costs.

In our letter to lawmakers, NAHB said that “Congress’s authority to withhold funding for this ill-conceived rule will prevent consequential bottlenecks in the supply chain.”

Earlier in the week, NAHB scored another legislative win on this issue when the House Energy and Commerce Subcommittee on Energy, Climate and Grid Security [approved legislation](#) that will help ease the shortage of distribution transformers. H.R. 4167, the Protecting America’s Distribution Transformer Supply Chain Act, is standalone legislation that would prevent this proposed DOE rule from moving forward. The measure would repeal DOE’s authority to propose, finalize, implement, administer or enforce any energy-efficiency standard for distribution transformers for the next five years.

WOTUS

The Energy and Water appropriations bill also addresses the Biden administration’s 2023 WOTUS Rule, which [falls far short of providing certainty and clarity to the regulated community](#) by providing vague definitions of what water features are covered

by the Clean Water Act (CWA) and grants regulators unfettered discretion to make these determinations.

While the Supreme Court, in [Sackett v. EPA](#), nullified problematic pillars of the 2023 rule, NAHB welcomes the proactive measure by Congress to withhold funding for the original rule while NAHB works with lawmakers and federal agencies to achieve predictable WOTUS guidelines that will significantly hasten the home construction pipeline that our nation urgently needs.

In a related development, NAHB successfully fought to ensure the wetlands regulatory program that members rely on to pull permits will be fully funded in fiscal 2024 at \$218 million, unchanged from the fiscal 2023 level. This funding level will help address permitting backlogs.

Energy Codes

The Inflation Reduction Act that was signed into law last year provides \$1 billion to support the efforts of state and local governments to adopt updated energy codes.

Although this is the current law of the land, [NAHB was able earlier this year to get legislation passed by the House](#) that would repeal the specific section of the Inflation Reduction Act that provides \$1 billion to pressure state and local governments to adopt updated energy codes that are more costly and restrictive. And thanks to NAHB efforts, a [companion bill was introduced in the Senate with 12 co-sponsors](#).

The spending bill approved on Oct. 26 also once again defunds the section of the Inflation Reduction Act that provides the \$1 billion in grant money to adopt updated energy codes. This measure acts as another legislative vehicle to help advance this key energy codes provision through both chambers of Congress.



Holiday Party

\$30 per person

The Bevery
2215 Thrift Rd., Ste B, Charlotte

Thursday, December 7th
5:30pm - 7:30pm

- * Dinner, Drinks & Dessert
- * Board of Directors Election
- * Bylaws Revision Vote
- * PWB Wine & Whiskey Pull

Sponsors

The Charlotte Observer
charlotteobserver.com

GRAPHICAL
CREATIONS INCORPORATED
VISUAL MARKETING

HP
HANKINPACK

WELLS FARGO

Home Mortgage

COSTNER
LAW



Piedmont
Natural Gas

Number of Reservations: _____ @ \$30/person Total Due: \$ _____

Name(s) Attending

Company Name

Phone # | Email Address

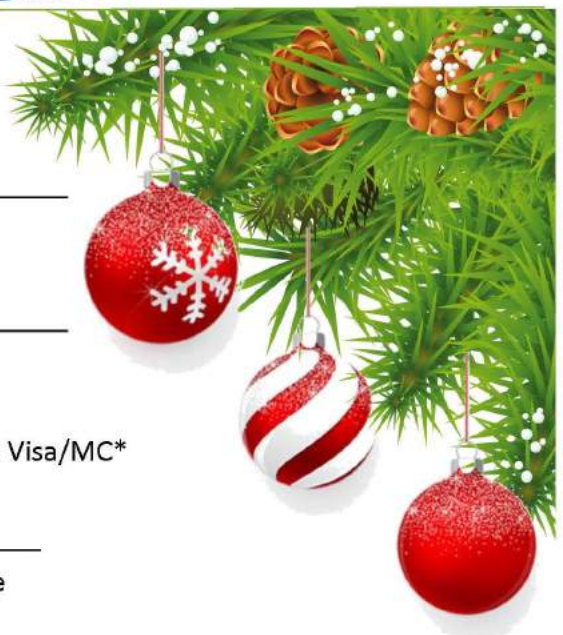
____ Check Enclosed _____ Invoice (Members Only) _____ Charge to Visa/MC*

Visa/Mastercard Number

Exp. Date

CVV

Signature



Cancellation will be accepted 5 days prior to the event. No Refunds or Credits will be given for cancellations or no-shows.

Home Builders Association of Greater Charlotte, 417 East Blvd., Ste 201, Charlotte, NC 28203
Office: 704.343.5330 email: tbutler@hbacharlotte.com



\$500 Exclusive Program Sponsorship

LDC Pushing Positive Policy Luncheon (Monthly) PWB Professional Development Programs (Bi-Monthly) SMC Millionaire Breakfast Club (Monthly)

Company representative will get 2 minutes to talk about their company and then introduce our moderator or speaker.

Your Company Logo will be featured on the announcement flyer and HBA website registration. Logo displayed on big screen backdrop behind the presenters during program and on tables throughout the room.

HBA welcomes sponsors to respectfully network. Sponsor can provide business cards, pens, or other gift items for participants to take with them.

- LDC Program schedule: 12pm lunch / networking - 12:15pm start - 1:00pm end
- PWB Program schedule: 3:30pm networking - 4:00pm start - 5:00pm end
- SMC Program schedule: 8am breakfast / networking - 8:30am start - 9:30am end

Promotion of program is announced in monthly newsletter, 2 blast emails to over 1,200 HBA members. Further recognition after program with newsletter review of program and on HBA social media.

Payment is appreciated prior to the program, once sponsorship is confirmed an invoice will be sent directly to you.

For any questions your HBA staff contact is Executive Officer, Tracy Butler
tbutler@hbacharlotte.com or call 704.343.5330 x4.





2024 Annual Partner Club

HOME BUILDERS
ASSOCIATION
OF GREATER CHARLOTTE

Recognition you cannot afford to miss!

Club Mission Partner Levels

All levels are negotiable with equal offerings of your choice for programs, events and publications offered.
Logo recognition at HBA Events, Programs, Communications, and Website with link included for all Partners.

TRADE PARTNER CLUB

Premier \$20,000 (value of \$50,000)

- MAME & Parade of Homes Presenting Recognition
- 2 Council Programs (LDC, PWB or SMC)
- 1 Primary Membership & 5 Affiliates
- Spring & Fall Golf Outing Title Recognition and Foursome
- Clay Shoot Title Recognition & 4 shooters
- Monthly 1.2k Member Communication logo

Platinum \$10,000 (valued over \$20,000)

- MAME & Parade of Homes Platinum Recognition
- 2 Council Programs (LDC, PWB or SMC)
- 1 Primary Membership & 3 Affiliates
- Spring & Fall Golf Outing Foursome & booth
- Clay Shoot 4 shooters
- Quarterly 1.2k Member Communication logo

Gold \$ 5,000 (valued over \$10,000)

- MAME & Parade of Homes Gold Recognition
- 1 Council Programs (LDC, PWB or SMC)
- 1 Primary Membership & 2 Affiliates
- Spring Golf Outing Foursome & booth
- Fall Golf Outing booth
- Clay Shoot Shirt Sponsor

Silver \$ 2,500 (valued over \$5,000)

- MAME Silver Recognition
- 1 Council Programs (LDC, PWB or SMC)
- Spring & Fall Golf Outing Booth
- Clay Shoot Station
- Social Event Quarterly (2) passes

Bronze \$ 1,000 (valued over \$2,500)

- MAME Bronze Recognition
- Spring & Fall Golf Outing Hole Sign
- Social Event Quarterly (1) pass

