



10300 Corporate Road South Prince George, VA 23805
hba@hbaofsouthside.com ~ 804-732-2742 ~ www.hbaofsouthside.com
June 2018

How About Our New Website?

Kudos and much appreciation go out to our current President, Drew Comstock for bringing a new look to our website; all while saving the association money by using his own time and resources. If you have checked it out, you'll recognize the symbols and info below. If you haven't, you need to go to www.hbaofsouthside.com as soon as possible. We'd love to hear your feedback. Check out page 4 for more "NEW" things coming to the Home Builders of Southside VA.

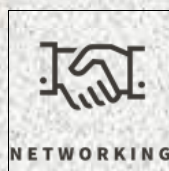
As we wrap up our April and May Membership Drive, the information below drives home even more the importance of being a member. After all, we don't just build houses, "We Build Communities!"

DID YOU KNOW...When you join your local home builders association, you also automatically became a member of the state association and NAHB. Your 3-in-1 membership means you have access to valuable resources that help you gain a competitive advantage. The five pillars of NAHB membership – knowledge, networking, expertise, advocacy and savings – form the foundation to build your future.



KNOWLEDGE

NAHB's educational programs give you the tools you need to gain an edge in the industry. Programs include courses and seminars, offered by in-person and online. Plus, NAHB professional designations provide opportunities to improve your skills and advance your career. NAHB's official bookstore, Builder-Books.com, offers members a discount on industry products and publications. [Learn more.](#)



NETWORKING

With 140,000 members from all areas of the housing industry, NAHB is a one-stop networking shop! NAHB, along with your state and local associations, provide countless ways for you to meet and build relationships with fellow professionals, future customers and suppliers. [Learn more](#)



EXPERTISE

NAHB members have access to expert staff advisors who can address your business questions. Our experts include distinguished economists, tax specialists, financial experts and regulatory and technical specialists. Members also benefit from economic analysis and housing research, as well as NAHB research into innovative building products and construction techniques. [Learn more.](#)



ADVOCACY

NAHB fights for our members on Capitol Hill, in your state and in the communities where you do business. We work hard to defeat excessive regulations and to protect your business. Our advocacy efforts include educating policymakers and the Administration, building successful coalitions, and mobilizing our grassroots on a range of issues. [Learn more.](#)



SAVINGS

NAHB's purchasing power means big savings for you! Your NAHB membership provides you discounts on vehicles, car rentals, shipping, office supplies, computers and more. In fact, NAHB members saved \$20 million in 2016 through the NAHB Member Advantage Program. [Learn more](#)

2018 Board of Directors



Drew Comstock, President
Gilbert C. Martin Co., Inc.



Larry Murphy, Vice President
Urban Development Corp.



Kathy LaMoreux, Treasurer
Construction & Property Inspection, Inc.



Darryl Clarke, Secretary
Mid South Building Supply



Skip Eastman, Vice President Associates
Weyerhaeuser



Brandy Nickel, Immediate Past President
Premier Insurance Agency



Jimmy Adkins, Builder Director
James E. Adkins Builder, Inc.



Pam Comstock, Builder Director
Gilbert C. Martin Co., Inc.



Jeff Camden, Builder Director
The Design Group, Inc.

We congratulate both Larry Murphy and Brandy Nickel for agreeing to represent Southside on the 2018-2019 HBAV Board of Directors. Larry will serve as Builder Director and Brandy as Associate Director. Thank you both for your willingness to serve! If this is a future interest to you, contact them for more details.



