

# The Drawing Board

Volume 19, No. 12

December, 2011



## Marshall Knight Inducted into N.C. Housing Hall of Fame

**Marshall Knight**, a member of the HBA of Northeastern North Carolina was inducted into the North Carolina Housing Hall of Fame at the North Carolina Home Builders Association (NCHBA) Officers Installation Ceremony December 6 in Winston-Salem.

Marshall Knight, owner of CPD Construction in Hertford, N.C., was honored for his dedicated service to the home building industry both as a member of NCHBA and -

for his tireless efforts to reform and improve the state's building codes to help maintain housing affordability in North Carolina.

"Marshall has made a lasting contribution to the housing industry through his work in building and development, public service and building codes," said Mike Carpenter, Executive Vice President of NCHBA. "He has distinguished himself as a proponent of homeowners' and home builders' rights even when facing the toughest of opponents."

Knight has spent countless hours traveling across the state meeting with builders, legislators and the public in an effort to educate and rally support for the rights of homeowners and the building industry. Through his many years of involvement, he was able to bring information and knowledge to the N.C. Building Code Council contributing to effective building codes that would benefit both builders and the public. Marshall was awarded with a Resolution of Appreciation from the Chairman of the N.C. Building Code Council for his outstanding service and contributions. *(cont. on pg. 2)*

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**MEETING REMINDER:**  
**THE JANUARY 17<sup>th</sup>**  
**GENERAL MEMBERSHIP**  
**MEETING**  
**WILL BE HELD AT**  
**MONTEROS IN**  
**ELIZABETH CITY! RSVP**  
**to 252-453-6668**

(Hall of Fame- cont.)



(Pictured L to R: Troy Meads, Ken Corbo, Paulette Frantz, Wink Foster, Edward Winslow, Stella Knight, Marshall Knight, Lyle Gardner)

Knight received a plaque at the ceremony inscribed with the following message, "Your commonsense approach to building codes and construction related issues, especially demonstrated during your 10-year service on the N.C. Building Code Council, as well as your vast expertise in the fields of plumbing, mechanical and electrical contracting, which you have shared in an effort to educate and rally support for the rights of homeowners and builders, have made lasting contributions to the residential building industry in North Carolina."

In addition to Mr. Knight, Dan Tingen of Tingen Construction in Raleigh, NC was also honored.

These gentlemen inspire us and set the best example of what the home building industry stands for in our state – strength, integrity, honor and ingenuity," said NCHBA 2011 President Bill Daleure. "The North Carolina Home Builders Association is proud to salute them."

*The Housing Hall of Fame's Board of Governors selected the worthy inductees from an outstanding pool of candidates nominated this year. The primary purpose of the NCHHF is to honor men and women who have made significant and lasting contributions to housing in North Carolina, the building industry, and to the North Carolina Home Builders Association. Knight and Tingen join only 23 previous inductees to the N.C. Housing Hall of Fame.*

## Flawed Appraisals Killing Home Sales, Hampering Housing Recovery

One out of three builders are reporting losing signed sales contracts during the preceding six months because appraisals on their homes are less than the contract sales price, according to a recent nationwide survey conducted by NAHB.

"The inappropriate use of distressed and foreclosed sales as comparables in determining new home values is needlessly driving down home prices, killing home sales, causing more workers to lose their jobs and delaying a housing and economic recovery," said NAHB Chairman Bob



Nielsen, a home builder from Reno.

Too often, due to faulty appraisal practices, brand new homes with sparkling appliances and interior upgrades get compared to a distressed property that has been sitting vacant and in disrepair. The result, in many cases has been that the new house winds up getting appraised at less than the cost of construction.

That is precisely what is occurring in today's marketplace, according to the NAHB survey, where a full 60 percent of respondents reported they were experiencing appraisals coming in below their contract sales price.

Of those reporting that they had encountered this problem, 53 percent said the appraisal amount was actually less than the cost of building the home. (cont. – pg. 3)

*(Flawed Appraisals - cont.)*

"This is not only unfair and unreasonable, but it perpetuates the cycle of declining home values, drives more home owners underwater, harms local economic activity and acts as an obstacle to the recovery of the housing market," said Nielsen.

