



Building Business

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Builders Association
of Metro Augusta, Inc.
3732 Executive Center Drive
Martinez, Georgia 30907
706.860.2371

www.homebuildersaugusta.org

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**GMM
FISH
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PAGE 8



LAST CHANCE! Deadline MARCH 15th!

*The Builders Association is hosting their annual
Spring Golf Tournament*



Murphy Kell Open

Monday, March 22nd

Forest Hills Golf Club, Augusta GA

Lunch/Registration: 11:30 a.m.

Tee-Off: 1:00 p.m.

Cost: \$125

*Cost includes entry into all contests, 18-holes of golf, cart, range balls,
lunch, dinner, beverages and chance to win various prizes!*

*We have lots of fun and exciting contests this year, so
come out and join us to get in on the FUN!*

Call the Association office today at
706-860-2371 to register.



MESSAGE FROM THE PRESIDENT

2010 is in full swing and I hope all of you are taking advantage of the tax credit before it's too late. It's a wonderful tool to help sell houses. Another tool to help sell homes is the Builder's Association of Metro Augusta. Being a member provides some unique education possibilities that you can use in the marketing of your homes or products. Being an active member could lead you into some of the political issues that affect our industry including fighting legislation that will increase the cost of homes or supporting legislation that can decrease the cost. Every voice counts! Membership also provides opportunities for networking. The more contacts you can make, the more products you can sell. One such opportunity is our golf tournament, the Murphy Kell Open. 2010's edition will be held at Forest Hills Golf Club on Monday, March 22. Lunch begins at 11:30 with a shotgun start at 1 pm and dinner after. There are lots of networking opportunities at this great event, not to mention its just plain fun! Make sure to sign up a team or agree to one of the sponsorships available.



Membership is important to our association, but you will only get out of it what you put in. I invite you to be active in our association; it will not only enhance your professional life, but our entire industry as well.

Sincerely,
Darren Gresham
 President

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
- **Transfer** your workmanship, materials and structural risks to Bonded Builders
- **Provide** your buyers with peace-of-mind protection, adding value to your homes



Brent Morgan
 800-749-0381, x3810 www.BondedBuilders.com

Protecting the American Dream for Over 20 Years

TOP TEN REASONS TO BUILD GREEN



10. Reduce energy costs.
9. Improve the air quality in your home.
8. Reduce the costs of maintenance in homes.
7. Make your living space more comfortable.
6. Reduce home construction waste.
5. You'd be in good company.
4. It's easier than you think.
3. Have a positive effect on the world and the next generation's future.
2. Qualify for an energy efficient mortgage.
1. It's the right thing to do.

"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.



The Building Show

In Your Own Backyard

Sponsored by:



Registration and Housing
 Opens January 2010

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

MEMBERSHIP CORNER

WELCOME NEW MEMBERS!

Alternative Construction & Environmental Solutions, Inc. – Mark Hartz

Roofing Supply of Columbia, Inc. – Jody Beckham

W.S. Harris & Associates – Walter Harris

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

WANT TO WIN \$1,000?

That's right! The top recruiter can win \$1000 CASH in our new membership contest. We will be holding a membership telephone blitz. With only 2 hours work, you could win \$1000 cash. 2nd place wins \$250 and 3rd place wins \$100.

Also, anyone who gets a new member will get \$50. So for only a couple hours of work, you get paid if you get a new member. The membership committee will pick a date and time in the near future, so watch your email for more information.

All members are eligible! Complete rules will be explained when you call in to sign up. I hope to have at least 10 to 15 people participate.