BUILDER CLUB

Estate \$20,000 (value of \$30,000)

- Five homes in Parade of Homes
- BIG MAME - 4 Entries, 4 Sales or Super Entries, 10 Gala tickets, Program Recognition, Photo Booth logo & Invitation recognition
- Spring & Fall Golf Outing Foursome
- Clay Shoot Four Shooters
- 1 Primary Membership & 5 Affiliates

Manor \$15,000 (value over \$23,000)

- Four homes in Parade of Homes
- MAME - 2 Entries, 2 Sales Entries, 5 Gala Tickets & Program Recognition
- Spring & Fall Golf Outing Foursome
- Clay Shoot Three Shooters
- 1 Primary Membership & 3 Affiliates

Villa \$ 7,500 (value over \$13,000)

- Two homes in Parade of Homes
- MAME - 2 Entries, 2 Sales Entries, 2 Gala Tickets, Program Recognition
- Spring & Fall Golf Outing Foursome
- Clay Shoot 2 Shooters
- 1 Primary Membership & 2 Affiliates

Ranch \$ 5,000 (value over \$10,000)

- One home in Parade of Homes
- MAME - 1 Entry, 2 Gala Ticket
- Spring & Fall Golf Outing Foursome
- Clay Shoot 2 Shooters
- 1 Primary Membership & 1 Affiliate

Ground Floor \$ 2,500 (value over \$5,000)

- MAME - 1 Entry, 2 Gala Tickets
- Spring & Fall Golf Outing Foursome
- 1 Primary Membership & 1 Affiliate

Register online at hbacharlotte.com to provide your payment and level of Club participation

Questions? Contact HBA Executive Officer, Tracy Butler, tbutler@hbacharlotte.com or 704.343.5330 x4

parade of homes

THE RESULTS



This year's Parade of Homes set a new standard on many levels. Internally we incorporated a new concept for marketing the Parade to consumers from ad designs, TV spots, Radio spots and social media.

Here are some of the results we are proud to share:

- 579k views on Social Media Daily on HBA Facebook Page, Parade of Homes Facebook Page, Explore CLT, Charlotte Business Journal, Yahoo News, Patch, WSOC TV, CLT Five, Charlotte Observer, Yelp, Charlotte on the Cheap, WCCB Charlotte's CW, Queen City News, Axios Charlotte (top viewers at 41.9k) and Explore Cabarrus.
- 150k+ Digital Impressions thru print outlets
- Target Emails thru Charlotte Observer
- 4 Full Page ads in Charlotte Observer & 1 in Mooresville Tribune
- Charlotte Observer Home Page takeover 4x
- TV spots = 100+, Streaming TV = 86k+ impressions & Radio spots = 170

This package deal resulted in many of the Parade of Home participants expressing their "well made" investment comments back to HBA staff sharing:

"Best Parade of Homes ever - hands down!"

"Over achieved expectations with consumers visiting homes BOTH weekends"

"Traffic was outstanding—we need more magazines!"

Parade Sponsors

Media Partner

The Charlotte Observer
charlotteobserver.com

Curb Appeal Sponsor

Taylor Morrison.

Foundation Sponsors

Pinnacle
FINANCIAL PARTNERS

Red Cedar
CAPITAL PARTNERS

JamesHardie

First National Bank

Annual Partners

COSTNER
LAW

GRAPHICAL
CREATIVE INTEGRATED
VISUAL MARKETING

Piedmont
Natural Gas

HP
HANKINPACK

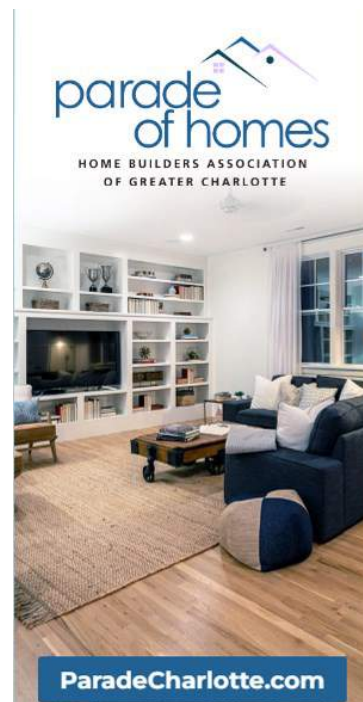
WELLS FARGO
Home Mortgage

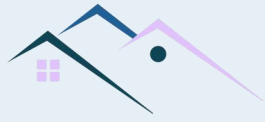
210
HOME BUYERS
WARRANTY

Cornerstone
HOME LENDING

Quantum
PIPER

[Check out the Parade Charlotte Facebook posts](#)





parade of homes

More Results

Parade Builder Winners

\$300k-\$400k

Silver: Stanley Martin Homes, The Hazlewood
Gold: Stanley Martin Homes, The Stapleton

\$425k-\$469k

Silver: Mattamy Homes, Appalachian French Country
Gold: Tri Pointe Homes, Plan 3

\$470k-\$499k

Silver: Taylor Morrison, Bali
Gold: Mattamy Homes, Sequoia Farmhouse

\$500k-525k

Silver: KB Homes, Bella Vista
Gold: Taylor Morrison, Malta

\$540k-575k

Silver: KB Homes, The Hills
Gold: Taylor Morrison, Presley

\$600k-\$618k

Silver: Tri Pointe Homes, Knox
Gold: Taylor Morrison, Pembroke

\$620k-655k

Silver: Taylor Morrison, Waverly
Gold: David Weekley Homes, Wedimere

\$700k-\$799k

Silver: Pulte Homes, Riverton
Gold: David Weekley Homes, Harwin*

\$800K-\$999k

Silver: Tri Pointe Homes, Plan 4
Gold: Kolter Homes: Paige

\$1M+

Gold: Keystone Custom Homes, Devonshire Manor*
Gold: Pulte Homes, Stonegate*

\$2M+

Silver: AR Homes, Cheval Fontainebleau
Gold: AR Homes, Hunts Point

***Received Perfect Score from Judges**

PEOPLES CHOICE

Caruso Homes, Avenel
Pulte Homes, Olmstead

Industry Judges came from throughout the state to professionally review the Parade Homes and came back with great enthusiasm from the homes CLT builders had to share. Each judged home received a certificate sharing a special feature their judges found in the homes adding bragging rights for potential home buyers.



Special SHOUT OUT to the Parade of Homes Committee

Bob	Zweier	Saussy Burbank
Tanner	Jordan	Caruso Homes
Magda	Esola	Brookline Homes
Kristi	Hooks	First National Bank
Jennifer	Sanders	JK Design Build dba Alair Homes
Dana	Byers	KB Home
Bob	Zweier	Saussy Burbank
Maria	Bansal	Stanley Martin Homes
Brooke	Moore	Taylor Morrison
Suzanne	Parker	The Charlotte Observer
Alma	Jacobs	Thomas Property Group
Valerie	Heritage	Tri Pointe Homes



September luncheon featured Wade Marotti, Director of Land & Water Resources, with Spangler Environmental. Wade brought up-to-date information about WOTUS and was very open about the interpretations USACE permitting requires that still is a process in flux is seems. Thank you to Wells Fargo Home Mortgage for brining your team and sponsoring the luncheon.