**HBASSVA
Past Presidents**

| | | | |
|------------------|------|-------------------|------|
| R. S. Rennicks | 1956 | H. Cooper | 1988 |
| G. Martin | 1957 | D. C. Vance | 1989 |
| M. Bogese, Sr. | 1958 | W. E. James | 1990 |
| M. Johnson, Sr. | 1959 | P. Comstock | 1991 |
| H. Costley | 1960 | O.B. Fulcher, Jr. | 1992 |
| G. Hastings, Jr. | 1961 | N. Jones, Jr. | 1993 |
| M. Squires | 1962 | R. H. Benton | 1994 |
| R. Specter | 1963 | D. Slaybaugh | 1995 |
| N. Barnes | 1964 | J. E. Adkins | 1996 |
| H. Costley | 1965 | D. R. Farren, Jr. | 1997 |
| G. Martin | 1966 | D. Plucinik | 1998 |
| G. J. Bogese | 1967 | W. Adams | 1999 |
| N. Barnes | 1968 | M. Finney | 2000 |
| R. Specter | 1969 | G. Irby | 2001 |
| R. Martz | 1970 | R. Bogese, Jr. | 2002 |
| R. Martz | 1971 | D. Plucinik | 2003 |
| J. Holloway | 1972 | C. W. Lundie | 2004 |
| R. Benton | 1973 | S. Moineau | 2005 |
| L. Brown | 1974 | J. Camden | 2006 |
| D. Pemberton | 1975 | J. E. Adkins | 2007 |
| N. Jones, Jr. | 1976 | H. Beverley | 2008 |
| J. Eades | 1977 | R. Martinko | 2009 |
| N. Jones, Jr. | 1978 | C. Waldrop | 2010 |
| G. Jordan | 1979 | K. Cutler | 2011 |
| C.R. Bogese, Sr. | 1980 | J. Camden | 2012 |
| R. Beasley | 1981 | O.B. Fulcher, Jr. | 2013 |
| M. Bogese, Jr. | 1982 | O.B. Fulcher, Jr. | 2014 |
| R. Lubman | 1983 | Leah Brantley | 2015 |
| R. Bogese, Jr. | 1984 | Leah Brantley | 2016 |
| M. Johnson, Jr. | 1985 | Brandy Nickel | 2017 |
| W. L. Bogese | 1986 | | |
| S. Specter | 1987 | | |

Past State Presidents

| | | | |
|----------------|------|------------------------|------|
| M. Johnson | 1961 | N. Barnes | 1979 |
| G. T. Hastings | 1966 | R. Specter | 1982 |
| M. Bogese, Sr. | 1972 | M. Bogese, Jr. | 1989 |
| | | C. Richard Bogese, Jr. | 2011 |

The Home Builders Association of Southside VA offers its sincerest condolences to the family, friends and colleagues of both Helen James who passed on January 26 and Mike Bogese, Jr. who passed on April 24. If we've missed anyone else, please advise.

**We Give Special THANKS
as we hope you do by working with
Our
2018 CORPORATE SPONSORS**

Presidential

Virginia Commonwealth Bank

Platinum

Builders FirstSource

Gold

Mid South Building Supply, Inc.

Silver

Heritage Chevrolet

Premier Insurance Agency

The Bank of Southside Virginia

Wells Fargo Home Mortgage

Weyerhaeuser

Bronze

Construction & Property Inspections, Inc.

N.B. Goodwyn & Sons, Inc.

Prince George Electric Cooperative

Riverside Brick & Supply

Vulcan Materials Company



What's New at Southside?

For starters, as we've already mentioned the website is new—check it out.

www.hbaofsouthside.com



We've also just launched a new logo...



Dues Hub rolling out soon!
See page 7 for more details.

HBA of Southside Virginia covers

The counties of Amelia, Brunswick, Charlotte, Southern Chesterfield, Dinwiddie, Greensville, Halifax, Henry, Lunenburg, Mecklenburg, Nottoway, Pittsylvania, Prince Edward, Prince George, Surry, Sussex, and the cities of Colonial Heights, Danville Hopewell, Martinsville, and Petersburg