Tom Lifsey

Membership Chairman

Council Corner

SALES AND MARKETING COUNCIL

SMC MEMBERS AWARDED FOR THEIR EFFORTS

On Thursday, February 25, the Sales and Marketing Council paid tribute to the Real Estate professionals who, in 2009, achieved the highest honors in our industry. They demonstrated excellence in real estate through production volume, education, community service, and professional ethics. The National Sales & Marketing Council was founded in 1962 to help builders sell homes more effectively. The council offers educational opportunities, awards and recognition programs as well as sales and marketing tools to its members. If you aren't a member, you're really missing out! Awards are earned based on new home sales volume. The categories are: Platinum – \$10 million +; Gold – \$5 to \$10 million; Silver – \$2 to \$5 million; Bronze – \$1 to \$2 million; Local Citations – \$500,000 to \$1 million.

SMC Banquet Sponsors: 2 Men and a Truck, Blanchard and Calhoun Real Estate, Crown Communities, Executive Partners Real Estate, Ivey Residential, Keystone Homes, Meybohm Realtors, Prudential Beazley Real Estate, StrucSure Home Warranty

BANQUET WINNERS:

Platinum: Nancy Price, Margaret Durst, Matt McDowell, Marla Telfair

Gold: Michelle Lockhart, Kathy Rawls, Nanda deLaurentys, Jamie McDowell, Stephanie Kernaghan, Carol Tapley, Scott Madaus, Erin Slade

Silver: Judy Pinson, Janet Robinson, Melvis Norman, Vernon Johnson, Susan Ogletree, Rachel Combs, Peggy Pennington, James Eddie Truett, Nancy Shealy, Claire Stone, Gayla Moore, Sylvia Kavanaugh, Roland Christophe, Gail Trzonkowski, Tara LaMantia, Beth Lannae Rainey, Chris Huffman, Phyllis Suggs, Lesia Hensley-Price, Farrah Barber, Cheryl King, Joyce Ducker, Brittany Thome, Greg Oldham

Bronze: Harriet Roney, Robert Lindroth, Donatella Armstrong, Nita Boeglen, Caroline Ashe, Robert Collins, Debbie Bourne

½ Million Dollar Citations: Ranissa Crosby-Scott

SMC Member of the Year: Caroline Ashe, Blanchard & Calhoun Real Estate

SMC Builder Executive of the Year:

Matt Ivey, Ivey Residential, LLC

Sales Manager, National Citation:

Rhonda Banks, Keystone Homes
Thomas Blanchard III, Blanchard and Calhoun Real Estate
Darnell Scott, Prudential Beazley Real Estate
Keith Lawrence, Meybohm Realtors

Community of the Year, Marketing Strategies –

Detached

50 or less homes – Riverwood Plantation

51 or more homes – Canterbury Farms

Attached

50 or less homes – Connor Place

51 or more homes – none

Best Selling Community of the Year –

Detached:

50 or less homes:

Number of homes: Richmond Estates, Crown Communities, 46 homes

Dollar Volume: Riverwood Plantation, Meybohm Realtors, \$9,672,453.00

51 or more homes:

Number of homes: Willhaven Estates, Crown Communities, 166 homes

Dollar Volume: Willhaven Estates, Crown Communities, \$29,701,179.50

Attached

50 or less Homes:

Number of Units: Connor Place, Meybohm Realtors 18 units

Dollar Volume: Connor Place, Meybohm Realtors, \$3,032,400.00

51 or more units: No entries

Sales Office of the Year 2009, Single Location: Meybohm Realtors, New Homes Division 608.12 Transaction Sides

New Home Site Agent of the Year

50 or Less Homes: Kathy Rawls, Riverwood Plantation Meybohm Realtors \$5,553,611.10

51 or More Homes: Marla Telfair, Willhaven Estates, Executive Partners Real Estate \$12,672,512.00

Best Community Entrance

50 or less homes: Crawford Creek

51 or more homes: Canterbury Farms

Best Special Sales Promotion

50 or less homes: River Island, Blanchard and Calhoun Real Estate

51 or more homes: No entries.

