



## Editorial



By Ellen Walker  
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As I've spent the last several weeks compiling the brief history of the HBA of WV, I have been so impressed with the impact that the association members have had on the home building industry through the years.

Members have gone to Capitol Hill to speak to their representatives and to legislative committees. They've lobbied in West Virginia for such things as building codes, contractor licensing and fair taxation. They've been advocates for mortgage funding for home owners and GSE reform long before government noticed the need for reform.

It makes me extremely proud to be a part of an association that makes a difference. These are difficult times for builders and for those in associated trades and services. Several builders and associates have gone out of business due to the problems in the housing market. Others have laid off their employees and are changing their focus in an effort to keep doing business.

It has been interesting to note that there have been several economic downturns in the industry during our 50 year history, and yet each time the industry has recovered and become stronger. As Sandy Dunn has often said, housing has always led the nation in its recovery from economic hard times in the past.

At the recent Executive Officers Council (EOC) Seminar the Oliver Group shared a poster that certainly can apply to each of us as we deal with our current economic situation. It said, ***"Don't wait till the storm passes by, but learn to dance in the rain."***

I believe now is the time for the association to "dance" -- to seek out new members and for old members to become active. We have more to offer Builders in West Virginia than we've had in a long time with health insurance, a BrickStreet discount & multiple Member Advantage discounts. Beth is a highly respected Lobbyist at the state capitol and we are making a difference through her and member efforts.

But above all, we have an association of genuine, honest, compassionate, hardworking people. A new member who just joined my association told me today that it's not often that you meet "really good people." That's why he joined.

You can make a difference if you just make an effort. Let's make the days ahead of this association ones that will pave the way for another 50 years of success.

## International Builders Show



The IBS will be held in Las Vegas, January 19-22. Details on the show and online registration can be found at

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

Full registration which includes the exhibit floor for 4 days and access to all 200+ education classes is \$295 before January 18. The rate is \$100 for first time attendees. There is no additional fee for spouses.

**NEW THIS YEAR!** Member 4 day exhibit registration is **free until Dec. 11**. After that date it is \$75 or \$125 on site.

**NEW THIS YEAR!** 1 Day Education Pass + 4 Day Exhibits Registration.

**NEW THIS YEAR!** 2 Day Education Pass + 4 Day Exhibits Registration.

ALL FRIDAY SEMINARS ARE COMPLIMENTARY!

2010 INTERNATIONAL BUILDERS' SHOW®  
 January 19-22, 2010 | Las Vegas

## NAHB New Logo Released

Affiliated With



National Association of Home Builders

The long awaited new national logo has finally been released for use. Members should go [www.nahb.org](http://www.nahb.org) to find usage compliance requirements.



**Housing = Jobs**

That's a formula for economic recovery we can all understand.

To put America back to work and to keep the economy moving in the right direction, Congress should:

- > Extend the \$8,000 home buyer tax credit for another year.
- > Allow all eligible buyers to qualify for the tax credit.

This would spur more than 380,000 additional home sales and 80,000 more housing starts, creating nearly 350,000 new jobs.

To learn more and to contact your members of Congress about extending the tax credit, go to [www.ReviveHousingNow.com](http://www.ReviveHousingNow.com).

