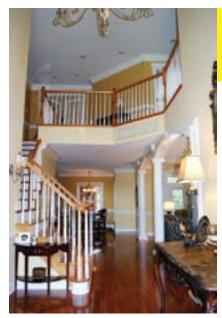






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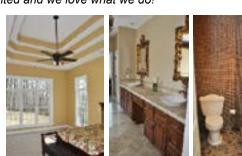
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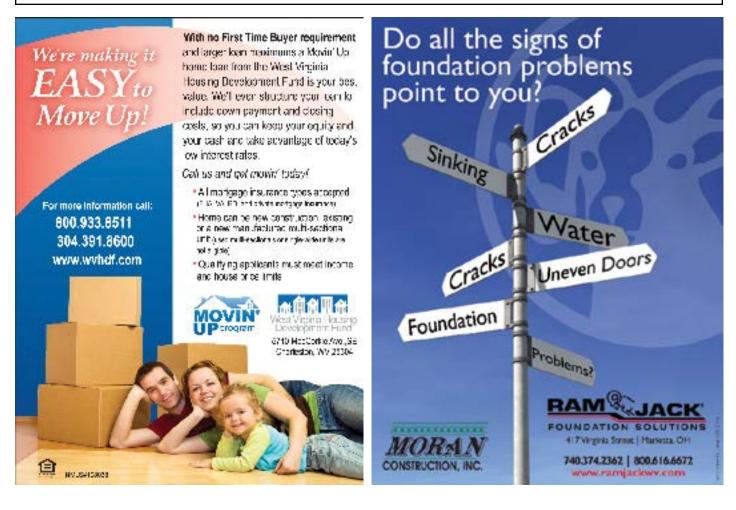






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Page 4 - Tell them you saw it in the WV Builder



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Cover - Stonewall Resort

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Do Business With A Member It's Important



Calendar 2013-2014

2013

Oct. 3-5 - HBA WV Convention - Stonewall Resort

2014

Feb 4-6 - NAHB IBS - Las Vegas June 4 - NAHB Legislative Conference - DC June 3-7 - NAHB Spring Board - DC Sept. 3-6 - NAHB Fall Board - Phoenix

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Your Dreams Built By The Best

By Ellen Walker, WV Builder Editor Executive Officer - Tri-State HBA

When you think of professionals, your mind may instantly think of doctors, lawyers or clergy, but they are not the only people who can claim the title of professional.

A professional is someone who takes their job seriously and knows their business inside-and-out. They are continually working to grow in the knowledge of their industry and for ways to improve their skills. They may have an academic degree, or they may have become proficient in what they do through years of experience.

Professionals are often business owners, managing employees and support staff, complying with a host of local, state and federal regulations, and weighing investment vs value and profit vs loss-- all of this to make a living for themselves and their families.

Members of the Home Builders Association of WV (HBA) are professionals. They value service, craftsmanship, customer satisfaction, quality product and hard work. They stand by their word and are respected for their honesty and integrity.

They are active in their local communities, often coaching sports, helping with a Habitat house, walking for cancer or building wheelchair ramps for neighbors. The people for whom they build or remodel homes often become life-long friends. HBA members are wellknown, respected and trusted in their communities.

Different from the rank-and-file builder, members of the HBA are often second and third generation builders and life-long residents of their communities. They can look with pride every day at the buildings they have built and the lives they have touched.

In addition to builders, the association is composed of those in affiliated industries such as suppliers of materials, bankers, appraisers and skilled contractors like plumbers, electricians, HVAC and carpenters. Each one has joined the association because they are striving to excel at what they do. Membership in the HBA is not required for a person to do business. But membership implies a deep commitment to being the best one can be.

When a member of the HBA gives a client a quote on a job, in all likelihood, it will not be the cheapest quote. However it will be fair, realistic, and up to or better than code. A professional does not cut corners. They stand behind their work and they manage funds appropriately. Their word is their bond.

The Benefits of Participation

Like any other organization, being a part of the Home Builders Association is more than just writing a check and calling yourself a member. The more you become involved, the more benefit you receive.

There are some benefits that offer instant returns on investment. These include discounts on workers compensation, insurance and gasoline, discounts on items purchased like building supplies, fixtures and accessories, discounts on vehicles, books, computers, and a host of other things. These things alone are worth far more than the cost of dues.

Membership has had significant benefit for Lloyd Crook of Beaver. "To be identified with this professional organization and to have been a past state president, has been a real plus for me," he said, especially in the selling of speculation homes. "Membership has also helped in negotiating with suppliers" he added. This is in addition to national discounts for members.

Kent Pauley of Morgantown agrees. "Membership gives credibility to your company." But more than that, there is a "constant flow of information on codes, regulations and products that puts me on the cutting edge of information about the industry," he added.

A lot of that information comes from the National Association of Home Builders (NAHB) in the form of a variety of books from BuilderBooks.com, classes and information from the International Builders Show (IBS), webinars on a multitude of subjects, and consultation with experts from NAHB's legal, political and environmental divisions. Steven Bailey of Parkersburg is one member who has taken advantage of the additional training available through NAHB. Through a series of classes, he has become a certified green builder. Even though that may not translate into more business in this current economic environment, it does mean a better product for his clients.