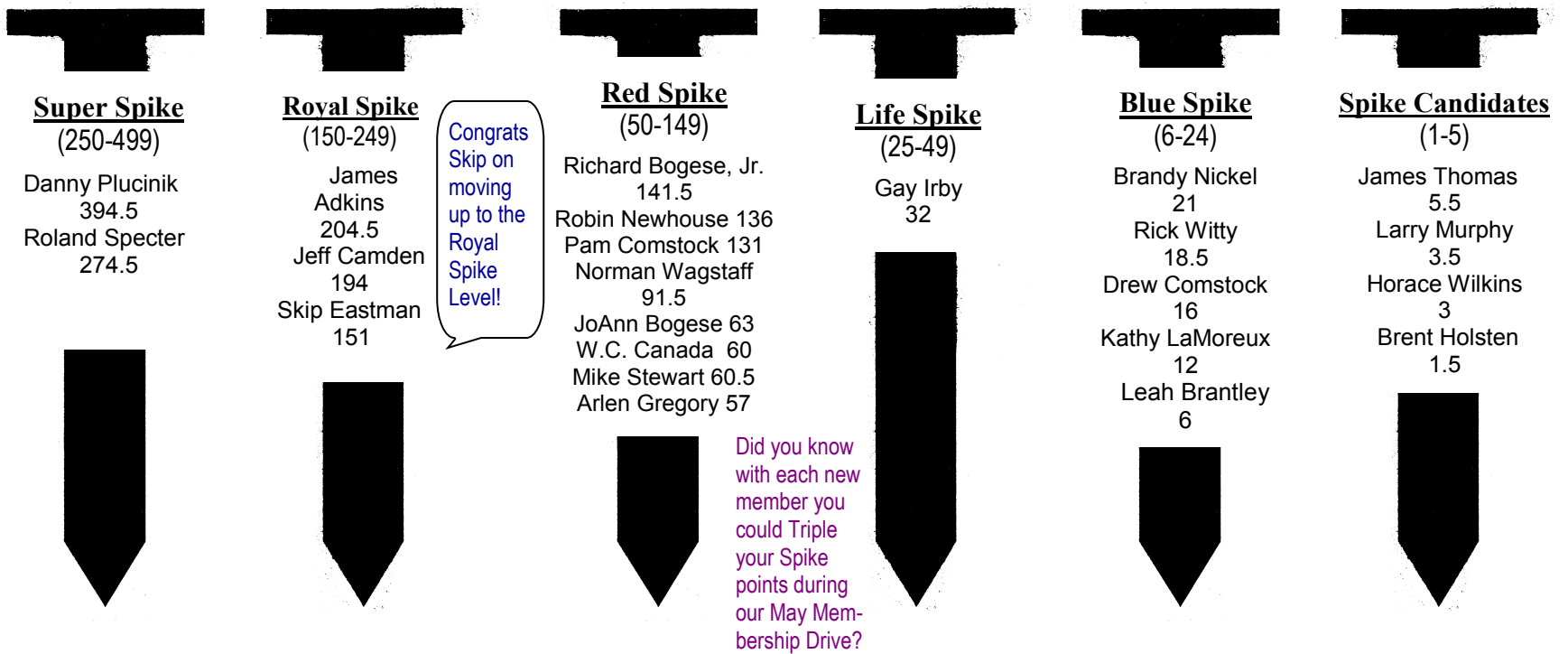
We want to know how we can better serve your area? How can we entice you to participate in the future of this Association? We need your feedback, we need your voice, we NEED YOU!

MEMBERSHIP BENEFITS

- ⇒ Having a Voice with Elected Leaders & Policy Makers
- ⇒ Money Saving Discounts thru NAHB -Builders Rebate Program
- ⇒ HBAV Insurance Agency
- ⇒ Anthem—Value Added Benefits—Free Group Life Insurance
- ⇒ Marketing Opportunities
- ⇒ Interacting with Building Industry leaders in Virginia!



Current Spike Standings Earned for Membership and Recruitment



HBAV Build PAC is HBAV's political action committee. Through voluntary contributions from YOU, it's members, HBAV Build PAC can help to preserve a positive political climate for the residential construction and development industry in Virginia.