Witches Night Out moments and memories made with the Ladies & Men that attended

BUILDING PERMIT REPORTS THRU SEP 2023

Top Thirty Mecklenburg County Builders

Single Family Detached by Number of Permits

YEAR TO DATE 2023

	VALUE	QTY
LGI HOMES-NC***	27,037,224	252
PULTE HOMES	47,968,687	176
D R HORTON	33,861,568	128
MERITAGE HOMES	17,121,786	127
SOUTHCRAFT BUILDERS INC/JDSI	16,115,456	122
NORTHWAY HOMES	18,434,500	121
CENTURY COMM SOUTHEAST LLC	16,107,787	118
RED CEDAR CONSTRUCTION LLC	19,695,200	109
AMH DEVELOP NC GC LLC	20,967,901	97
SDH CHARLOTTE, LLC	14,559,593	89
KOLTER SIGNATURE HOMES	12,317,764	70
RYAN HOMES	8,121,622	68
KB HOME CHARLOTTE INC	11,279,803	64
TAYLOR MORRISON	13,898,039	61
EASTWOOD HOMES	10,459,810	44
MATTAMY HOMES	8,323,216	43
TRUE HOMES	7,617,199	43
LENNAR	7,615,285	41
WINDSOR SFR LLC***	7,429,828	40
CLASSICA HOMES	26,317,168	36
JCB URBAN CO	3,997,950	31
EHC HOMES LP	5,384,746	29
KEYSTONE CUSTOM HOMES	10,009,232	20
TOLL BROTHERS OF NC	5,193,853	20
VICTORY BUILDERS LLC***	2,464,000	16
SMURF BROTHERS LLC***	2,843,000	14
TRI POINTE HOMES INC	2,751,965	14
NIBLOCK HOMES LLC	5,039,139	13
ACCENT HOMES CAROLINAS	2,689,822	13
SLATE BUILDING GROUP LLC***	1,912,402	13
TOTAL	387,535,545	2,032

***Non HBAGC Member

Top Ten Cabarrus County Builders

Single Family by Number of Permits

YEAR TO DATE 2023

	VALUE	QTY
RYAN HOMES	11,924,945	77
PULTE HOMES	10,025,366	72
M/I HOMES	14,988,850	70
DR HORTON	11,017,770	67
TAYLOR MORRISON	7,927,600	39
NIBLOCK HOMES LLC	6,204,340	36
MERITAGE HOMES	4,472,685	36
EASTWOOD HOMES	6,626,045	35
PRESPRO	2,902,355	28
EHC HOMES	4,915,295	25
TOTAL	81,005,251	485

***Non HBAGC Member

Top Ten Gaston County Builders

Single Family by Number of Permits

YEAR TO DATE 2023

	VALUE	QTY
D.R. HORTON	108,187,331	267
TRUE HOMES	39,463,577	100
LGI HOMES-NC, LLC***	22,365,279	76
AMH DEVELOPMENT	21,994,274	57
RYAN HOMES	16,001,783	47
MERITAGE HOMES	14,263,464	36
TRI POINTE HOMES HOLDINGS, INC	15,128,864	24
EHCLLC	10,286,346	22
SLATE BUILDING GROUP LLC***	5,313,257	22
LENNAR CAROLINAS	9,611,856	19
TOTAL	262,616,031	670

***Non HBAGC Member

Want more detail by month?
[Click here for the reports posted
on the HBA website](#)

New Benefit program Exclusive for HBA Members in 2024: Housing Starts Deeper Dive Program

HBAGC provides an overview of the new home starts for the Counties we represent, those interested in more detail including parcel# and type of permit along with the company name and valuation will be able to sign up for this information for the low cost of \$200 per year. This will be sent to subscribers quarterly, electronically in an excel spreadsheet so you can sort the data provided in your own format. For our Builder members that are pulling these permits this report will be provided with no fee as an added benefit of your membership.

WELCOME OCTOBER NEW MEMBERS!

Company	Representative
Advanced Surface Solutions	Osuna, Rafael
Asmar Construction LLC	Asmar, Walid
BestHouse Films	Mencer-Aclise, Larry-Michael
Builders First Source	Foster, Harrison
CLASSICA HOMES LLC	Shinn, Bo
D. Savage Construction LLC	Savage, DaJuan
DG CONSTRUCTION AND MASONRY LLP	Gay, David
Garnet Construction Inc	Perera, Wayne
Holly Zurawski	Zurawski, Holly
House of Samara	Huntley, Samara
J & G ALL DESIGNER TILE & MARBLE LLC.	LOPEZ, ELISEO
Johnson Concrete Products	Weatherford, Ross
Jones Grading & Fencing	Jones, Nathaniel
Jorge Flores Rosas	Flores Rosas, Jorge
JPOrleans	Stallard, Garret
Langan Engineering and Environmental Services	Jankun, Ivan
MJG Contracting & Restoration Corp.	Garcia, Mario
Modl Technologies, LLC	Iagnemma, Michael
MT Electrical Services LLC	Boone, Patrick
Nance Brothers, LLC	Nance, Justin
Oscar E Construction LLC	Escamilla, Oscar
Proforce Pest Control	Majors Jr, Charles
Rosegate Mortgage, LLC	Wolken, Jon
Rosegate Mortgage, LLC	Huff, Collin
SABAOTH UTILITIES INC	Torres, Maria
Wells Fargo Home Mortgage	Rodden, Shannon
Wells Fargo Home Mortgage	Abbott, Chandler
Wilburn Associates	Wilburn, Branden
Wilson Construction Co.	Wilson, David



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 NAHB members **save between**
\$500-\$8,150 on vehicles & leases.

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of Home Builders

BUILD & SAVE
 NAHB members **save an average**
of \$2,648 on building materials.

SAVE NOW

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National Association
of Home Builders

2023 OCTOBER MEMBERSHIP RENEWALS

Company	Representative	Company	Representative
A-1 Electric Company of Charlotte, Inc.	Sparrow, Alan	JK Design Build dba Alair Homes	Johns, Duane
A-1 Quality Inc.	White, Kenny	KB Home - Charlotte	Murillo, Marbelia
Alan Simonini Homes	Tammaro, John	KB Home - Charlotte	Moore, Leah
Alward Masonry Contractors, Inc.	Alward, Don	KG Tile & Marble Inc.	Gallo, Klever
American Garage Door Systems	Nodine, Kelly	Killo Exterminating Co, Inc	Windham, Brian
Arthur Rutenberg Homes	Kuchenbrod, Kurt	Lagniappe Builders	Chuilli, Stephen
Arthur Rutenberg Homes	Dillard, Chris	Landmark Roofing	Phillips, Justin
Artisan Custom Homes	Johnstone, Jay	Lennar Carolinas, LLC	Landino, Locke
Ashley Jenkins Painting Contractors	Jenkins, Ashley	Lexington Masonry Inc	Resendiz Almazan, Luis
Atkinson Contractors, Inc.	Atkinson, Ryan	MDJ Construction Company, Inc.	Wartinger, Jason
Augusta Homes	Wrench, Ken	Metro Woodcrafter of NC, Inc.	Filion-Ashline, Nicole
B. Altman Contractors	Altman, Brad	Mills Grading, Inc.	Mills, Christy
Bar Green, Inc.	Whitlow, Gary	Misenheimer Construction Company	Misenheimer, Ken
Basinger Contracting Co.	Basinger, Jacob	Morrison Millwork	Blackwell, Butch
Bedford Falls Builders, Inc	DEJOHN, FRANK	Movement Mortgage	Lemos, Cher
Berny Carpentry LLC	Pina, Bernardo	OC Contractor LLC	Murillo, Henger
BFS/BAREFOOT/BIANCHI	Green, Bill	OnSite Development, LLC	McLoughlin, Jeffrey
Biggz Construction	Jackson, Thomas	Osborne Utility Construction, LLC	Osborne, Barbara
Bryant Electric of Charlotte, Inc	Bryant, Jim	Paragon Services Group, LLC	Tee, Jonathan
Cam-Ful Industries, Inc	Santucci, Rick	Perez Electric LLC	Perez, Bernardo
Canopy Realtor Association	DeCatsye, Anne Marie	Piedmont Natural Gas Co.	Marcum, Terry
CLASSICA HOMES LLC	SAINT, BILL	Randall Site Services, Inc.	Humphrey, Randy
Continental Glazing Inc.	Santos, Denis	Rauda Painting Inc.	Rauda, Jorge
CPI Security, Inc.	St. Antoine, Keith	Reigel Services, Inc.	Reigel, Sean
Dakota Contracting Company	Starkey, Mike	Residential Warranty Company LLC	Taylor, Fred
Davis Construction Services, LLC	Davis, Scott	RES-NC Construction	dunham, dan
Drake Builders, Inc.	Williams, Casey	RJ Ward Construction	Ward, Robert
Fields Masonry	Fields, Todd	RNC Landscaping and Hardscaping	Najera, Roberto
Gelacio Martinez	Martinez, Gelacio	Sherrill Structural Repair, Inc.	Sherrill, Joseph
Greater Charlotte Refrigeration	Thigpen, Barry	Skufca Law, PLLC	Skufca, Ron
Harkey Tile & Stone, LLC	Stedem, Don	Smith Douglas Homes	Chisholm, Matt
Hartsell & Williams, PA	Cornelius, Andrew	Spradley Wood Designs Inc	Spradley, Stephanie
HB Cantrell & Co	Abernathy, Leann	Team Hope Contractors LLC	Hunt, Rick
HHC Construction II, LLC	Castleman, Hays	TRI Pointe Homes	Heritage, Valerie
Hubert Whitlock Builders	Whitlock, Scott	United Community Bank	Ernest, Scott
Hughes Floor Covering, Inc	Hughes, Roy	Westhafer Enterprises, Ltd.	Westhafer, Mike
ISMAEL BALDERAS PINA	Balderas Pina, Ismael	Westwood, LLC	Gordon, Myles
Javier Construction	Banegas, Javier	Whitesides & Company Insurance	Cloninger, John