These appraisal practices are a major contributing factor to the current acquisition, development and construction lending crisis that has choked off credit for home builders and threatens to prolong the current housing downturn.

Falling appraised values for land and subdivisions under development have led some financial institutions to stop lending to developers and builders, to demand additional equity and even to call performing loans.

Since Sept. 2009, NAHB has held four appraisal summits in Washington with representatives of federal banking regulators, the appraisal industry, the housing finance industry, the real estate and housing sectors and others to find solutions that will allow appraisers to develop realistic valuations based on sales that are truly comparable.

The need to give top priority to addressing the complexity of property valuations in distressed markets and impediments to the flow of appropriate information on homes between appraisers and interested parties was discussed during the most recent summit Oct. 19.

"Major reforms in appraisal practices and oversight are needed to ensure that appraisals accurately reflect true market values and don't contribute to price volatility or harm aspiring home owners and move-up buyers," said Nielsen. "We will continue to work with all stakeholders in this debate to find solutions."

With the decline in home prices appearing to have ended or be coming to an end in most

parts of the country, resolving the appraisal and credit crunch issues remain a top priority for the association.

NAHB's latest Improving Markets Index has shown modest signs of improvement in scattered housing markets where employment is gaining and distressed properties are not as numerous.

New-home construction stands ready to serve as an engine for economic recovery. Building 100 single-family homes creates more than 300 full-time jobs and provides \$8.9 million in federal, state and local tax revenues.

"Resolving inappropriate appraisal practices and restoring the flow of credit to home builders will not only help to put America back to work, it will provide badly needed tax revenues that is essential for local governments to support schools, police and firefighters in communities across the land," said Nielsen.

## **FREE Advertising for Currituck County Businesses**



The economy has taken a bullet to the heart in smaller areas such as ours and the effects are obvious. Businesses that have been around for years are disappearing and it is not unusual to see "For Sale or Lease" signs where once there were thriving shops owned and operated by local residents. The competition? Larger chains that dominate the market with their offers of lower prices and bigger selections.

But consider this – every time you make a purchase in a locally owned establishment you are contributing and supporting **YOUR** community. The place you live, where your children attend school, where you pay taxes. Think about it - when you shop and spend

(Free Advertising – cont.)

\$25, this is how much stays in your local community:

**When you shop and spend \$25, this is how much stays in your local community:**

- **Locally owned independent, \$13.75**
- **Big Box or Chain store, \$3.90**
- **Internet Purchase, \$ 0.00**

It's obvious which choice helps keep the tax rate down, keeps local people employed, and keeps the area vibrant. Many of these businesses help the local community in various ways — most donate time, money, and products to support local events and schools and serve on many of your community boards.

In an effort to promote locally owned and operated businesses Currituck County is now offering a free ad on their "Buy Local" website at [www.buylocalcurrituck.com](http://www.buylocalcurrituck.com).

Have a special discount or promotion? Just "like" them on Facebook and send the information to [www.buylocalcurrituck.com/salesndeals.php](http://www.buylocalcurrituck.com/salesndeals.php)

In Elizabeth City the DBPA (Downtown Business & Professional Association), has planted the seedlings of its own "Buy Local" Campaign. DBPA continues its shop local campaign with its Live Local, Shop Local E-newsletter. DBPA member businesses can submit information for publication in the newsletter that helps to promote their businesses..

Next time you need to make a purchase, feel like eating out or need a particular service – **GO LOCAL!** Support the businesses that support your community!


**For more information on the Currituck County "Buy Local" program contact Currituck County Chamber of Commerce at 252-453-9497 or email them at [info@currituckchamber.org](mailto:info@currituckchamber.org). For information regarding Elizabeth City's "Buy Local" program contact DBPA at [d.malenfant@yahoo.com](mailto:d.malenfant@yahoo.com)**



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## HBA Members Unite in Honor of Fallen Marine

A simple inquiry from a member regarding a dog house resulted in numerous responses from fellow HBA members in what would prove to be a labor of love.

