



Building Business

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Builders Association
of Metro Augusta, Inc.
3732 Executive Center Drive
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706.860.2371

www.homebuildersaugusta.org

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MESSAGE FROM THE PRESIDENT

I am excited about leading the Builder's Association of Metro Augusta in 2010. Last year we faced many difficult issues and we faced them with professionalism and dignity. There will be other difficult issues to tackle this year and I have no doubt that by working together we can make the correct choices that will move our association forward and help our wonderful industry. I thank those who have volunteered to lead and to those who have joined our various councils and committees and I challenge the rest of you to get personally involved. If you're interested in a particular subject please attend one of the appropriate committees and let your voice be heard. Different opinions and different ideas are what make our association stronger than most. Together we can make 2010 a great year. I look forward to this exciting opportunity to be a part of a new growth in our association and our local economy. Please join me; take the challenge.



Sincerely,

Darren Gresham

President

2010 COMMITTEE CHAIRMEN:

Associates Council – Dorothy Brandon

Audit - Toxey Smith

Budget & Finance – Doug McMonigle

Constitution & Bylaws - Roy Tritt

Education – Greg Bowles

Governmental Affairs – Joey Brush

Membership – Tom Lifsey

Nominating – Doris Harrison

Public Relations – Rick Donaldson



Plan to attend the
**2010 MURPHY
KELL OPEN!**
SEE PAGE 6

Governmental Affairs Update

Joey Brush, GAC Chairman

On January 14th the GAC held it's first meeting of 2010.

Our industry came through a very difficult 2009 and we likely have a few more months ahead us before we can claim a healthy industry. For the most part however, our Local and State Governments have shown an interest in finding ways to help revitalize the building industry. With that in mind, we intend to be proactive by scheduling regular meetings with those officials to simply talk and learn before any specific problem arises. We have designated the 1st Tuesday of each month for these "Open Discussion Lunches", alternating between Richmond and Columbia Counties.

I truly believe that the better our communication with our Officials, quality and quantity, the more successful our businesses will be and the more prosperous our Counties will be. I look forward to working with our Committee to be asset to all the members of the Association. I count it an honor to serve as your Chairman.

*Joey Brush
GAC Chairman*



HBAG Winter Meeting

HBAG winter meeting will be February 23 & 24, Westin Peachtree Plaza. This year HBAG will be holding a MEET THE CANDIDATES – Meet candidates running for Governor on Tuesday the 23rd, 5:30-6:30 pm. There will be a Legislative Luncheon Wednesday the 24th, 11:30 am, The Depot. Tickets to the luncheon \$20. Go to www.hbag.org to register for the meetings and purchase tickets for the Legislative Luncheon.

FOCUS ON EDUCATION

Now more than ever, you need to stand out, and what a better way than with professional designations. Professional designations offer excellent opportunities to improve your skills, advance your career, and get recognized for



your commitment to professional growth. NAHB has the most targeted curriculum, accomplished teachers and widely respected education opportunities in the business. Greg Bowles is our Education Committee Chairman and he wants to know **what courses you need to increase your knowledge**. Please share your ideas on future courses, call 706-860-2371.

CENKER SCHOLARSHIP APPLICATIONS FOR 2010-2011 SCHOOL YEAR NOW BEING ACCEPTED!

MARCH 1 APPLICATION DEADLINE

The Lewis Cenger Scholarship Fund was created in 1977 by the Home Builders Association of Georgia to honor the late Lewis B Cenger, and Atlanta builder and lawyer who served as president of the National Association of Home Builders in 1974. He is the only Georgian to have served in that position.

Scholarships are awarded to qualified students at an accredited post-secondary institution or certified technical school who seeking a career directly related to the homebuilding industry.

Applications must be received by the Home Builders Association of Georgia no later than March 1, 2010. Go to HBAG website <http://www.hbag.org/> for complete criteria and application. Contact Jan Royals at 404-763-3453 with any questions.

Lead Based Paint Certified Renovator Training

Attention Remodelors, painters, drywallers, window installers, electricians, plumbers, carpenters and anyone who works on pre-1978 homes!

NEW EPA training requirements are now in place for Certified Renovators! The new EPA rules apply to contractors who renovate or repair housing, child-care facilities or schools built before 1978. Under the new rules, trained contractors and workers must follow lead-safe work practice standards to reduce potential exposure to dangerous levels of lead during renovation and repair activities. The requirements apply to anyone who could potentially expose children to lead dust during their work.