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PARTICIPATING MANUFACTURERS

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THE AVERAGE REBATE PER BUILDER/REMODELER COMPANY WHO PARTICIPATED IN 2022 WAS:

\$1,526.65



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Cassandra Snyder - *Marley Homes*

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Suzanne Parker - *The Charlotte Observer*

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Lisa Cortez - *Cornerstone Home Lending*

Tracie Bober - *Meritage Homes*

Frankie Franklin - *Kolter Homes*

Joe Padilla - *Smith Douglas Homes*

David Smith - *Barringer Homes*

Bob Zweier - *Saussy Burbank*

Think **hood** First

Do Business with a Member



Sun	Mon	Tue	Wed	Thu	Fri	Sat
			1	2 8:30a Cabarrus Chapter Committee 4:00a Gaston Chapter Committee	3	4
5	6 9:00a Bylaws & Policies Committee	7 12:30p Membership Committee 3:30p Build PAC Committee	8 11:30a PWB Council 2:00p Emerging Professionals Committee 3:00p MAME Committee	9 9:30a Parade of Homes Committee 12:00p-1:30p Land Development Committee Lunch 1:30p LDC Committee	10  3:00p Workforce Development Committee	11
12	13 10:30a Jack Tucker Memorial Texas Scramble Golf Tournament The Club at Irish Creek	14 8:00a-9:30a SMC Millionaires Breakfast Club 9:30p Sales & Marketing Council	15	16 10:00a Executive Meeting 10:30a Board of Directors Meeting	17	18
19	20	21	22	23 	24	25
26	27	28	29	30		



NEWSLETTER

HOME BUILDERS
ASSOCIATION
OF GREATER CHARLOTTE



Team Eastwood Homes takes home 1st place at the HBA Sport Clay Shoot event with a score of 285.

It was a perfect day for the event in picturesque Harmony, NC at the rustic Hunting Creek Preserves.

Shooters enjoyed 100 rounds, golf cart for easy travel, snacks and beverages on the course.

After they completed the course; scoring anticipation, lunch and cold adult beverages were waiting for them.



Event sponsors



WHATS INSIDE:

Upcoming Events

- Oct 3,4,5 - NCHBA 21st Century Building Expo & Conference
- Oct 12 - LDC Pushing Proactive Policy Luncheon
- Oct 14-15/21-22 - Parade of Homes
- Oct 17 - SMC Millionaire Breakfast Club
- Oct 20 - HBA Bridging Communication Gaps
- Oct 24 - PWB Witches Night Out
- Oct 26 - Private Bourbon Tasting for BUILD PAC
- Nov 13 - Fall Golf Tournament
- Dec 7 - SAVE THE DATE HBA Holiday Party

Legislative Updates: NCHBA & REBIC

New & Renewing Members

Membership Benefits



The Home Builders Association of Greater Charlotte offers means, support and opportunities for the Residential Building & Remodeling industry by providing resources that benefit industry professionals, consumers and the American Dream in the communities we serve.

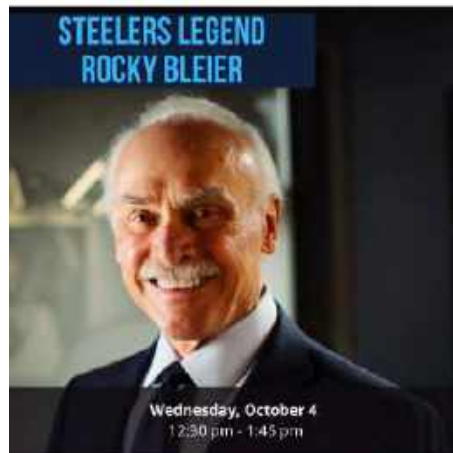


Stars Award Gala
 Tuesday, October 3rd
 7:30pm at Embassy Suites, Concord



Education Sessions offered daily
 Building Technology
 Business Management
 Customer Service
 Marketing
 Project Management
 NC Licensing Board for General Contractors

Exhibit Hall Hours
 October 4 from 10am-2:30p
 October 5 from 9am-2p



REGISTRATION IS OPEN!

- Keynote Speakers You Don't Want to Miss
- 30+ Classes, Approved for CE Credit
- Latest Building Products & Tech

Register at
www.21buildingexpo.com

October 3-5, 2023
 Concord Convention Center



Pushing Proactive Policy

land development
council

12:00p-1:30p
Thursday, October 12

Discussions and Insights



Ward Maroffi
Director, Land and Water Resources
Spangler Environmental, Inc.

- History of the Clean Water Act
- Waters of the United States: changes to features' jurisdictional status
- SCOTUS decisions: historical (Rapanos) and current (Sackett)
- Final Rule, updated on 8 September 2023: in place in less than half the US (NC, yes; SC, no)
- Interpretation of what is and is not considered an impact that requires USACE permitting

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Home Mortgage

2023 LDC Lunch Schedule

same location and time

Thu., Nov 9
Felix Obregon w/NCDOT

Thu., Dec 7
LDC Holiday Party, The Beverly

Lunch Included

\$20 per HBA Member | FREE for LDC Members
registered thru 6/30/23

Canopy Realtor Building

Room 101A
1120 Pearl Park Way, Charlotte

[**REGISTER HERE**](#)

2023



parade of homes

HOME BUILDERS ASSOCIATION OF GREATER CHARLOTTE

Parade Participants

AR Homes by Arthur Rutenberg
 Caruso Homes
 David Weekley Homes
 JCB Urban
 Kelly McArdle Construction
 Mattamy Homes
 Peters Custom Homes, Inc.
 Saussy Burbank
 Stanley Martin Homes
 Toll Brothers
 True Homes

Brookline Homes
 Century Communities
 Empire Communities
 KB Home
 Keystone Custom Homes
 Meritage Homes
 Pulte Homes
 SouthCraff Home Builders
 Taylor Morrison
 Tri Pointe Homes

11:00 am - 5:00 pm
 Saturdays & Sundays

10.14.23 - 10.15.23
 10.21.23 - 10.22.23

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HOME BUYERS WARRANTY

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PIPER

Millionaire Breakfast Club

Moderator: Bill Gallagher

October 17, 8:00am

Canopy Realtor Association
1120 Pearl Park Way, Room 101
Charlotte, NC 28204



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Opendoor

Abby Cornelius
Owner, Abby Cornelius Coaching

About the HBA SMC

The Sales & Marketing Council strives to connect members and provide a forum to exchange ideas, develop professional skills, give recognition and celebrate success while championing Diversity, Equity & Inclusion in the industry.