Chris Altman of Seegars Fence Co. in Elizabeth City had been contacted by a local Hertford woman regarding the immediate need of a fence. Her husband of only two years, Christopher "Jake" Jacobs, had been killed only weeks before during a Marine training exercise in California and his dog, an Akita was being sent home to Hertford.

Chris contacted his local HBA in an effort to locate a dog house for the family's pet and within 24 hours the offers of materials, labor and cash donations began to come in. Approximately one week later Brittany Jacobs had a custom built dog house.



Due to the kind hearts and giving nature of our members this HBA was able to fulfill

this family's small request by giving back to a family that has given so much to us all. Our thoughts and prayers and most importantly our love is being sent to the Jacob's Family.



***Thank you to the following members for their support on this project!***

**Edenton Construction Co. – Michael Faircloth  
Elizabeth City Brick Company – Curtis Chambers & Wink Foster  
Kellogg Supply Co. – Bill Glover  
Shade Tree Custom Homes – Robbie Creech & Angie Manis  
Gene & Sheryl Lovitt  
Colonnade Construction – Albert Falk  
Builders Discount Center – Carl Debro, Jr. & Donna Mercer  
Corbo Custom Homes – Ken Corbo  
Porter Construction Co., - Don Porter**

*Sometimes it's the small gestures that let others know they are in our thoughts and prayers and that we care.*



## Builders Report Banks Still Tightening Stance on AD&C Credit

A recent Fed survey of senior loan officers indicated that credit conditions in the real estate sector eased slightly in the third quarter -- but builders and developers aren't buying it. To the contrary, in NAHB's newly published survey for the third quarter of 2011, more of our builder/developer members reported that new AD&C loan availability is getting worse than reported it is getting better, and over half of them said they were putting land acquisition, development and single-family projects on hold until the financing climate improves. The most common ways that banks are tightening, according to builder/developers, are by reducing the amount they are willing to lend (cited by 77% of those who said credit availability had declined), lowering the allowable LTV ratio (cited by 75%), not making new AD&C loans (66%), and requiring personal guarantees or collateral not related to the project (63%).

Depending on the category (land acquisition, land development, single-family construction, and multifamily construction), between 20% and 33% of respondents to our survey reported that lenders were also tightening terms and conditions on outstanding production loans, with such action being most common on outstanding loans for single-family construction and least common on outstanding loans for multifamily condo and rental construction. Importantly, in at least 84% of the cases, the AD&C loans in question were performing before the lender's tightening action. NAHB's survey found that the most common ways

lenders are tightening conditions on outstanding production loans are by requiring a partial down payment based on re-appraisal (as reported by 66% of respondents) and demanding additional assets as collateral (reported by 64%). Asked about the reasons lenders are citing for their tightening on both new and outstanding loans, builders were most often told that regulators are forcing this to happen. In fact, lenders gave this as a reason 68% of the time when tightening the availability of new AD&C credit, and half the time when tightening terms on outstanding AD&C loans.

Such results put a spotlight on the ongoing problems that home builders are confronting in obtaining and maintaining construction credit, and the alarming degree to which these obstacles are hampering a housing and economic recovery.

### Support H.R. 1755 – Home Construction Lending Regulatory Improvement Act

- 1) Write to your members of Congress at [www.capitolconnect.com/builderlink](http://www.capitolconnect.com/builderlink).
- 2) Call your members of Congress at (866) 924-6242.

### Penn & Teller to Headline Grand Opening Ceremonies at IBS

The [2012 International Builders' Show](#).

set for Feb. 8-11 in Orlando, and featuring nearly

175 educational sessions, multiple home tours and approximately 800 exhibitors will also include world-famous magicians Penn & Teller. For more information or to register go to [www.BuildersShow.com](http://www.BuildersShow.com) !