Rookie of the Year

Marla Telfair, Executive Partners Real Estate \$12,672,512.00

Best Website for a Community

50 or less homes: River Island, Blanchard and Calhoun Real Estate

51 or more homes: Canterbury Farms, Meybohm Realtors

Best Website for a Builder

Ivey Residential, LLC

REMODELORS COUNCIL

The Remodelors council will have their next meeting on Wednesday, April 14 at 11:30 at the Association office.

Please call the Association office to RSVP (706) 860-2371.

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.

S E M I N A R

2006 INTERNATIONAL RESIDENTIAL BUILDING CODE CHAPTER 3 8 Hours BUILDING PLANNING

Instructor: Richard E. Harmon, C.B.O.

Get Ready! Mark Your Calendar!

**The First of a Series of Four Seminars for 2010 begins on
April 28, 2010, at the Savannah Rapids Pavilion**

The Builder's Association of Metro Augusta, the Columbia County Development Services Division and the Columbia County Construction Board have joined together to present the first of four seminars for the year 2010.

These seminars are in preparation for the required hours of continuing education for licensed building contractors in the State of Georgia.

Your participation is needed to establish local free classes for the CEU requirement. By following the required state regulations for the classes the goal is to set the standard for the requirements throughout the state.

Only two requirements for admission to the seminars:

1. One of the following Georgia State licenses:
 - Residential Basic
 - Residential Light
2. A Copy of the 2006 International Residential Code.
(No exceptions) This is your ticket enter.

If you do not have a copy of the 2006 IRC you may order them from the ICC at www.iccsafe.org or call 1-888-422-7233.

REGISTER EARLY to get a seat. Only 40 seats available. To register, contact the Development Services Division at 706-312-7268 or come in to the Columbia County Permit and Inspection office at 630 Ronald Reagan Drive, Building A, Evans, GA 30809 and sign the registration book.



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.

Distinguish yourself as a leader in quality, energy-efficient construction and environmental stewardship with the ENERGY STAR new home program. Your homes will drive down energy costs for buyers and create desire for your quality. To learn how you can get a \$300 rebate for each all-electric ENERGY STAR home you build, call **Lee Abolghassem** at **706.650.5223** or **Anthony King** at **706.650.5211** or go to georgiapower.com/builder.



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*You better be hungry 'cause it's time for the annual
Builders Association of Metro Augusta's*

GMM FISH FRY

SPONSORED BY

BPAC OF THE CSRA



Where's It Going To Be?

Julian Smith Casino
at the corner of
Broad St. & Milledge Rd.

When's It Going to Be?

Monday, May 3
at 6:00 p.m.

What's Cooking?

Fried Fish with all the
fixins', baked chicken,
dessert and iced tea
(adult beverages
also available)



*Come out and enjoy
delicious food prepared by*

**DYE'S SOUTHERN
CATERING**

SPECIAL GUESTS:

*Our Local County Inspectors!
Help us thank them for
all their help!*

RSVP no later than

Thursday, April 29;

call 706-860-2371 or email

efrye@homebuildersaugusta.org

www.homebuildersaugusta.org

HOME BUYER TAX CREDITS

The Worker, Homeownership, and Business Assistance Act of 2009 has extended the tax credit of up to \$8,000 for qualified first-time home buyers purchasing a principal residence. It also authorized a tax credit of up to \$6,500 for qualified repeat home buyers.

\$8,000 First-time Home Buyer Tax Credit at a Glance

- The \$8,000 tax credit is for first-time home buyers only. For the tax credit program, the IRS defines a first-time home buyer as someone who has not owned a principal residence during the three-year period prior to the purchase.
- The tax credit does not have to be repaid unless the home is sold or ceases to be used as the buyer's principal residence within three years after the initial purchase.
- The tax credit is equal to 10 percent of the home's purchase price up to a maximum of \$8,000.
- The tax credit applies only to homes priced at \$800,000 or less.
- The tax credit now applies to sales occurring on or after January 1, 2009 and on or before April 30, 2010. However, in cases where a binding sales contract is signed by April 30, 2010, a home purchase completed by June 30, 2010 will qualify.
- For homes purchased on or after January 1, 2009 and on or before November 6, 2009, the income limits are \$75,000 for single taxpayers and \$150,000 for married couples filing jointly.
- For homes purchased after November 6, 2009 and on or before April 30, 2010, single taxpayers with incomes up to \$125,000 and married couples with incomes up to \$225,000 qualify for the full tax credit.