Membership:

\$100 annual dues also includes membership in the NAHB SMC. Visit HBACHarlotte.com for more info and to apply.

How to Rise and Shine in Your Career!

With over 17 years of experience in the dynamic field of homebuilding, Abby Cornelius honed her expertise at some of the nation's top five builders, Ryan Homes and Taylor Morrison. She has held a diverse range of roles that provided her with an unparalleled understanding of the industry from multiple perspectives.

Her presentation will empower attendees and drive their professional growth. This initiative is built on four fundamental pillars - or as Abby calls them, the 4 M's:

- MISSION ● MINDSET ● MOMENTUM ● MENTORSHIP

\$30 SMC Members | \$50 HBAGC Members

RSVP

Upcoming Millionaire Breakfast Club Topics:

November 14 - Scheduling for Success | *Whitney Hicks*

December 12 - Processes You Cannot Neglect | *Grady Thomas*

Sponsorship Opportunities Available - \$500 per Session

Includes 3-minute "commercial," hand-out to all attendees, and eblast announcement recognition.

REGISTER EARLY FOR THE BEST DEALS!



NAHB **IBS**™

Feb 27 - 29, 2024
Las Vegas

The **2024 NAHB International Builders' Show® (IBS)** is the biggest and best residential construction industry show of the year. Everyone who is anyone is at the Builders' Show. Be there to experience it all because **All Homes Start Here.**



Learn the latest industry strategies from industry experts.



Discover innovative industry products and trends.



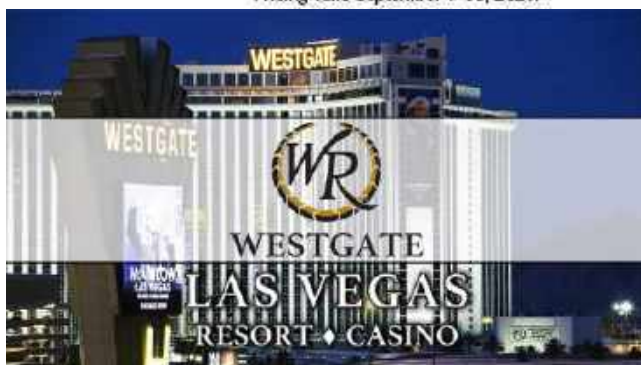
Connect with new business partners and suppliers.

Registration Opens September 1*

	NAHB Member	Non-Member
Expo Pass	\$0	\$50
Expo+Education Pass	\$425	\$600

* Pricing valid September 1-30, 2023.

The Westgate Las Vegas Resort & Casino is the official hotel for HBA Charlotte



BRIDGING COMMUNICATION GAPS



What works and what doesn't

Brought to you by the **Emerging Professionals Committee**

Friday, October 20, 2023
12p-1p | \$20 Lunch included
Saussy Burbank, 2550 W Tyvola Rd., Charlotte

Our panel of industry peers,
Alan Banks, Karla Knotts, Jenifer Gooch and Jennifer Sanders,
share their communication options and technologies that get results

Register Today!

Company Name

Attendee Name(s)

Email address

Phone #

Lunch (check one) Turkey Roast Beef Ham Salad w/ranch
All meals will come with chips and cookies

Payment type

Invoice (members only) Payment Enclosed Credit Card payment online

Sponsorship Available for \$250 includes 2 minute onsite
introduction of your business/services. (contact HBA staff)

Certificates...What A Piece Of...Paper!

How do builders get the additional paperwork they need? First, use a written subcontract that requires the paperwork. Be sure the subcontract requires the paperwork before the trade or vendor gets to the job-site, or at least before they get paid. Without all this, the requirement is hard to enforce. Next, be sure there is a system for tracking each file and know that each file will need refreshed at least once a year as the trade or vendors insurance renews. Lastly, be sure somebody with an insurance background reviews the files periodically for accuracy and adequacy.

Many builders and general contractors, and even some subcontractors, “endeavor” to get Certificates of Insurance from all the vendors who might be required to provide them. How are they “required?” Well, two ways come to mind. Formally, the insurance paperwork is required by the subcontract or vendor agreement involved. Agreed, many of these are signed and the work performed with the insurance documentation coming sometime after the fact. Most of what’s collected is both late and incomplete. Informally, certificates are collected because without them a builder/general contractor will face large audit premiums or denied claims. In any case, Certificates of Insurance are a part of business life that’s here to stay. What are some important considerations?

Certificates of Insurance are only representations of coverage from an agency (not an insurer) who “endeavors” to let people know. At the time of claim, Certificates of Insurance by themselves are pretty useless and do not empower the builder to hold a trade or vendor accountable. They are informational only. Additionally, an auditor may not accept a certificate as adequate

proof of insurance without the endorsements referenced in the certificate (an Additional Insured endorsement or Waiver of Subrogation, for example). In fact, many states have OUTLAWED Certificates without attached endorsements (AL, AZ, CT, DE, FL, GA, ID, IL, IN, IA, KS, KY, LA, MD, MA, MN, MS, NE, NJ, NM, ND, OH, OK, PA, RI, TX, VA, WI, WY). Certificates by themselves are worthless for the most part.

What items are the hardest to get that a builder/GC might need? The three that come to mind are:

- 1) 30 Days Notice of Cancellation (30d NOC)
- 2) Additional Insured status for Auto Liability
- 3) Per Project Aggregate

Each is important for their own reasons:

The 30d NOC is important in that a builder/GC needs more than 10 or 15 days to replace a trade/vendor in the event their insurance is canceled. Imagine trying to find a framer in two weeks mid way through a 50 home development. Most insurance carriers are reluctant to give more than the required notice (10 to 15 days is required by state law for when the premiums aren’t paid), but if there’s a claim and that framer is still on the job.....?

Additional Insured status for auto liability is key if the trade/vendor has a poorly fastened load that slides off their truck into a school bus full of lawyers children. The builder/GC will be named, since the load that slipped was intended for that project. It’s best the trade/vendor’s auto liability insurance is defending rather than the suit fall on the builder/GC’s insurance or pocketbook, right?

Lastly, the Per Project Aggregate can be important, especially if that trade/vendor is working on multiple projects for multiple customers throughout a given year. The typical \$2M of policy aggregate represented in the certificate is spread real thin if that trade’s materials causing multiple home claims is spread across 10 projects. In effect, that trade could have \$200k limits, not \$2M since the aggregate would otherwise be shared if there was no Per Project Aggregate endorsement.

Of course, the agent for the trade/vendor will state how costly, difficult and/or inconvenient getting endorsements is. Not your problem. If the trade/vendor can’t fulfill their written contract, why pay them? Find another. If you really need that particular trade/vendor, then pay the difference in costs instead of potentially giving them a blank check on your insurance at the time of claim. If coverage is that hard to get for most of your trades, consider a Wrap where much of the insurance is provided and controlled by you...and paid by them in bidding concessions up front.

In any case, builders/GCs need to do better formalizing their insurance requirements and enforcing them. Too many trades/vendors (and their agents) are blissfully ignoring the requirements at the builder/GC’s expense. At the time a large audit is due or big claim needs defended, will that trade/vendor “step up” and pay it out of their own pocket? Can they? Why would they?