## Welcome New Members!

*Take a moment to welcome  
the following new members:*

### Builders

Water's Edge Construction  
David Sasser  
252-312-3878

### Associates

Albemarle Fence Co.  
Emerson Overman  
252-339-3840

## Thanks for Renewing!

Atlantic Elevators, Kenny Pekrun  
Bankers Insurance, LLC, Suzette Ward  
Brights Construction, Greg Bright  
Creswell Const Corp, Alan Phelps  
Tim Phelps & Co, Tim Phelps  
Dolphin Run, Inc., Bruce Outlaw  
Dominion Virginia Power, Paulette Frantz  
Godfrey s Wallpapering & Paint, Ricky Godfrey  
H & W Interiors, Pauline Waters  
McNeill Masonry Inc., Mike Whistler  
Mike's Exteriors, Mike Barkley  
Northeast Guttering Co., Ashby Browder  
Overhead Door Co of Norfolk, Paul Wolfe  
Stevenson Sand, Inc., Tommy Stevenson  
The Dashiell Agency, Scott Dashiell

## Welcome Back!

Albemarle Builders Supply, Inc., Frankie Meads

**Thank you for  
Supporting Your  
Local HBA!!**



## Upcoming Webinars Dec. 14: EPA Lead Paint Rule Enforcement and Compliance

[NAHB Remodelers](#) is hosting a **free-to-members** webinar that will provide the latest Environmental Protection Agency enforcement and compliance information for remodelers and other contractors doing work in homes built before 1978.

"Working With Lead Paint: An Update on EPA Regs," part of NAHB's [Webinar Wednesday](#) series, will be held from 2:00-3:00 p.m. EST on Wednesday, Dec. 14. **To Register – contact Sheronda Carr at NAHB – 800-368-5242 x 8217**

# NIA

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# HBA of Northeastern North Carolina meets 2011 NC BUILD-PAC Goal

Build-Pac is a political action committee (PAC) dedicated to raising and spending money to either elect or defeat candidates running for political office. The goal of this Association's Build-PAC is to support and elect pro-housing candidates at the local and state level through the contributions and support of our members.

Each year our local Association conducts numerous fundraisers throughout the year and all money raised is deposited to the state Build PAC fund with a percentage of money raised going towards local politics. Each local Association is given a goal based on their membership size and it is the Associations job to reach their goal before the end of the year. Once again I am proud to say that our local Association not only succeeded in reaching our goal but exceeded it- nice job members!

Thank you to Wink Foster, our local Build Pac Trustee who dedicated his time and talent in ensuring that we succeeded in reaching our goal. It was often his good hearted and often humorous antics that encouraged your contributions – nice work Wink!

The legislative accomplishments that you have read about in the *Legislative Report* would not be possible without the NC BUILD-PAC contributions to help elect leaders who are supportive of our industry.

**Congratulations and thank you to all of our members who generously supported our efforts by contributing during 2011!**



**For the most up-to-date details on the Member Advantage discount program and all of the participating companies, go to [www.nahb.org/MA](http://www.nahb.org/MA)**

More details on the SPIB proposal are available in the [Q&A document](#) prepared by the [Southern Forest Products Association](#).



***Thank You and Wishing All of You a Happy Holiday and a Successful, Profitable, Busy New Year! Happy Holidays!!***



# BARKitecture 2012

**What is it?** A unique competition which allows our local high school carpentry students the opportunity to showcase their talents by building a one-of-a-kind dog house. The houses are then showcased in the Home & Remodeling Expo and auctioned off at the end of the show.

## How Can I Be A Part of This??

Sponsor a TEAM or donate materials! Aside from supporting the future generation of builders, your community, your local HBA and our local High School Carpentry Programs you will also receive recognition in the form of signage at the event as well as any advertising regarding the competition!