The \$6,500 Move-Up / Repeat Home Buyer Tax Credit at a Glance

- To be eligible to claim the tax credit, buyers must have owned and lived in their previous home for five consecutive years out of the last eight years.
- The tax credit does not have to be repaid unless the home is sold or ceases to be used as the buyer's principal residence within three years after the initial purchase.
- The tax credit is equal to 10 percent of the home's purchase price up to a maximum of \$6,500.
- The tax credit applies only to homes priced at \$800,000 or less.
- The credit is available for homes purchased after November 6, 2009 and on or before April 30, 2010. However, in cases where a binding sales contract is signed by April 30, 2010, the home purchase qualifies provided it is completed by June 30, 2010.
- Single taxpayers with incomes up to \$125,000 and married couples with incomes up to \$225,000 qualify for the full tax credit.

Governmental Affairs Update

Joey Brush, GAC Chairman

On the State level we have 3 primary issues we are closely following.

Rep. Lee Anderson is sponsoring a bill to delay tax assessments on new home construction until the home is closed or moved into. The 1st committee hearing on this important legislation is March 8th. We also have Bills in both Georgia and South Carolina to prevent the code implementation mandating the purchase of Fire Sprinkler Systems on all residential construction. The State Codes Council in Georgia just recently voted not to implement this Code change this year so we do have some time to explain our concerns to our Legislators. Unfortunately for our Builder Members who also build in South Carolina their Codes Council has voted to accept this revision. This means it is imperative to contact your South Carolina Legislators soon and advise and solicit support for the legislation. We are also closely following several moves to improve our current Impact Fee law in Georgia.

On the local level we had Richard Harman at our last GAC meeting primarily discussing Columbia County's pending revision of the Growth Management Plan. We had a lively discussion with some great questions from committee members. Richard also left a copy of the current Growth Management Plan at the BAMA office for members to educate themselves if you so chose. We are also have members working and monitoring the revision of the Sign ordinance.

I want to thank our dedicated GAC committee members who serve on many committees and advisory panels with our local Governments. This is the only way we can be effective. I also invite all BAMA members to attend our meetings on the 2nd Thursday of the month at 10am.

*Joey Brush
GAC Chairman*



BUILDERS ASSOCIATION OF METRO AUGUSTA

2010 Calendar of Events

M A R C H

- 2 Columbia County Commission, 4:00 p.m.,
Evans Govt Complex
- 2 Richmond County Commission, 2:00 p.m., Municipal Bldg
- 4 Audit Committee, 10:00 a.m., Association office
- 5 Associates Council/Spring Golf Committee,
10:00 a.m., Association office
- 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
- 11 Richmond County Construction Advisory Board,
3:30 p.m., Sand Hills Community Center
- 15 Columbia County Construction Board, 4:00 p.m.
Evans Govt Complex
- 16 Richmond County Commission, 2:00 p.m., Municipal Bldg
- 16 Columbia County 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

A P R I L

- 1-11 **MASTERS WEEK**
- 13 Membership Committee, 3:00 p.m.,
Association office
- 14 SMC Executive Committee, 10:00 a.m.,
Association office
- 14 RMC 2nd Quarter Meeting, 11:30 a.m.,
Association office
- 15 Governmental Affairs Committee, 10:30 a.m.,
Association office
- 20 Executive Committee Meeting, 11:30 a.m.,
Association office
- 22 BPAC Board Meeting, 10:00 a.m.,
Association office
- 26 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

OUR MISSION

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.