Treacy Duerfeldt, Principal



FAULTY WORK SHOULD BE COVERED!

**While charging less premium and
providing needed expertise and service.**

**Exclusive General Liability, Builders Risk,
and Cyber/Smart Home Liability programs
to HBAGC members!**

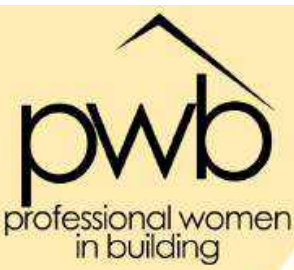
**Ask us how we might help get previously
denied claims re-opened!**

**Contact Mike Stelljes
at Lowry Insurance**

mstelljes@lowryassoc.com

(704) 779-1582





presents

WITCHES NIGHT OUT

Tuesday
October 24

5:00p-7:30p

No Cost to Participate

STIR

1422 S Tryon St
Charlotte, NC



**Parking Garages close by
for validation**



Join the PWB Council for a haunting night out! Wear a costume or a witches hat to join in the theme.

Starting at STIR then off to several walkable locations:

- The Gin Mill
- The Brickyard
- All American Pub
- Brigit's Irish Pub

Your food and drinks are on your tab



**REGISTER
HERE**



POLICY & LAW

Success flows through knowledge, so we inform our membership about the most relevant issues and policies with in-depth information and links to all pertinent resources. We focus primarily on the relevance and content of the recently adopted Charlotte UDO (Unified Development Ordinance) and share expert as well as third-party resources to help inform the decisions we must make to improve HOUSING AFFORDABILITY.

UDO (UNIFIED DEVELOPMENT ORDINANCE) FOR CITY OF CHARLOTTE, NC

The Positive Outcome We Want To Achieve:

The significance of the Unified Development Ordinance (UDO), that went into effect on June 1, 2023, is a landmark document. Our goal is to ensure ongoing improvements, changes, edits, and additions come to light using not only the spirit of cooperation, but will be manifested with an eye on watching this translated to real world issues.

As the voice of advocacy for our industry, we are keeping a keen and watchful eye on changes as they happen. Furthermore, an outcome that serves all is touched by all, so we encourage all those in our membership to read, review, and stay current with this document. [Link to the UDO document here.](#)

What We're Doing Now

As has been mentioned earlier in this space, there are “clean-up” items in the ordinance that need to be addressed along with other policy matters that need further attention. In an effort to help you track these requests for changes, and submit your own for requesting amendments to the UDO as issues arise, we have created a form for our members [To download that form, click here.](#)

We are also giving you a way to read and follow ALL change requests that have been made. [To see all current requests and their status, click here.](#)



During this episode of Getting Real with Rob, we are introduced to Dena R. Diorio, our Mecklenburg County Manager. Rob and she pack a lot of information into a 20-minute podcast, but her journey to become the very first woman to serve as County Manager for Mecklenburg County is a story worth hearing. After moving from the Northeast to Charlotte in 2007 to take the position as Director of the Department of Financial Services, (a time she was recognized as guiding the County through the fiscal crisis and implementing policies that significantly improved its financial position), she was then promoted in 2013 to Assistant County Manager, and in 2014 was selected to serve as County Manager.

Other topics include learning more about the amazing park system in Mecklenburg County, and her openness to having frank discussions with our members to meet our area's lack of affordable housing. “It's only going to get worse,” she states when speaking about this critical issue. “We can't do it alone. What we need are the experts to help guide us...” a clear invitation to our REBIC members to engage and engage now.

Make no mistake, Dena doesn't just speak about issues, she intends to find solutions. Listen to this episode now!

[Listen to the Podcast Episode here](#)



HBA Members are cordially invited to join us for an evening of Bourbon tasting and fine dining.

**6:00p Private Bourbon Tasting
7:00p Dinner
THURSDAY OCTOBER 26, 2023**

Link & Pin SOUTH END, 155 New Bern St., Charlotte *(NEW LOCATION)*

RSVP by October 20, 2023

___ @ \$350 per person or ___ \$500 per couple Private Bourbon Tasting & Dinner (limited 50)

This event is a BUILD-PAC Fundraiser that requires special rules for payment

Payment by Personal check enclosed* ___ Personal Credit Card* ___

Visa/Mastercard # ONLY

Exp Date

CVC#

Zip Code

Signature

*Net proceeds for BUILD-PAC. Payments must be from personal accounts, no company checks or credit cards allowed!

Company

Name(s)

Email Address

Contact Phone#

Home Builders Association of Greater Charlotte, 417 East Blvd., Ste 201, Charlotte, NC 28203
O: (704) 343-5330 x4 Email: tbutler@hbacharlotte.com

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Name	Score	Company
Ben Stevens	39	Thomas & Hutton
Bobby Landires	26	Price Brothers
Brandon Smith	36	BFS/Barefood/Bianchi
Caleb Fox	43	Falcone Crawl Space / S3S
Carl Peterson	63	Piedmont
Carl Senn	61	Price Brothers
Chris Jones	12	Falcone Crawl Space / S3S
Craig	38	Thomas & Hutton
Dariel Dellinger	68	Eastwood Homes
Doug Brown	62	Eastwood Homes
Ivan Jankun	31	Lanagan Engineering
Jake Cohen	52	BFS/Barefood/Bianchi
Jason Cloninger	82	Eastwood Homes
Jeff Dordick	39	Barron Design
Jeremy Miller	49	JDS Consulting
John Chasen	66	Piedmont
John Fagg	66	Eastwood Homes
Kobly Morton	86	BFS/Barefood/Bianchi
Kurt Hein	57	Green Fiber
Matthew Kiker	66	Thomas & Hutton
Michael Tucker	61	BFS/Barefood/Bianchi
Mike Purgason	54	Price Brothers
Mike Rayano	63	Price Brothers
Mike Seibert	21	Falcone Crawl Space / S3S
Mike Small	69	Eastwood Homes
Nathan	41	Thomas & Hutton
Pete Baldus	41	Falcone Crawl Space / S3S
Randy Bost	72	Piedmont
Rex Gosnell	28	Falcone Crawl Space / S3S
Robert Phillips	26	Price Brothers
Terry Marcum	52	Piedmont
Tony Lewis	44	Price Brothers
Travis Jones	62	Falcone Crawl Space / S3S





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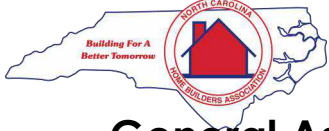
BIANCHI
TRIM TO FIT

1ST PLACE

2ND PLACE



Company	Team Score
Eastwood Homes Cornerstone Home Loans	285
Piedmont Natural Gas	253
Builder First Source / Barefoot / Bianchi	235
Price Brothers	222
Thomas & Hutton	184
Barron Design Green Fiber JD Consulting Lanagan Engineering	176
Falcone Crawl Space / S3S	174



NCHBA LEGISLATIVE UPDATES

General Assembly Enacts Budget Containing NCHBA Provisions

After months of intense negotiation, the leadership of the House and Senate finally agreed to a budget for fiscal years 2023 and 2024. The conference report for [HB 259 \(2023 Appropriations Act\)](#) was then approved in separate votes. The bill will shortly be submitted to Governor Cooper who has stated that he will let it become law without his signature. Thus, the bill will become law 10 days after the Governor receives it.

Despite the fact that the GOP possesses a supermajority in both chambers, there were significant differences to be resolved in the budget versions approved by the House on April 6 and the Senate on May 18.