In April 2010, this certification will become **MANDATORY** for anyone who could potentially expose children to lead dust. Make sure your firm is ready for this new regulatory mandate by taking our Lead Renovation, Repair and Painting course... **BEFORE** the deadline hits!!

Regulations go into effect on April 22, 2010. If you work on any building built prior to 1978 you must be certified as a Firm and you must have a certified renovator on staff. There will be a rush to get trained as April approaches, better act early. **Non-Compliance carries a \$32,500 per day fine.**

Only 3 classes available!!!! Each class will be limited to 30 people so call quickly to make your reservation! Courses will be held on **Feb 23, 24, and 25th.** ACES, INC. will be providing the course.

Please call ACES, Inc. (706-262-2000) for reservations, cost and location.

"Builders, as well as vendors, should make every effort to be at next year's show. The contacts you make are invaluable in furthering your business."

Charlie Eison, Attendee-Builder
Care-Bilt, Inc.

Save the Date!

The Southeast's biggest building show for the homebuilding and remodeling industry.



May 13-15, 2010
Georgia World Congress Center
Atlanta, Georgia
www.southernbuildingshow.com

Get Ready to Grow!

Email connie@southernbuildingshow.com
to receive advance registration information

NEW LOCATION!
Georgia World
Congress Center

NEW FOR 2010!
Co-location with the
International Window
Coverings EXPO

EARLIER DATES!
May 13-15, 2010

**The
Building
Show**

**In Your
Own
Backyard**

Registration and Housing
Opens January 2010

Sponsored by:



MEMBERSHIP CORNER

Thank You for Renewing:

Accent Carpet and Hardwood – Tom Henderson
 ACHS Insurance Group – Michael Carraway
 Augusta Stump Master, Inc. – Tim Prince
 Bill Beazley Homes, Inc. – Bill Beazley
 Comcast – Tony Vaughn
 Crowell & Company, Inc. – John Crowell
 Gunn Construction Co. – Louie Gunn
 Integrity Painting LLC – Wayne Ferguson
 JHT Construction, Inc. – Joe Todd
 Kingsbury Custom Homes Inc. – Jack O'Tyson
 Malane Properties, LLC – Furman McElmurray
 Meehan of Augusta – Mark Hutchison
 Merchants Credit Bureau – Jack Connell
 Nathan Youngblood Builders – Nathan Youngblood
 Pinnacle Sales & Leasing Inc. – Troy Duckworth
 Powell Clearing & Grading – Gordon Powell
 Professional Home Builders Augusta – John Lifsey
 Richard Bird Builders, Inc – Doris Harrison
 Riverwood Land LLC – Wayne Millar
 Snelling Properties L.L.P – George Snelling
 StrucSure Home Warranty – Charles Sinclair

We Don't Want to Lose You!

BeGreen Products Inc. – Paul Meyer
 Cranston- Robertson-Whitehurst – Dennis Welch
 CSI Construction – Mike Hyde
 Griffin Electric Contracting – James Griffin
 Ken Sanders Masonry – Ken Sanders
 Martinez Cabinet & Millwork – Randal F Fowler
 R.E. Shearer Construction, Inc. – Robert Shearer



Heat Your Home Efficiently This Winter Season

As temperatures drop this winter season, one thing inevitable rises – your home fueling costs. According to the U.S. Department of Energy (DOE), families spend on average \$1,400 a year on home utility bills – with home heating and cooling making up to 46 percent of the cost. With this winter's forecast, ensuring your home is energy-wise is essential for your comfort and budget.

Here are some ways that you can keep the cold out and the costs down this winter:

Caulk and seal air leaks in your house. By reducing air leaks, an average household can cut 10 percent of their monthly energy bill. While sealing windows and doors can help, usually the worst culprits are utility cut-throughs for pipes (plumbing penetrations), unfinished spaces behind cupboards and closets, and gaps around chimneys and recessed lights. Your local builder or remodeler can recommend and energy auditor to help spot the inefficiencies.

Check your insulation. The DOE recommends you check and replace insulation in your home if you:

- Have a home built before 1980
- Are uncomfortable cold in the winter
- Build an extension or new addition onto your home
- Pay high energy bills

The places to check include the attic, ceilings, exterior walls, basemen walls and crawlspaces. When replacing insulation in all areas of your home, choose the attic as the most cost-effective. For attic insulation, make sure the R-value falls between 30 and 60.

