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 September 2018

31st Annual Crab Feast

The month of celebration has arrived; on September 14 we were to celebrate our 31st Annual Crab Feast event, but since Hurricane Florence was not invited and no tickets were to be sold at the gate, we rescheduled for the following Friday, September 21. We could not have asked for better weather, the food was top notch, the volunteers were amazing and ALL the attendees thanked us for a wonderful time, many leaving with happy full bellies saying, "That was so delicious, as always. See you next year!" THANK YOU, THANK YOU, THANK YOU to **everyone** involved, pre—during—after and hopefully forthcoming too!



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 will soon be voting on our 2019 Board of Directors.
Do you have an interest in serving on the Board or a Committee?
Please consider your role as a candidate, let us know.*



**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

*October is our
Fall Membership Drive Month!
Help your Association grow; sign
others up during October and receive
a gift card and triple your spike
points too!*

**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



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 Thank Tim Wilder and Gang from Kempsville Building Materials for hosting our first “Hard Hat” on August 31.

If you missed it, be sure to attend the next one. It was well attended, the food and beverages were exceptional and a couple of nice gifts were drawn. If you have an interest in hosting our next one, give us a call.

How can we 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 and HBAV 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

Super Spike (250-499)

Danny Plucinik
396
Roland Specter
275

Royal Spike (150-249)

James Adkins
204.5
Jeff Camden
194.5
Skip Eastman
152.5

Red Spike (50-149)

Richard Bogese, Jr.
142
Robin Newhouse
136.5
Pam Comstock 131
Norman Wagstaff
92.5
JoAnn Bogese 63
W.C. Canada 60
Mike Stewart 60.5
Arlen Gregory 57

Life Spike (25-49)

Gay Irby
32
Sandy Ridout
27.5

Blue Spike (6-24)

Brandy Nickel
21
Rick Witty
18.5
Drew Comstock
18.5
Kathy LaMoreux
12
Leah Brantley
6

Spike Candidates (1-5)

James Thomas
5.5
Larry Murphy
4.5
Horace Wilkins
3
Brent Holsten
1.5

Did you know with each new member you could Triple your Spike points during our October Membership Drive?



HBAV is dedicated to serving the business needs of Virginia home builders, remodelers, developers, and industry trade partners. To fulfill this commitment, HBAV's professional government relations staff proudly advocates on behalf of its members at the Virginia Capitol. Having HBAV advocate on your direct behalf and for the overall home building industry is a significant membership benefit. Each year on average, HBAV's experienced lobbyists act on over 150 pieces of legislation introduced by the Virginia General Assembly that would affect the housing climate in Virginia.

HBAV has a link on their website, which can be accessed through our website as well, so you can review HBAV's history of success. See how your donated PAC dollars are put to use. HBAV staff work closely with elected state officials and regulatory agencies in the development and adoption of regulations, codes and standards for housing with the goal of creating save, quality and common sense construction standards.

Want to help support HBAV's Legislative and Regulatory advocacy efforts? [Consider contributing to the HBAV Build PAC today!](#) The upcoming Golf Tournament on October 17 at the Massanutten Resort will benefit the PAC as well, please be supportive.



As a benefit of being a member, you have access to discounts and savings opportunities offered by many top companies. All programs, rates and prices are subject to change without notice.

NAHB members can access each program by visiting www.nahb.org/savings.

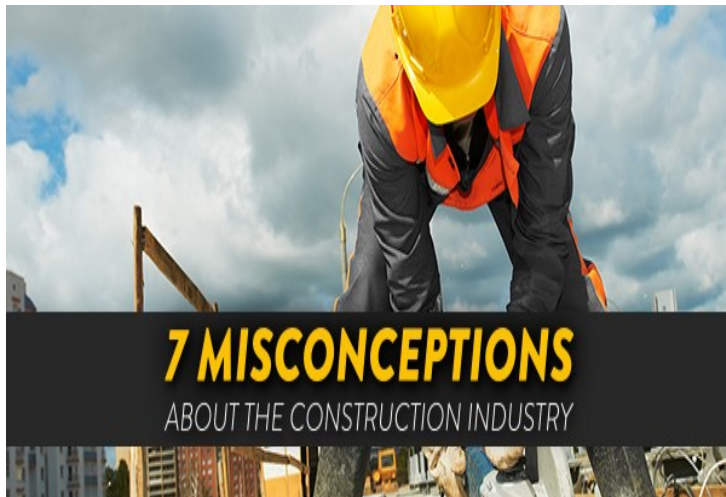
If you need assistance in your pin number or questions about accessing these programs we would be more than happy to help, call us.

Don't leave money on the table, you've earned these benefits by becoming a member!

Amazon, Capital One, General Motors, RAM, Lowes, Kabbage-NEW, Houzz, Geico, UPS, Dell, TSYS, etc. etc. visit today for more info.



- This Month's Featured Articles -



[Infographic] 7 Misconceptions About the Construction Industry

Regardless of profession or service, many industries are subject to a range of career misconceptions. Such myths can create detrimental perceptions about a potential career path, and the construction industry is no exception. While misinformation about the culture, conditions, and career opportunities in the building industry might give it a bad rep, we are here to put the rumors to rest.

[Take Me to the Infographic!](#)

This will take you to the Infographic...
<http://smallbusinessgrowthpartners.com/7-misconceptions-construction-industry/>



What It Takes to Be a Successful Construction Contractor

Building and growing your construction company takes hard work, focus, persistence, and the power to continue when everything seems to be crumbling around you.