NCHBA worked closely with key legislators to include several significant provisions in the conference report. They are:

Continued Funding for the Be Pro Be Proud NC Initiative

The Be Pro Be Proud NC program continues to draw strong support from the General Assembly. This program funds a traveling exhibition of two custom-built tractor trailers designed to showcase careers in the trades for middle and high school students.

Critical Workers' Compensation Law Fix

NCHBA Legal Counsel Mike Carpenter, along with his counterparts at the NC Retail Merchants Association and the NC Chamber, led a business coalition in an effort to legislatively reverse these decisions and restore the cap. We were able to successfully negotiate language with representatives of the plaintiff's bar to accomplish this goal and this language was inserted into the budget conference report.

OSHA Citation Time Limitation Restored

Prior to 2022, the time period for the issuance of an OSHA citation was set out in the law as "six months following the occurrence of any violation." In last year's budget conference report, the language was altered, at the behest of the Department of Labor, to provide that this time

period was "six months following the initiation of an inspection by the Director."

NCHBA and the NC Chamber led the successful effort to restore the prior language which was included in this bill. A special shout out to Senator Brent Jackson (R-Sampson), the Senate's chief budget writer, for restoring this language.

New Stormwater Permit Shot Clock and Other DEQ Permit Reforms

The new "shot clock" procedure requires DEQ to determine if an application is administratively complete within 10 working days of receipt. If administratively complete, DEQ has 60-calendar days to complete its technical review. If additional information is needed during that period, DEQ has an additional 30-calendar days to complete the review after submission of the requested material. As a result of this reform, DEQ asked to eliminate the "fast track stormwater permit option" in order to consolidate the department's focus on the new review process which we agreed to do.

Other provisions supported by NCHBA prohibit DEQ from refusing to accept an application for a permit, authorization or certification or refuse to issue same "based solely on the failure of an applicant to obtain another permit, authorization or certificate required for the same project." This language is specifically included in the erosion and sedimentation control statutes applicable to both state and locally delegated programs.

Fix Major Loophole in Rulemaking Process

Along with other business groups, NCHBA worked to include language in the budget conference report which now requires an agency to withdraw a rule which is objected to by the RRC which will automatically end the temporary rule. Additional language applies this requirement to the EMC's refusal to withdraw its illegal wetland rule.

Commissioner of Insurance Will No Longer be the State Fire Marshal



**Jack Tucker
Memorial**

**Texas Scramble
Golf Tournament**

Monday, November 13
10:30 Check-in
11:30 Tee Time

The Club at Irish Creek
1196 Fairway Drive
Kannapolis NC

\$125 per golfer: golf, cart,
range balls, lunch, beverages,
snacks and contests.

Texas Scramble will require handicap info at registration

Sponsorships

- Presenting Sponsor \$1,000**
EXCLUSIVE—Limited to one Company. Two (2) Teams, Marketing display and signage at registration, option to provide branded bags as golfer gift bags and provide item for goody bag. Recognition on invitation and golf program.
- Premium Hole \$750**
One (1) Team included, signage at hole, option to staff hole with marketing display, give-a-ways, etc. Option to include items in goody bags. Lunch provided for hole volunteer/staff (limit 2).
- Hole in One \$800**
One (1) Team includes, signage at hole, display, give-a-ways and lunch provided for volunteer/staff (limit 2). *Must provide "witness" staff all day.*
- Lunch Sponsor \$500**
Logo on the box lunches, registration and golf program. Option to include item in the goody bag.
- Beverage Cart \$500**
Signage at registration and cart. Drive the cart to bring golfers beverages (limit 2) with lunch provided. Recognition in golf program. Option to include items in goody bags.
- Standard Hole \$300**
Signage at hole, option to staff hole with marketing display, give-a-ways, etc. Option to include items in goody bags. Lunch provided for hole volunteer/staff (limit 2).
- Contest Sponsor \$250**
Signage at hole, option to include items in goody bags. Contests include Longest Drive, Closest to the Pin and Longest Putt.

REGISTRATION

Player fee \$125 per person

Contact Name

Company

Email / Ph#

Player Name(s)

Sponsor Level

Non-HBA members add \$100 to sponsorship

Total \$ _____

\$20 Mulligan package for team available onsite

___ Invoice (members only)

___ Pay by credit card online at hbacharlotte.com

*Cancellations for Players/Sponsors must be received
by October 31 to qualify for a refund*

HBA, 417 East Blvd., Charlotte, NC 28203
704.343.5330 tbutler@hbacharlotte.com



\$500 Exclusive Program Sponsorship

LDC Pushing Positive Policy Luncheon (Monthly) PWB Professional Development Programs (Bi-Monthly) SMC Millionaire Breakfast Club (Monthly)

Company representative will get 2 minutes to talk about their company and then introduce our moderator or speaker.

Your Company Logo will be featured on the announcement flyer and HBA website registration. Logo displayed on big screen backdrop behind the presenters during program and on tables throughout the room.

HBA welcomes sponsors to respectfully network. Sponsor can provide business cards, pens, or other gift items for participants to take with them.

- LDC Program schedule: 12pm lunch / networking - 12:15pm start - 1:00pm end
- PWB Program schedule: 3:30pm networking - 4:00pm start - 5:00pm end
- SMC Program schedule: 8am breakfast / networking - 8:30am start - 9:30am end

Promotion of program is announced in monthly newsletter, 2 blast emails to over 1,200 HBA members. Further recognition after program with newsletter review of program and on HBA social media.

Payment is appreciated prior to the program, once sponsorship is confirmed an invoice will be sent directly to you.

For any questions your HBA staff contact is Executive Officer, Tracy Butler
tbutler@hbacharlotte.com or call 704.343.5330 x4.

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Featured Speaker

Tim Miller
HBA's Executive Vice President

pwb PROFESSIONAL WOMEN IN BUILDING
Negotiating Your Worth
FEATURING SPEAKER

Michelle Brown Mathews
Senior Buyer Advisor
SPONSORED BY
BROOKLINE HOMES



2024 Annual Partner Club

HOME BUILDERS
ASSOCIATION
OF GREATER CHARLOTTE

Recognition you cannot afford to miss!

Club Mission Partner Levels

All levels are negotiable with equal offerings of your choice for programs, events and publications offered. Logo recognition at HBA Events, Programs, Communications, and Website with link included for all Partners.

TRADE PARTNER CLUB

Premier \$20,000 (value of \$50,000)

- MAME & Parade of Homes Presenting Recognition
- 2 Council Programs (LDC, PWB or SMC)
- Public Directory Full Page ad
- Spring & Fall Golf Outing Title Recognition and Foursome
- Clay Shoot Title Recognition & 4 shooters
- Monthly "Touch Program" logo that 1.2k members receive

Platinum \$10,000 (valued over \$20,000)

- MAME & Parade of Homes Platinum Recognition
- 2 Council Programs (LDC, PWB or SMC)
- Public Directory Half Page ad
- Spring & Fall Golf Outing Foursome & booth
- Clay Shoot Lunch Sponsor & 2 shooters
- Quarterly "Touch Program" logo that 1.2k members receive

Gold \$ 5,000 (valued over \$10,000)

- MAME & Parade of Homes Gold Recognition
- 1 Council Programs (LDC, PWB or SMC)
- Public Directory Quarter Page ad
- Spring & Fall Golf Outing Foursome & hole
- Clay Shoot Shirt Sponsor

Silver \$ 2,500 (valued over \$5,000)

- MAME Silver Recognition
- 1 Council Programs (LDC, PWB or SMC)
- Spring & Fall Golf Outing Booth
- Clay Shoot Shirt Sponsor
- Social Event Quarterly (2) passes

Bronze \$ 1,000 (valued over \$2,500)

- MAME Bronze Recognition
- Spring & Fall Golf Outing Booth
- Clay Shoot Shirt Station
- Social Event Quarterly (1) pass