Upgrade your thermostat. You can easily lower electricity bills by choosing to upgrade to a programmable thermostat, which automatically lowers the heat at night or when you are not home, which can save up to 10% on your annual heating bill.

Perform routine maintenance. Clean or replace filters on furnaces once a month, or as indicated by the manufacturer. Make sure radiators, baseboard heaters and war-air registers are clean of debris and are not being blocked by furniture or draperies.

As an added benefit, some energy-efficient improvements may qualify for a federal tax credit. Find more information about what qualifies at www.nahb.org/efficiencytaxcredit.

These are just the tip of the iceberg. For more tips on how to efficiently heat your home, as well as guidelines based on your type of home and climate, visit DOE's website at www.energysavers.gov

Council Corner

SALES AND MARKETING COUNCIL

SMC is jumping into 2010 with both feet! We are looking forward to an exciting year filled with informative General Membership meetings, our 2nd annual "New Home-A-Palooza", as well as numerous continuing education opportunities. You don't want to miss out on any of the events we are planning this year so keep your eyes open for information in the upcoming issues of Building Matters.

Our annual **Million Dollar Circle Awards Banquet** will take place on Thursday, February 25 at Savannah Rapids Pavilion. Cocktails and heavy Hors D'oeuvres will begin at 7:00 p.m. with the awards presentation starting at 7:30 p.m. If your SMC Dues were current and you submitted for an award as of December 15, 2009, you could be eligible for an award! Come and celebrate with us as we recognize those who have made outstanding contributions to our industry. **Also, if you would be interested in sponsoring this special event, please contact Erin Frye at the association office.**

COMMERCIAL BUILDERS COUNCIL

The Commercial Builders Council invites you to its February 25th Luncheon meeting. Lunch is being held at BAMA office at 11:30 a.m. This meeting is open to CBC members. NO WALK-INS; Reservations required. Please call 706-860-2371 or send an email to efrye@homebuildersaugusta.org

REMODELORS COUNCIL

Our 2010 first quarter meeting will be Wednesday, February 17 at 11:00 a.m. This will be an organizational meeting to prepare us for 2010. If you are interested in joining the RMC, we encourage you to attend the meeting!

Put Your Time & Effort Where You Make Your Money:

Building & Selling Your Homes

Let Us Handle Your Warranty Service

You specialize in building and selling. Bonded Builders Warranty Group (BBWG) specializes in warranty. By putting your warranty responsibilities in our hands, you:

- **Reduce** or eliminate warranty department expenses, like payroll, workers' comp, vehicle and equipment-related costs, etc.
- **Eliminate** warranty cost uncertainty with one premium paid at closing
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ASSOCIATES MAKE A

Difference!



Builders Association of Metro Augusta, Inc.
2010 MURPHY KELL OPEN

Forest Hills Golf Club on Monday, March 22, 2010
 11:30 a.m. Lunch • Shotgun start at 1:00 p.m.

▶ \$125 TOURNAMENT FEE INCLUDES:

Green fees, cart, beverages, GMM lunch, dinner, range balls, AND

- Putting contest* *conditional on sponsorship*
- Hole in One Contest* *conditional on sponsorship*
- Two raffle tickets for door prizes
- Closest to the Pin Contests
- Longest Drive Contest
- 50/50 cash raffle (for purchase – optional)

****Mulligans available at sign in table for purchase upon registration. Maximum of 2 may be purchased (\$5 each).**

We have great sponsorship opportunities for you! Mark the one(s) you want:

- | | |
|---|--|
| <input type="checkbox"/> \$20 DINNER ONLY (If you can't play, you and your staff join us for dinner!)
<input type="checkbox"/> \$100 HOLE SPONSOR (signage at the hole)
<input type="checkbox"/> \$250 TENT SPONSOR (your own tent and promotional items at the hole)
<input type="checkbox"/> \$200 LONGEST DRIVE SPONSOR (signage and recognition at dinner)
<input type="checkbox"/> \$200 CLOSEST TO THE HOLE SPONSOR (signage and recognition at dinner)
<input type="checkbox"/> \$350 BEVERAGE CART (signage; your drivers drive around with beverages) | <input type="checkbox"/> \$500 HOLE-IN-ONE SPONSOR (your own tent and promotional items at the hole, signage and recognition at dinner)
<input type="checkbox"/> \$500 PUTT FOR CASH SPONSOR (your own tent and promotional items at the hole, signage and recognition at dinner)
<input type="checkbox"/> \$1,250 SILVER LUNCH SPONSOR (2 green fees, signage and lunch speaker)
<input type="checkbox"/> \$2,000 GOLD DINNER SPONSOR (4 green fees, signage and dinner speaker) |
|---|--|