[Read More!](#)

<http://smallbusinessgrowthpartners.com/what-it-takes-to-be-a-successful-construction-contractor-6-factors-to-focus-on/>



The HBAV started participating in a Pilot Program with a cutting edge small business growth firm, referred to us by the Wisconsin Builders Association.

They specialize in helping builders, remodelers, and trade businesses systematically grow their businesses, utilizing a proprietary process they have developed through concentrating on our industry.

The benefits also include this monthly educational newsletter and will include valuable ebooks, blogs and articles on marketing, hiring, sales, strategic planning, and other educational topics critical to the building, remodeling and trade industry.

This firm is completely private and does not work with the general public.

What they have offered us is 50 of their “BPAs” through a Pilot Program at **absolutely no cost to 50 HBAV members.**

Visit <http://unbouncepages.com/sbgp-bpa/> to start your BPA.

**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!**

Kempsville Building Materials

EA Holsten, Inc.

Toll Integrated Systems

Accurate Appraisal

Builders FirstSource

The Appliance Place

We also *WELCOME* our

Newest MEMBERS:

Poole & Poole Architecture, LLC

Nea May Poole, AIA

3736 Winterfield Road, Suite 102

Midlothian, VA 23113

804-225-0215 * jmalone@2pa.net

Pella Windows

Megan Harman

9830 Mayland Dr, Ste A

Richmond, VA 23233

804-273-7809 * mharman@pella386.com

As members of the
**Home Builders Association of Southside
Virginia**, the **Home Builders of 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.



SEE YOU AT ... HBAV's Annual Golf Tournament to support Build PAC on October 17 at Massanutten Resort, visit HBAV's website for details.



HBAV also offers numerous member benefits, don't forget to visit

Member Rebate Program

Free Member Benefit of the HBA of Virginia

www.HBAVrebates.com





Registration for the 2019 IBS is now OPEN!

NAHB **IBS**™ | FEBRUARY 19-21
LAS VEGAS

For those that attend regularly, all you need to know are the dates and that registration is now open. However, if you've never attended here are the things you need to know about the NAHB's International Builders' Show:

- ⇒ **Network. Learn. Build.** Attend the building industry's biggest event in Las Vegas!
- ⇒ **Exclusively for New NAHB Members** Take advantage of the best education in the building industry and see the latest products and services.
- ⇒ **Hottest Topics at IBS 2019** only at IBS can you learn about issues relevant to the industry.
- ⇒ **Be an Exhibitor or Ambassador** visit NAHB's website for more details.
- ⇒ See Opening Ceremonies Keynote Speaker Dana Carvey and stick around for the Closing Spike Concert with the Goo Goo Dolls
- ⇒ Visit <https://buildersshow.com/Home/> to meet the speakers, for more info or to register.

**Join us
October**



**25, from 5-7pm
Membership Mixer**

Mix and mingle with our State CEO Craig Toalson, our NAHB Rep Morgan Giovannucci and other members & associates. Bring a potential member to be entered into a drawing. No cost to attend. 2019 Slate of Officers to be presented.

Please **RSVP** to
hba@hbaofsouthside.com
by **October 22**

SAVE
THE DATE!

As a follow up to our
October Membership
Meeting

Mark those calendars for
November 29, 5-7pm

MEMBERSHIP MEETING

We will meet briefly to vote on the 2019
Slate of Officers and then network for the
remainder of the time!

No Cost to Members

Become a Certified Aging-in Place Specialist

Reach the fastest growing segment of the Remodeling Industry



The CAPS designation provides you with marketing techniques, design solutions and other expertise specific to the Aging-in-Place market to give you the advantage in remodeling and building homes for all ages.

Sponsored by the Home Building Association of Richmond

Certified Aging-in-Place Specialist

October 22-24, 2018 — Henrico, VA

Did you know that 78% of homeowners want to stay in their home as long as possible, regardless of age? Develop the knowledge, skills and techniques necessary to provide safe, livable homes for people of all ages and abilities by becoming a Certified Aging-in-Place Specialist.

Course Outline*

CAPS I: October 22, 2018 - 9:00 AM - 5:00 PM

Marketing & Communicating with the Aging in Place Client

See credit information below. Also approved for CE credit by AOTA.

CAPS II: October 23, 2018 - 9:00 AM - 5:00 PM

Design Concepts for Liveable Homes and Aging in Place

See credit information below. Also approved for CE credit for AIA, AOTA and AIBD.

CAPS III: October 24, 2018 - 9:00 AM - 5:00 PM

Details & Solutions for Liveable Homes and Aging in Place

See credit information below. Also approved for CE credit by AIA and AOTA.

*Each class provides six hours of continuing education credits for these NAHB designations: CGA, CGB, CGR, GMB, GMR, CSP, Master CSP, CMP, MIRM.

Register for October Courses Online Today!



Course Location:

Home Building Association of Richmond
400 North Ridge Rd. — Henrico, VA

Contact Shannon Amerson for CAPS questions at 804.282.0475 or samerson@hbar.org. All courses required for CAPS Designation. Visit nahb.org for CAPS Application and complete program information.



Cost:

NAHB Members: \$299/day (course)

Non-Members: \$349/day (course)



Online Registration:

<https://members.hbar.org/events/calendar/2018-10-01>

For registration related questions, please call (703) 928-4550.

Course Instructor



VINCE BUTLER
CAPS, GMR, GMB



BizTrainingNow.com
703-878-3300

Business training for small business owners & associations.

CAPS Certification — National Home Builders Association©

Since HBAR was holding a CAPS course the same month as us, we are joining forces. They are extending the offer to us and in the Spring we will do the same. Interested? Register Today!



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

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