BUILDER CLUB

Estate \$20,000 (value of \$30,000)

- Six homes in Parade of Homes
- BIG MAME - 4 Entries, 4 Sales or Super Entries, 10 Gala tickets, Recognition in Program, Photo Booth logo & Invitation recognition
- Spring & Fall Golf Outing Foursome
- Clay Shoot Four Shooters
- Public Directory Full Page ad
- Monthly "Touch Program" logo that 1.2k members receive

Manor \$15,000 (value over \$23,000)

- Four homes in Parade of Homes
- MAME - 2 Entries, 2 Sales Entries, 5 Gala Tickets & Recognition in Program
- Spring & Fall Golf Outing Foursome
- Clay Shoot Four Shooters
- Public Directory Half Page ad
- Quarterly "Touch Program" logo that 1.2k members receive

Villa \$ 7,500 (value over \$13,000)

- Two homes in Parade of Homes
- MAME - 2 Entries, 2 Sales Entries, 2 Gala Tickets, Recognition in Program
- Spring & Fall Golf Outing Foursome
- Clay Shoot Four Shooters
- Public Directory Half Page ad

Ranch \$ 5,000 (value over \$10,000)

- One home in Parade of Homes
- MAME - 1 Entries & 2 Gala Ticket, Recognition in Program
- Spring & Fall Golf Outing Foursome
- Clay Shoot 2 Shooters
- Public Directory Half Page ad

Register online at hbacharlotte.com to provide your payment and level of Club participation

Questions? Contact HBA Executive Officer, Tracy Butler, tbutler@hbacharlotte.com or 704.343.5330 x4

WELCOME SEPTEMBER NEW MEMBERS!

Company	Name
Avery Hall	Matias, Guillermo
Beechwood NCGC, LLC	Kardos, Bob
Blue Tops Luxury Kitchen & Bath Inc	Hernandez Viveros, Simon
Boardman Land Partners LLC	Shier, Aaron
Catamount Roofing Group LLC	Huitt, David
CD Philemon Grading & Trucking, Inc.	Philemon, Chris
Crescent Communities	Ficken, Rainer
Davis Window and Doors	Willbanks, Shawan
Ebenezer Construction Inc.	Giron, Daniel
First National Bank	Aldrete, Phillip
Forestar Group	Bunner, Jeremy
Greene Fabrication & Welding, LLC	Greene, James
ODC Construction LLC	Barnum, Joe
Quay Contracting Group LLC	Oxidine, Greyson
Ryan's Tile LLC	McGinnis, Matthew
Site Services of the Carolinas	Lunsford, Michael
Southern Build and Design, LLC	Coleman, Don
Stone Center - Landscape & Masonry	Nunez, Junn
Tarheel Building Group, LLC	Strauss, Gary
TDL Construction, Inc.	Loftin, Tony
Truxtun Building Group NC dba Charlotte Decks & Porches	Morris, Eli

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Exclusive discounts for the benefit of your business and your family
nahl.org/Savings

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Put your membership to work.

VEHICLE SHOPPING?
NAHB members **save between \$500-\$8,150** on vehicles & leases.

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NAHB
National Association of Home Builders

BUILD & SAVE
NAHB members **save an average of \$2,648** on building materials.

SAVE NOW

NAHB
National Association of Home Builders

2023 SEPTEMBER MEMBERSHIP RENEWALS

5th & Vine Construction, LLC	BREWER, KIMBERLY
Argeni's General Construction LLC	Diaz Lainez, Nelson
Arreola Framing, LLC	Arreola, Saul
Arthur J. Gallagher	Waley, JP
Arthur Rutenberg Homes	Genda, Mitch
Boon & Company Construction LLC	Boon, Eric
C and Company	Pappas, Camine & Ron
Cadenza Granite & Marble	Hannah, Ron
Crossville Studios	Bisset, Danielle
CSC Construction & Foundation Repair, LLC	Hamilton, Elizabeth
DL Cabinetry - Charlotte	Lu, Song
DPR Design	Nguyen, Hy
E&S General Services Inc	De Oliveira Lima, Edezio
Figueroa Renovations LLC	Munoz, Estaban
Gilbert Construction, LLC	Gilbert, Tammy
Grande Custom Builders	Jackovich, John
Habitat for Humanity - Matthews	Rivera-Patrick, Natisha
HECTOR MONCADA SANCHEZ CONSTRUCTION INC	MONCADA SANCHEZ, HECTOR
Home Tech Builders of NC	Jacques, Mark
Hunter Millwork, Inc.	Hunter, Ronnie
Innovative, LLC	Gregory, Jacob
JD & K Construction LLC	Lopez, Fausto
JM Gates Enterprises Inc. - DBA Certapro Painters of North Charlotte	Gates, Jace
Johnson Concrete Products	Jones, Ricky
K.L.C. Interior Trim Inc.	Silva, Kristin
KILLO CONSTRUCTION INC	TORRES, ROSMEL
King Farm Building Group LLC	King, Luke
Langan Engineering and Environmental Services, Inc.	Burns, Nate & Rhine, Jon
Mills & Rea Contracting, Inc	Mills, Jeff
Modern Living Development, LLC	Ghaffari, Ali
Morrison Millwork	Knapp, Issie
NEVER ENOUGH PERFORMANCE, dba NEP CONTRACTING	Beard, Robert
Niblock Development Corp	Little, Chad
Noble Building Group LLC	Carpenter, Travis
Opendoor	Rummage, Stacy
Pfahl Builders, Inc	Pfahl, Susan
Philip Thomas Construction, Inc	Thomas, Phil
Renewvations Unlimited LLC	Harpst, Russ
Ryan Homes	Kimak, Jared
SanHer Stucco & Lather, Inc	de Santiago, Carlos
Springdale Custom Builders	Seymour, Andrea
Stancil Painting and Services, Inc.	Widenhouse, Amber
STUCCO DELUXE INC	ESPARZA, GERARDO
Sunsouth Carolinas Inc	Calzadilla, Carlos
SunTrust Now Truist	Bernardo, Ken
T.R. Curlee Electric, Inc.	Curlee, Tommy
Taproot Construction, LLC	Arnold, Jim
The Erosion Company	Boyd, Jeff
The Verawood Group, LLC	Penland, Benjamin
VH PAINTING SERVICES LLC	Hernandez, Jorge
Zelaya Painting, LLC	Zelaya, Michelle



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info@HBArebates.com



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Think **hood** First

Do Business with a Member



Sun	Mon	Tue	Wed	Thu	Fri	Sat
1	2	3 NCHBA Board meeting / Stars Awards Gala, Concord NCHBA 21st Century Building Expo & Conference, Concord →	4	5	6	7
8	9  9:00a Bylaws & Policies Committee	10 9:00a Parade of Homes Sign & Magazine Pick Up 12:30p Membership Committee	11 11:30a PWB Council 2:00p Emerging Professionals Committee 3:30p MAME Committee	12 12:00p-1:30p Land Development Committee Lunch 3:30p Build PAC Committee	13 PARADE JUDGING 3:00p Workforce Development Committee	14 11a-5p PARADE OF HOMES
15 11a-5p PARADE OF HOMES	16	17 8:00a-9:30a SMC Millionaire Breakfast Club 9:30p Sales & Marketing Council	18	19 3:00p Finance Committee	20 12:00p-1:00p Bridging Communication Gaps EP Lunch 'n Learn	21 11a-5p PARADE OF HOMES
22 11a-5p PARADE OF HOMES	23	24 6:00p PWB Witch's Night Out	25	26 10:00a Executive Meeting 11:00a Board of Directors Meeting 6:00p HBA Build PAC Bourbon Tasting	27	28
29	30	31 				