## Materials Needed

### Team Taylor – Pasquotank High School

- 20- spruces 2x4x8
- 2- Sheets of ½ inch plywood
- 1- 5lb box #8-D common nails.
- 1- 5lb box #4-D common nails
- 1- 5lb box 2' sheetrock screws
- 1- 5lb box 3' sheetrock screws
- 1- Roll of felt paper
- 2- Squares of shingles
- 30' aluminum drip edge
- 3 – Sheets of Salt Treated T-111

### Team Crank – Pasquotank High School

- 25 - Spruce 2x4x8
- 4- Sheets of ½ inch plywood
- 1- 5lb box #8-D common nails.
- 1- 5lb box #4-D common nails
- 1- 5lb box 2' sheetrock screws
- 1- 5lb box 3' sheetrock screws
- 1- Roll of felt paper
- 2- Squares of shingles
- 30' aluminum drip edge
- 3 – Sheets of Salt Treated T-111



## 2012 Home & Remodeling Expo March 2-4, 2012 Knobbs Creek Recreation Center

### 2012 Booth Prices

<b>Member:</b>	<b>\$250.00</b>
<b>Non-member</b>	<b>\$350.00</b>
<b>Display Panel:</b>	<b>\$125.00</b>

**FREE NEWSLETTER AD IN THE AWARD WINNING NEWSLETTER "THE DRAWING BOARD" WITH YOUR RESERVATION!**  
**Deadline for this special offer is December 31st – Don't Miss OUT!!!**

## Do You Know Who Your Area Legislative Representatives Are?

The Building Industry has faced some difficult years and continues to do so. The rules are constantly changing and not always in our favor. Although HBA members are fortunate to have two of the strongest allies on the government level through our association with both the NCHBA and NAHB nothing is more powerful than your own voice. Every opinion counts! Now more than ever it is important for you to make your voice heard by contacting your elected officials. They are there to represent **YOU** but if you don't tell them how you feel don't expect anything to change. Don't know who to call? Here is the list of our area representatives and their contact information:

### **Congressman Walter B. Jones**

Phone: 800-351-1697

Email:

<https://jones.house.gov/ContactForm/default.aspx>

Represents 3rd District including Camden and Currituck Counties

### **Congressman G. K. Butterfield**

Phone: 888-874-9063

Email: [http://butterfield.house.gov/index.cfm?](http://butterfield.house.gov/index.cfm?sectionid=68&sectiontree=368)

[sectionid=68&sectiontree=368](http://butterfield.house.gov/index.cfm?sectionid=68&sectiontree=368)

Represents District 1 including Pasquotank, Perquimans, Chowan & Elizabeth City.

### **Representative Bill Owens**

Phone: 252-335-0167

Office: 919-733-0010

Email: [Bill.Owens@ncleg.net](mailto:Bill.Owens@ncleg.net)

Represents Camden, Currituck, Pasquotank, Tyrrell Counties (District 1)

### **Representative Annie Mobley**

Phone: 252-332-5463

Office: 919-733-5780

Email: [Annie.Mobley@ncleg.net](mailto:Annie.Mobley@ncleg.net)

Represents Bertie, Gates, Hertford, Perquimans (District 5)

### **Representative Timothy Spear**

Phone: 919-715-3029

Office: 252-797-4481

Email: [Tim.Spear@ncleg.net](mailto:Tim.Spear@ncleg.net)

Represents Chowan, Dare, Hyde and Washington Counties

### **Senator Stan White**

Phone: (919) 715-8293

Email: [Stan.white@ncleg.net](mailto:Stan.white@ncleg.net)

Represents Beaufort, Camden, Currituck, Dare, Hyde, Pasquotank, Tyrell, and Washington Counties

### **Senator Ed Jones**

Phone: (919) 715-3032

Email: [Edward.Jones@ncleg.net](mailto:Edward.Jones@ncleg.net)

Represents Bertie, Chowan, Halifax, Hertford, Perquimans, and Northampton Counties

## 2011 Board of Directors

President:	Bill Waters
1 <sup>st</sup> Vice President:	Albert Falk
2 <sup>nd</sup> Vice President:	Wink Foster
Secretary/Treasurer:	Paulette Frantz
1 Year Directors:	Kenny Pekrun Berry Payne Donnie Denny
2 Year Directors:	Robbie Creech Lauren Outlaw Troy Meads
3 Year Directors:	Marshall Knight Wayne Griffin Waverly Sawyer
Past President:	Ken Corbo
Executive Officer:	Sheryl Lovitt

