



# BUILDERS

Association

P. O. Box 1877, High Point, N. C. 27261 \* Phone/Fax 336-885-5687

[www.highpointbuilders.com](http://www.highpointbuilders.com)

FEBRUARY 2017

## 2017

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Sandy Buchanan—Executive Officer

Greetings to all members. I hope that you all survived January with your sanity intact and are looking forward to February and the longer daylight that awaits us as we edge closer to spring. I know I am.

At our January general membership meeting our new board and officers were sworn in. I want you to know that each and every one of us is available to help you in any way we can. Just ask!

We have a new member this month, Jeff Montenare with JNS Construction Company, Inc. here in High Point. Welcome Jeff! Speaking of membership we still need someone to step up to the plate and chair our Membership Committee. Michael Hague has done it for many years and is in process of moving his business and does not have the time to manage this position and the move at the same time. If you have any interest contact any Board member or Sandy in the office.

Our February GMM is happening on Valentine's Day, February 14<sup>th</sup>, at the Elks Lodge from 6 to 8pm. I don't know the menu but am pretty sure it will be special. Bring your significant other and have "a date" with us.

Craig Shoe  
2017 President

## ***2017 SPONSOR CLUB***

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### **A Big “Thank You” To Our Renewing Members (Full Membership)**

Builders FirstSource  
Deep River Builders, Inc.  
Garcia Framing, Inc.  
Hajoca  
J H Batten, Inc.  
Mid-State Plumbing Supply, Inc.  
Piedmont Triad Insurance Agency, Inc.  
Waste Industries  
Weeks Hardware Flooring

#### **WELCOME NEW MEMBER!**

**JRR Construction Corp.**  
Contact: Jose Ramirez

**JNS Construction Company, Inc.**  
Contact: Jeff Montenare

## 4 Steps to Ensure Firms's Labor Needs Are Met

Filed in [Business Management](#), [Education](#), [International Builders' Show](#) by [NAHB Now](#) on January 24, 2017

Many markets across the nation are grappling with chronic labor shortages. Many markets across the nation are grappling with chronic labor shortages.

At an International Builders' Show seminar in Orlando earlier this month, Brian Hall, vice president of construction at Charlotte, N.C.-based Classica Homes, outlined four steps his firm has taken to ensure it is the "builder of choice" in its local market.

**Hire the best of the best.** Hall says there are only two National Housing Quality (NHQ) certified trade contractors in Charlotte, and his firm does business with each of them. The [NHQ certified trade contractor program](#) was started by the [Home Innovation Research Labs](#), and the program's seal demonstrates a company's ongoing pro-active commitment to quality and continuous improvement.

**Provide an open-door communication policy.** Classica Homes holds quarterly and semiannual meetings with its trade suppliers to review its sales, starts and closings; current and upcoming land positions; and model and design studio needs. "Our trades are part of the new plan process," said Hall. Allowing the trades to review the plans enables them to provide constructive feedback to make the construction process more efficient for all the parties.

**Create a simple system.** Classica Homes has established a weekly schedule with its trade partners for each project and instituted a six-week look ahead. The weekly schedule also shows all upcoming starts. In addition, each trade partner has a drop box that highlights their specific schedule for each job, vendor orders, purchase orders, warranty work orders and lot-specific plans.

**Develop long-term partners.** "We treat our trades with respect and as true partners," said Hall. "I have never discussed a meeting with a trade partner where an issue was 100% their fault. We try to see things from their perspective." Classica Homes also works with its trades to help them grow their business and ensures that trades and suppliers are involved in all field training. During weekly builder meetings, the firm asks its trades and suppliers what it can do to help make them better and more efficient. "When you help trade partners with their bottom line it will help your bottom line," he said.

By putting these concepts into play, Classica Homes has established a system where it is 90% single source with its trades and suppliers. "We believe in long-term contracts and feel this system helps us to develop more consistency and loyalty among our suppliers, our trades and our team," said Hall.