A legacy of Membership Value may be better exemplified in the unprecedented Legislative and Regulatory Success of what has Passed and /or was Defeated. For more details on HBAV's history of success, visit the link below.

<http://www.hbav.com/wp-content/uploads/2018/01/2017-HBAV-Legacy-of-Legislative-and-Regulatory-Success.pdf>

Want to help support HBAV's Legislative and Regulatory advocacy efforts? Consider contributing to the HBAV Build PAC today!

All home builders, remodelers, developers, and industry trade partners, have YOU, the contributor and HBAV's government relations staff to THANK for advocating on their behalf.

THE VALUE OF ADVOCACY

\$7,500

Add up the dollar value of NAHB services and advocacy victories and you get an average of \$7,500 per housing start for a typical home builder. That figure demonstrates just how much value NAHB delivers for members. Below are selected advocacy victories achieved in 2017 that contribute to that number.



- \$1,600** Suspension of Beryllium Rule
- \$1,200** Reductions in Builder Taxes
- \$700** Protection of Builder Interest Deduction
- \$700** Elimination of Flawed Duct Proposal
- \$1,000** Preservation of Options in Building Codes

These numbers represent the value per housing start a typical builder will see in 2018 as a result of key NAHB advocacy victories achieved in 2017. Some members will experience more of these benefits than others.

We Build Communities.

valueofnahb.org



ARE YOU AWARE OF THIS HBAV MEMBER BENEFIT?



Redeem Your BPA in 3 easy steps!

100% of the cost for your BPA is covered by your Association Membership

BPA stands for Business Diagnostic & Plan of Actions and is an exclusive and private business planning tool from Small Business Growth Partners, developed through focusing on the issues of builders, remodelers, HBA Associate members and how to solve them.

01

GO TO SMALLBUSINESSGROWTHPARTNERS.COM

02

CLICK "REDEEM YOUR BPA"

03

CHOOSE "HBA MEMBERS"

**The deliverable is an extremely accurate and personalized 30+ page, step-by-step and time-based 12-month plan for you and your business.*

SMALL BUSINESS

TM

HBA VIRGINIA

GROWTH PARTNERS

**Continue to SUPPORT this
HBA further by
doing business with its
members!**

(see Website for full list)

**Thank you Southside Members
for Renewing
Your Membership!**

- Roland F. Jordan Electrical
- Rudy Hawkins Electrical
- Mitchell, Wiggins & Co LLP
- Koontz Brown Johnson Williams PC—
(Formerly Geo-Solutions)
- Wells Fargo Home Mortgage
- Brett Miller Builder
- Construction & Property Inspection
- Riverside Brick & Supply
- Interior 2000
- Mid South Building Supply, Inc.
- TriLake Granite & Stone Co.
- N.B. Goodwyn & Sons
- Finer Homes
- Virginia Commonwealth Bank
- Costen Flooring America—
(Formerly Costen Floors)
- Cardan Construction, Inc.
- James E. Adkins Builder, Inc.
- RCS Construction
- REICO Kitchen & Bath
- The Design Group, Inc.

As members of the **Home Builders Association of Southside Virginia** and the **National Association of Home Builders**, you are encouraged to take advantage of many money-saving discounts that benefit your business. The NAHB Member Advantage Program is the result of negotiated



agreements with national companies to provide members with additional ways to save.

If you need your NAHB Pin # or assistance in taking advantage of these discounts offered to you as a member, contact the HBA Office at 804-732-2742.



And...