**To all of our 2011 Officers and Board of Directors**  
**Your time, effort and expertise have been invaluable. This Association could not exist without your support - Thank You!**

## Price Estimator for Features, Neighborhood



### Characteristics

According to an online house price estimator and economic model just updated by the NAHB, a third full bathroom is the one feature that can have the greatest impact on the value of a standard new single-family detached house in a Southern suburb, increasing the estimated price by about \$43,000.

The estimator enables builders, developers, prospective home buyers and home owners to see the impact that various physical features might have on the price of a home.

“In an economic environment where consumers are particularly price- and value-conscious, this is an important resource for assessing key features and characteristics that help determine housing prices,” said NAHB Chairman Bob Nielsen, a home builder from Reno, Nev.

“To get the most out of the estimator, those using it need to understand that the nation’s housing marketplace is actually comprised of thousands of local markets and submarkets, with their own dynamics,” he said.

The estimator “shows what households are looking for in their homes and zeroes in on basic factors that enable Americans to shape and improve their lives through their individual housing choices,” Nielsen said.

Looking broadly at the four principal Census regions of the country and the urban status of areas — central city, suburb or non-metro — the estimator finds a general tendency for house prices to be higher in the Northeast and West, as well as in central cities and suburbs.

The price tends to be lowest for homes built outside of a metro area, although some regional variation exists regardless of urban status.

The model estimates that the standard new home will cost more than \$500,000 if it’s built in a suburb of one of the large metro areas in California, but only about \$155,000 if it is located outside of a metropolitan area in the Midwest region.

The standard new single-family detached home is defined by features based primarily on averages or medians from the Census Bureau’s Survey of Construction. Among those features: the home has 2,150 square feet of living space, two full bathrooms and one half bath, three bedrooms, a garage, central air conditioning, a fireplace, a separate dining room and three miscellaneous rooms. The home is also in a neighborhood where satisfactory shopping (such as grocery or drug stores) is available within 15 minutes.

In general, the estimator finds that suburbs show higher prices than their companion central cities, which include the areas inside the city limits and not just a central business district or downtown area.

“Because the model uses data from the Census Bureau’s American Housing Survey, which contains somewhat limited geographical detail, the results show averages across a broad region rather than estimates for a particular house in a specific

location,” said Paul Emrath, NAHB’s vice president for survey and housing policy research.

“The model captures the impact of various features in considerable detail, but no model or data base can capture all the features that influence house prices,” he said. “For that reason, a homeowner shouldn’t think that the addition of a certain feature will necessarily increase the cost of their home by the amount specified by the estimator.”

The price estimator, which can be accessed on computers with Microsoft Excel, can be useful in a variety of settings, he said. Possible uses include: helping builders determine if the cost of providing a particular amenity will be valued by consumers, giving prospective home buyers a rough idea of likely price differences for various home sizes and amenity packages, enabling customers of remodelers to approximate how much a job would add to the value of their home and helping developers price neighborhood characteristics to evaluate the desirability of potential building sites.

The economic model for the price estimator shows that with no modification, the estimated average price of the standard new home in a Southern suburb is \$203,874. Moving that home to an otherwise similar neighborhood on the waterfront increases its estimated price by nearly \$90,000. And proximity to adequate public transportation raises the estimated price by about \$26,000.

Other neighborhood features, the model finds, can reduce the price of the home. The presence of an abandoned building within half a block, for instance, reduces the estimated price of the standard new home in a Southern suburb by about \$28,000. Bad roads, odors, lack of adequate shopping, buildings with metal bars on their windows and litter each reduce the estimated price by more than \$6,000.

Looking at the physical features of the home, adding 500 square feet of living space with no other changes increases the estimated

price of that home by roughly \$13,000. Adding another bedroom or miscellaneous room increases the estimated price by less than \$10,000. Eliminating the fireplace reduces the estimated price by about \$24,000.