**FEBRUARY 14, 2017  
GENERAL MEMBERSHIP MEETING  
6:00-8:00 PM**

Our February General Membership meeting will be held at The Elks Lodge in High Point, Tuesday, February 14 from 6:00 until 8:00 p.m.



**SPEAKER:** Steve Rayburn with Sandler Training

**COST:** This is included in your dues for one person, each additional person is \$30.

**RESERVATIONS:** Please, it is important you call Sandy by February 13 at 336-885-5687 to get your name on the reservation list. This includes members who are on the Standing Reservation List who cannot attend.

**PROSPECTIVE NEW MEMBER:** If you bring a prospective new member and it is their first time to attend a meeting, their dinner will be provided for FREE if they take an application and you call in their reservation by the cut-off date.

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## Member Advantage at a Glance

[www.nahb.org/ma](http://www.nahb.org/ma)

**Houzz** - Free access to Houzz Concierge Service, plus special discounts on local advertising programs and up to 10% off Houzz Shop products. Learn more at [www.houzz.com/NAHBmembers](http://www.houzz.com/NAHBmembers).

**FCA US LLC** - A \$500 cash allowance for members, employees and household family members. This offer is good toward many new models in the Chrysler, Dodge, Jeep®, Ram or FIAT® vehicle lineup and is stackable with most current local or national incentives. Visit [www.nahb.org/fca](http://www.nahb.org/fca) to learn more.

**Lowe's** - Visit [www.LowesForPros.com/NAHB](http://www.LowesForPros.com/NAHB) or call 877-435-2440 and register to save 2% on your Lowe's Accounts Receivable (LAR) purchases and free delivery on purchases over \$500. Save an additional 5% every day at the store when you mention the 5% at time of purchase and when using your LAR.

**General Motors** - \$500 private offer on most Buick, Chevrolet and GMC vehicles. Business owners receive a \$1000 private offer on select vehicles and may also qualify for additional incentives. Visit [www.nahb.org/gm](http://www.nahb.org/gm) to find out more.

**G&K Services** - Enjoy up to 20% guaranteed savings off standard pricing on uniforms, facility services, and direct purchase customized apparel. Visit [www.eMemberBenefits.com/NAHB](http://www.eMemberBenefits.com/NAHB) or call Your National Account Specialist at 713-967-6214 to request a quote or free site assessment.

**2-10 Home Buyers Warranty** - Visit [www.2-10.com/NAHB](http://www.2-10.com/NAHB) or call 855-280-1328 to receive exclusive access to discounts on select products, including the Builder Backed Service Program and the systems and appliances warranty.

**AXA Equitable** - Offers full-service, low-cost retirement plans that can help reduce taxes while saving for life in retirement. Visit [www.axa.com/nahb](http://www.axa.com/nahb) or call 800-523-1125, Option 3, Department 2046 and mention NAHB.

**UPS Savings Program & YRC Freight** - UPS discounts of up to 36% on a broad portfolio of shipping services. Savings of at least 70% on less-than-truckload shipments 150 lbs. or more with UPS Freight and YRC Freight. Visit [www.1800members.com/NAHB](http://www.1800members.com/NAHB) or call 800-MEMBERS (800-636-2377) for more information.

**TransFirst** - Payment solutions with average savings of 16% per year, web/mobile tools, credit card and eCheck processing and more. Free "Savings Analysis" call 800-613-0148 or visit [www.TransFirstAssociation.com/NAHB](http://www.TransFirstAssociation.com/NAHB).

**Dell** - Up to 30% off on all Dell computers. Call 800-757-8442 and mention NAHB or visit [www.dell.com/nahb](http://www.dell.com/nahb).

**Associated Petroleum Products (APP)** - Earn \$0.015 for EVERY gallon purchased using the APP Fuel Card program. Visit [www.associatedpetroleum.com/nahb](http://www.associatedpetroleum.com/nahb) to enroll or call 800-929-5243, Option 6 and mention NAHB.