SOLD OUT

▶ LIMITED TO 128 PLAYERS! Registration deadline is Monday, March 15th

GOT A TEAM? TELL US WHO YOUR TEAM PLAYERS ARE:

1. _____ 3. _____
 2. _____ 4. _____

How many eating lunch? _____ How many eating dinner? _____

COMPANY NAME _____ CONTACT _____

EMAIL _____ PHONE _____

Enclosed is our check Charge (Visa/Master Card)

Card no.: _____ Exp. Date: _____ Sec.Code # _____

Signature: _____

NO REFUNDS. Return signed, COMPLETED application to the Builders Association, P.O. Box 211685 Augusta, GA 30917; Erin Frye: efrye@homebuildersaugusta.org; Fax: 706-860-2336

Sponsor payments and Green Fees MUST be RECEIVED NO LATER THAN MARCH 15th.



It's a sign of quality

Today's home buyers want energy savings, comfort and quality. That's why ENERGY STAR® qualified homes give new home builders and developers an obvious selling advantage.

Home buyers will also benefit greatly from a quality home that exceeds current Georgia standard building codes. And, third-party inspection verifies the energy performance, comfort, and quality of the home ensuring peace of mind for the home buyer and builder.

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BUILDERS ASSOCIATION OF METRO AUGUSTA

2010 Calendar of Events

F E B R U A R Y

- 2 Columbia Cty Commission, 4:00 p.m.,
Evans Govt Complex
- 2 Richmond Cty Commission, 2:00 p.m.,
Municipal Building
- 4 HBAG GAC conference call, 11:30 a.m. Association office
- 9 Membership Committee, 3:00 p.m. Association office
- 11 Governmental Affairs Committee, 10:30 a.m.,
Association office
- 11 HBAG GAC conference call, 11:30 a.m., Association office
- 16 Associates Council (Spring Golf committee), 10:30 a.m.,
Association office
- 16 Executive Committee, 11:30 a.m.
- 16 Richmond Cty Commission, 2:00 p.m.,
Municipal Building
- 16 Columbia Cty Commission, 4:00 p.m., Evans Govt
Complex
- 18 HBAG GAC Conference call, 11:30 a.m., Association office
- 22 Board of Directors Meeting, 12:30 p.m., Association office
- 25 CBC 1st Quarter meeting, 11:30 a.m. (RSVP)
Association office
- 25 HBAG GAC Conference Call, 11:30 a.m.
- 25 **SMC AWARDS BANQUET** 7:00 p.m. Savannah Rapids
Pavilion, *RSVP REQUIRED* no later than Friday, February
19. \$40/ person

M A R C H

- 2 Columbia Cty Commission, 4:00 p.m.,
Evans Govt Complex
- 2 Richmond Cty Commission, 2:00 p.m.,
Municipal Building
- 9 Membership Committee, 3:00 p.m. Association office
- 10 SMC BOARD Meeting, 10:00 a.m. Association office
- 11 Governmental Affairs Committee, 10:30 a.m.
Association office
- 15 Columbia Cty Construction Board, 4:00 p.m.
Evans Govt Complex
- 16 Richmond Cty Commission, 2:00 p.m.,
Municipal Building
- 16 Columbia Cty Commission, 4:00 p.m.,
Evans Govt Complex
- 17 **HAPPY ST. PATRICK'S DAY**
- 22 **MURPHY KELL GOLF TOURNAMENT/GMM**
Forest Hills Golf Course 11:30 a.m. Lunch &
General Membership Meeting
1:00 p.m. Shotgun Start
- 23 Executive Committee, 11:30 a.m.
- 29 Board of Directors Meeting, 12:30 p.m.,
Association office

V I S I T  O N L I N E

www.homebuildersaugusta.org

for the latest updates and event dates

O U R M I S S I O N

The Builders Association of Metro Augusta, Inc. is a non-profit trade organization chartered in 1956. It is dedicated to creating and promoting an ongoing successful environment for housing on behalf of its members and the citizens of metro Augusta.

The Association strives to enhance the business climate for its members and to provide affordable, quality housing in the area it serves. It conducts educational programs, disseminates trade and technical information, and promotes doing business with Association members for products and services.