*NAHB’s Single-Family Detached House Price Estimator can be found on NAHB’s website at: [www.nahb.org/housepriceestimator](http://www.nahb.org/housepriceestimator).*

## **Congress Repeals 3% Withholding Rule, Provides Tax Breaks to Hire Veterans**

By a unanimous vote in the House and Senate, Congress last month approved legislation — H.R. 674 — to repeal a withholding requirement for government payments to contractors scheduled to take effect in 2013.

The bill also provides tax credits to employers who hire out-of-work veterans.

H.R. 674 repealed the 3% withholding rule, which aimed to improve tax compliance by requiring the IRS to hold back 3% of certain payments made to contractors doing business with local, state and federal governments.

The repeal measure also includes provisions to help unemployed veterans find jobs and succeed in the civilian workforce.

The legislation offers a tax credit of \$2,400 to firms that hire veterans who have been unemployed for at least four weeks, but less than six months.

Businesses will be eligible to receive a tax credit of up to \$5,600 for each veteran they employ who has been out of work for at least six months.

The bill also provides a tax credit of up to \$9,600 for businesses that hire veterans with service-connected disabilities who have been out of work for more than six months.

**HBA of Northeastern North Carolina  
General Membership Meeting  
Summary of Minutes for November 15, 2011**

The minutes from the October 18, 2011 General Membership meeting were approved as printed in the newsletter.

**General Announcements:**

**Christmas Party & Officer Induction Ceremony** – Scheduled for Friday, December 9 at Montero’s in Elizabeth City. All members receive on free admission. Each additional guest will be charged \$25.00.

**2012 Home & Remodeling Expo** – The date of the Expo has been changed due to competing events. The new date is March 2-4, 2012.

**Meeting Sponsorships** – General Membership Meetings are available for Sponsorships in 2012.

**November 2011 Membership Meeting** – Sponsor will be Kellogg Supply in Edenton, NC

**Business:**

**2012 Election Nominees** – The following officers were presented to the general membership and elected by a unanimous vote of all those present at the meeting:

President – Albert Falk, 2<sup>nd</sup> V.P. – Wink Foster, Secretary/Treasurer – Paulette Frantz, 3 Year Directors – Bill Glover & Charles Purser. Nominations from the floor: Mitch Copeland for 3 year Director, Ken Corbo as 1<sup>st</sup> V.P... Both nominees accepted and the motion carried.

**Legislative or Code Issues:**

Currituck County UDO  
Flood Vent Requirements  
Possible Impact Fee in Elizabeth City

**Build Pac Raffle**

\$25.00 won by Marshall Knight & 50/50 won by Mitch Copeland. Both donated their winnings to Build PAC.

**HBA of Northeastern North Carolina  
Executive Board Meeting  
Summary of Minutes for November 1, 2011**

**Minutes**

A motion was carried to approve the October, 2011 minutes

**Treasurer’s Report**

A motion was carried to approve the Treasurer’s Report as amended.

**Reports:**

1. **The Membership Report** was given with a current total of 163 members. A motion was carried to accept the new members as presented.
2. **2012 Directory Deadline** – Extended
3. **Home & Remodeling Expo** – Rescheduled for March 2 – 4, 2012.
4. **Christmas Party/Officer Induction** – Scheduled for Friday, December 9, 2011 at Montero’s in Elizabeth City.
5. **Slate of 2012 Nominations** – The candidates were reviewed and approved by the Board.

7. **NAHB Beam Award** – Ken Corbo of Corbo Custom Homes is one of eight finalists for the NAHB “BEAM” award.

**Business:**

1. **2012 Proposed Budget** - A motion was carried to accept the budget as amended.
2. **Dues Increase** – A motion was approved to increase Builder and Associate dues for 2012 to \$400.00 per year with affiliates increasing to \$200.00.
3. **Board Meeting for December** - The Board meeting for December was cancelled due to NCHBA quarterly meetings and the Christmas Meeting/Officer Induction.