**GEICO** - Exclusive NAHB discounts for members on auto insurance. Visit [www.geico.com/disc/nahb](http://www.geico.com/disc/nahb) or call 800-368-2734. Mention NAHB for auto, homeowners, and commercial auto quotes.

Revised 9.26.2016



## **Member Advantage at a Glance (continued)**

**Hertz** - Up to 20% off on rental cars and FREE Gold Plus Rewards membership. Visit [www.hertz.com/nahb](http://www.hertz.com/nahb), or call 800-654-2200 and use CDP# 51046.

**Avis** - Up to 25% off rental cars and FREE Avis Preferred Service membership at [www.avis.com/nahb](http://www.avis.com/nahb), or call 800-331-1212 and use AWD code G572900.

**Budget** - Up to 20% off rental cars and FREE Budget Fastbreak at [www.budget.com/nahb](http://www.budget.com/nahb), or call 800-283-4387 and use BCD code Z536900.

**Office Depot** - 10% off all delivery orders. Free shipping on orders of \$50 or more. Call 800-274-2753 and mention NAHB.

**Omaha Steaks** - Save 10%, in addition to any online specials. [www.OSincentives.com/promo/nahb](http://www.OSincentives.com/promo/nahb)

**Endless Vacation Rentals** - 25% discount on over 200,000 vacation rentals worldwide. Call 877-782-9387 and mention NAHB at time of reservation or go to [www.endlessvacationrentals.com/nahb](http://www.endlessvacationrentals.com/nahb).

**Wyndham Hotel Group** - 15% off at over 7,400 hotels. Call 877-670-7088 and mention ID 8000002688. Go to [www.nahb.org/ma](http://www.nahb.org/ma) and click on the Wyndham logo to find out more.

**FTD** - 20% off floral arrangements and gifts at [www.ftd.com/nahb](http://www.ftd.com/nahb) or call 800-SEND-FTD use code 17421.

Revised 9-26-2016



**SOCIAL  
FEBRUARY 23, 2017  
CLADDAGH RESTAURANT  
COME JOIN US FROM 6-8 PM!  
AND BRING A FRIEND**



## The National Housing Endowment (NHE) Student Scholarships



Building upon the proud history of NAHB's wide range of support for construction education, the National Housing Endowment, Home Builders Institute (HBI), and state and local home builders associations (HBAs) continue to find avenues to educate students on the many opportunities a career in construction offers.

### Application Deadline: March 26, 2017

For more information about each scholarship, please visit the pages for each program.

#### [Herman J. Smith Scholarship](#)

This scholarship was created to honor Herman J. Smith and his lifelong commitment to the housing industry and the education of future generations of home builders.

#### [Pulte Group Build Your Future Scholarship Program](#)

Pulte Group established the Pulte Group/National Housing Endowment Build Your Future Scholarship in 1999. These scholarships provide tuition assistance to undergraduate students pursuing careers in the building industry.

#### [Lee S. Evans Scholarship](#)

Mr. Evans, an educator and consultant, has taught thousands of builders how to better manage their businesses. The Evans' endowed gift, along with the generous contributions of many of Mr. Evans' friends, colleagues and former students, created the scholarship fund to assist in addressing the pressing need for educating and training construction managers in the residential building industry.

#### [NAHB Professional Women in Building Strategies for Success Scholarship](#)

This scholarship fund encourages students to further their education in housing industry-related programs.

#### [National Housing Endowment/EOC Student Scholarship Fund](#)

The National Housing Endowment/EOC Student Scholarship (formerly the Bill Carr Scholarship) is awarded to children of Executive Officers in pursuit of a college degree. Funding is through Executive Officer contributions and interest accrued by the Endowment. The scholarship program is managed by the National Housing Endowment/EOC Student Scholarship Subcommittee. To date, more than 187 students have received funds totaling more than \$224,500.