Don't forget about HBAV's Rebate Program

Member Rebate Program

Free Member Benefit of the HBA of Virginia
www.HBAVrebates.com

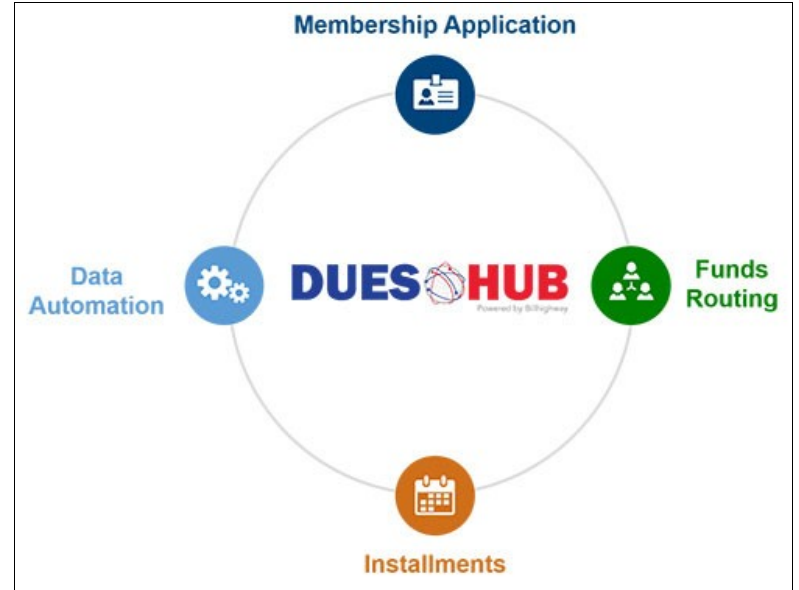




Coming Soon to this Association!

At the April Board of Directors meeting a motion was made and passed to enroll in the Dues Hub Program. By initiating this platform now we incur immediate savings to our Association in several ways. Highlights of this program are:

- ⇒ **Ability to apply and pay online.**
- ⇒ **Payment plans** will be simplified and accessible to all members. We will be able to offer payment options: Would you prefer one lump sum? Or chose to pay in 4 or 12 equal installments, small fee will apply?
- ⇒ **Auto-renewing** saves both time and money. You can automatically renew with the credit card on file.
- ⇒ **Credit card fees** will be distributed proportionately by local, state and national — and all automatically. This is an immediate savings as we currently pay the fee for all three levels.
- ⇒ Enrolling prior to the end of 2018, NAHB agrees to incur the 1% program fee through the year 2020. Another immediate savings.
- ⇒ This system will streamline membership and take care of a lot of the administrative work so we have more time to serve YOU the member.



Join us on June 11
for our
1st Outdoor Meeting
 Honoring Past, Present and
 Future Members!

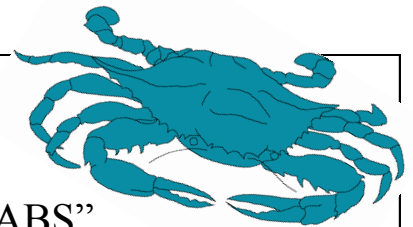
Reach out to a past member and encourage them to attend or a potential new member.

Please **RSVP** to
hba@hbaofsouthside.com

by May 31

Networking to begin at 6:00pm
Cost is \$30/pp or \$32.50/pp if billed.

The public is calling regularly so we are busy getting our “CRABS” in line for our



31st Annual

Crab Feast

Mark those calendars for
September 14, 5-8pm

Tickets will be out soon!
Watch for more details.

If you have an interest in Sponsoring or Volunteering in any way, give us a call as we populate those lists!

MIDSOUTH

Building Supply, Inc.

100% EMPLOYEE OWNED - 100% CUSTOMER COMMITTED

**SIDING • WINDOWS • DOORS
CABINETRY**

Quality products for your next remodeling project

4700 EUBANK ROAD • RICHMOND VA, 23231

WWW.MSBS.NET • (804) 652-0090



**YOU FIND YOUR DREAM HOME
We'll Clear Your Path.**

Locally owned and managed with mortgage bankers who are experts at eliminating the hassle of securing a loan, Virginia Commonwealth Bank is ready to *unlock the door to your dream home.*



STEPHANIE STABLES
Residential Loan Originator
(804) 518-2651
Cell: (804) 931-9168
stephanie.stables@vcb.bank
NMLS # 790951



SERVING: HOPEWELL, PETERSBURG, CHESTER & COLONIAL HEIGHTS