4. **Christmas Party** – Dates and locations were discussed.

**Upcoming Events**

1. **Membership Meeting** – November 15, 2011 at Montero’s in Elizabeth City.
2. **NCHBA Quarterly Meeting** – December 6-7, 2011
3. **Christmas Party/Induction Ceremony** - December 9, 2011 at Montero’s.



## Welcome 2012 HBA Officers & Board of Directors

The annual elections for 2012 Board Members and Officers for the was held on November 15<sup>th</sup>, 2011 at the General Membership Meeting. The following members will serve as your representatives for the coming year:

**President:** Albert Falk  
**1st Vice President:** Ken Corbo  
**2nd Vice President:** Wink Foster  
**Secretary/Treasurer:** Paulette Frantz

**3 Year Directors:** Bill Glover  
Charles Purser  
Mitch Copeland  
**2 Year Directors:** Marshall Knight  
Waverly Sawyer  
Kenny Pekrun

**1 Year Directors:** Lauren Hill  
Troy Meads  
Berry Payne

**Alternates:** Donnie Denny

Congratulations and thank you to all of the above members for agreeing to serve as this Association's newest leaders for 2012!

### **Board Members – Mark Your Calendars!**

**THE HBA BOARD OF DIRECTORS  
MEETS THE 1<sup>ST</sup> TUESDAY OF EACH  
MONTH AT CYPRESS CREEK GRILL-  
113 SOUTH WATER STREET IN  
ELIZABETH CITY AT 6:30 P.M.**

**1<sup>ST</sup> Meeting: January 3, 2012**

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**Home Builders Association of  
Northeastern North Carolina**

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(252) 453-6668  
E-mail: [nenchba@mchsi.com](mailto:nenchba@mchsi.com)  
Website: [www.hbanenc.org](http://www.hbanenc.org)

**Membership Application**

Applicants Name: \_\_\_\_\_ Title: \_\_\_\_\_

Company Name: \_\_\_\_\_ Phone: \_\_\_\_\_

Fax: \_\_\_\_\_ E-mail: \_\_\_\_\_

Web Site: \_\_\_\_\_

Mailing Address: \_\_\_\_\_

Street City State Zip

Physical Address: \_\_\_\_\_

Street City State Zip

Primary Activity: \_\_\_\_\_ Secondary Activity: \_\_\_\_\_

# of Employees: \_\_\_\_\_ Dollar Volume: \_\_\_\_\_

Type of Membership: \_\_\_\_\_ Builder (\$400) – License # \_\_\_\_\_

\_\_\_\_\_ Associate (\$400)

\_\_\_\_\_ Affiliate (\$200) – applies to additional employees of a company already holding a current Builder or Associate Membership in the Association.

Applicant's Signature: \_\_\_\_\_ Date: \_\_\_\_\_

Referred By: \_\_\_\_\_ Insurance Agent: \_\_\_\_\_ (if applicable)

Please sign and submit this application with your dues investment to:

HBA of NENC  
P.O. Box 59  
Aydlett, NC 27916

Dues payments to the Home Builders Association of Northeastern North Carolina are not deductible as charitable contributions for income tax purposes. However, dues payments may be deductible as an ordinary and necessary business expense, subject to exclusion for lobbying activity. Because a portion of your dues is used for lobbying by NAHB & NCHBA, 31% of the dues paid to NCHBA (\$60.00) and 18% of the dues paid to NAHB (\$150.00), or \$45.60 total (Affiliate membership - \$2.43 total) is not deductible for income tax purposes. This means that a total of \$294.40 (\$172.55 Affiliate) of your total membership dues may be deductible.

For Office Use: \_\_\_ WMS \_\_\_ Email \_\_\_ Database \_\_\_ App. Rec'd. \_\_\_ WelLet \_\_\_ WelPkg \_\_\_ ID Card



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*January 15th, 2011 - General Membership Meeting at  
Montero's in Elizabeth City at 6:30 p.m. Call in or email  
your reservation!*