## Houzz Scholarship Program



Houzz is excited to announce the new Houzz Scholarship Program! Their goal is to support the next generation of students studying architecture, interior design, landscape architecture and construction management. We are looking for the best, brightest, and most innovative students in residential design and construction.

### Application Deadline: June 30th, 2017

Houzz will award four \$2,500 scholarships in the following categories:

- Women in Architecture
- Residential Design
- Sustainable Residential Design
- Residential Construction Management

High school seniors, undergraduates, and graduate students 17 years of age or older are invited to apply at [houzz.com/scholarships](http://houzz.com/scholarships). In addition to submitting a brief essay on their design and architecture influences, students are invited to create a Houzz professional student profile, where they can showcase their portfolio of work and network with more than a million professionals around the world.

For NAHB Student Chapters and industry news everyday, connect with us on [Facebook](#) and [Twitter](#).



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# SPIKE



# REPORT

## AS OF DECEMBER 2016

JERRY COWAN	LIFE	2438
TOM GROSE	LIFE	349
B.E. VAUGHAN	LIFE	204
RICK BOEDICKER	LIFE	126
RANDY HOFFMAN	LIFE	106
MILES GURLEY	LIFE	88
JAMIE HARRELSON	LIFE	79
JOE NOTTOLI	LIFE	74
TIM SMITH	LIFE	73
STEPHEN FARABEE	LIFE	72
WAYNE RUTHERFORD	LIFE	60
RICHARD ANDREWS	LIFE	52
MICHAEL HAGUE, SR.	LIFE	50
JAMES CRITZ	LIFE	45
PETE VITOLA	LIFE	41
JAMES MURPHEY	LIFE	37
PAMELA CALDWELL		26

## BLUE SPIKE

CRAIG SHOE	21
MICHAEL GILLETTE	20
ANDY RICHARDSON	16
JASON LAWRENCE	14
KIM HANNER	14
DAWN HOWEY	14
CHAR-LEE SMITH	12
STEVEN DUKE	12
JOHN KAMMERER	6

## SPIKE CANDIDATES

ROB ALLONIER	4
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**Our  
Spikes  
Are  
GOLDEN**

After promoting your  
business—please  
promote becoming a member  
of the HPABA—it's  
important to all of us.

*To become a Spike, an individual must earn six Spike credits within two consecutive membership years. If Spike status is not achieved by the third consecutive year, credits from the first year in sequences are lost.*

*To retain Spike status, a minimum of one credit (new or retention) must be earned each year until a total of 25 new and/or renewal credits have been earned, at which point Life Spike Status is attained. Spike Members who earn zero credits in 2006 lose all prior years credits and are cancelled. Spike Members who earned credits in 2006, but less than 1 credit, lose their prior years credits and their status will change to Candidate.*

# Calendar of Events

## 2017 CALENDAR

**February 2**

**February 3**

**February 7**

**February 14**

**February 20**

**Happy Groundhog Day!**

**Regional 4 Meeting—Cutting Board**

**Burlington, NC at 11:00 am**

**Membership Committee Meeting**

**at 12 noon at HPABA Office**

**GMM at The Elks Lodge from 6 to 8**

**Happy Valentine's Day**

**President's Day**

**Hoping that February brings good things your way...**

## MISSION STATEMENT

**Our mission is to strengthen the local homebuilding industry by providing a forum of networking, education, activism and leadership while meeting the demands of the area's growing housing needs.**

## WANT TO SAVE MONEY?

### CHECK THIS OUT

### MEMBER DISCOUNTS

**A**s a HPABA and a NAHB member, you can reduce your business costs by taking advantage of the discounts offered to members by the companies listed on our web site. All programs rates, and prices are subject to change without notice. You can go to our web site [www.highpointbuilders.com](http://www.highpointbuilders.com) and go to the home page and click on the Member Advantage logo and it will take you to the site so you can get more info on each individual discount product by simply clicking on their logo.

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[www.nahb.org/MA](http://www.nahb.org/MA)



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