"I have a firm belief in going to IBS," said Bailey. "I thrive on it. I learn things that can't be learned locally." In this industry, "things are always changing. Every year I bring back something new and different" he added. "IBS is a good investment. Members need to make time to go."

There are a number of opportunities for education and professional development through the local and state association as well. The most recent example is in code training on the new IECC 2009 which goes into effect in November. Classes have been held across the state free of charge thanks to the state Division of Energy.

At our locals, "we learn about new products on the market and new ways of doing things, including new codes," said Tim Cunningham of Elkview. Our members are informed, so they are not surprised when inspectors visit their job sites, he added. Instruction has included subjects such as fall protection, Green building, lead paint issues, other new EPA regulations, and workplace safety.

The HBA also opens an opportunity for members to have an impact on their industry. Not only does the association have lobbyists on Capitol Hill and one at the state legislature, but members have a voice on code councils, in the state Division of Labor and other venues that directly affect quality and construction of home building. Members testify at interims & committee hearings, talk with key legislators and even testify nationally. If you want to impact your business and the regulations that affect you, membership is the way to have a seat at the table.

By far the biggest benefit of participation that members speak about is one that can not be measured in dollars and cents, although it is invaluable to one's business. That benefit is in the relationships that are built, the sharing of knowledge and experience, and the support that comes from team effort.

"We are a unique organization for a unique trade," said Kent Pauley. "We have our own language, which the general public doesn't understand. It is good to have a place to 'talk shop' where the people you talk with understand." "The beauty of the state meetings is the rubbing shoulders with members from other locals," said Steven Bailey. There is great benefit in "just talking and knowing that that person is not competing against you," he added. The state association meets four times a year and members work together for the annual auction.

"Then there is the whole idea of helping each other," said Bailey. "I love that." He shared an example of some difficulty he was having with a generator. He called a fellow member of North Central HBA, who personally came to Parkersburg and helped him figure out the problem for his client.

"Those things are priceless," said Bailey. "People complain about dues. They're crazy, especially if you are serious about what you are doing."

"If I'm going to Lewisburg for a job, for example, I can talk to other members in that area about lodging and materials," said Tim Cunningham. "Things go easier and smoother."



"Do Business with a Member" is more than just a slogan. "It's true," said Cunningham. "The more active you are, the more business you'll get."

"People remember that you're involved in the association," said John Kopyscianski 'Kopy', a retail supplier in the Charleston area.

When I need to buy something, "I buy from 'Kopy' first," said Cunningham. "The more active you are in the association, the more people want to deal with you... I'm not just someone calling out-of-the-blue," he added. There's a relationship that has been cultivated by working together in the HBA.

When you buy from a person with a personal contact, then you know what you're getting and you know who to talk with if it's not right, said 'Kopy'.

For these and many other reasons, membership and participation in the Homes Builders Association is important. For more information about the association and contact numbers for your local, go to **www.HBAWV.org.**





HBA of WV Annual Convention - Stonewall Resort October 3-5, 2013

Thursday, October 3

7:00 pm Welcome Reception Hospitality Suite

Smores at the Fire Pit (Stonewall Patio) 8:00 pm

Friday, October 4

- TBD Newcomers' Breakfast (old-timers welcome) 9:00 - 4:00 Registration and Table Top Displays 9:30 - Noon Seminar - "Working Across Generations" Noon Spike Luncheon with Awards 1:30 Seminar - "Global Harmonized System" 3:00 - 5:00 Committee Meetings
- TBD Dinner - With Toast of Honor

Saturday, October 5

TBD	Continental Breakfast
9:00 am	Board of Directors Meeting
	Annual Meeting
	Election of 2014 Officers (See page 19)
Afternoon	See opportunities below
6:30 pm	Awards Social
7:00	Awards Banquet - Awards & Recognitions
	"Best In West Virginia" Awards &
	NAHB BuildPac Silent Auction

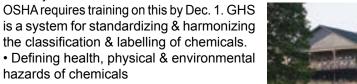












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For convention cost and reservation information, contact the HBA of WV at 304-342-5177 or 877-408-0703.





Working Across Generations

by Michael Kachilla, Associate Professor, University of Mount Union and director of the entrepreneurship program. Kachilla holds a BA in Sociology from Ohio State University, Master of Business Admin. from Ohio University, and is an former Marine.

Suggestions on improving your working relationship with employees, vendors and suppliers.

Saturday Afternoon Opportunities

(All require Reservations)

- Trans-Allegheny Asylum Tour
- Spa Experience
- Arnold Palmer Signature Golf Course
- Pontoon Boat Rental
- Lambert Winery Tour



NAHB Legislative Conference - Washington DC - Meetings on Capitol Hill



On June 6 NAHB Builders and Associates from across the country went to Capitol Hill to speak with their representatives on issues vital to the housing industry.

Issues Addressed

Tax Reform - (MID) Mortgage Interest Deduction

The MID has been a part of the tax code since 1913 and is particularly beneficial to younger households and larger families. Two-thirds of the benefits of MID are claimed by those earning less than \$200,000. These taxpayers pay only 40% of all income taxes making the tax code more progressive and fair. In any given year, 70% of homeowners with a mortgage will claim the MID.

Second Homes - Many homeowners have owned a second home without realizing it. This occurs when a homeowner sells one home and purchases another, effectively owning 2 separate principal residences in a given tax year. The 2nd home MID rules allow up to 24 months of construction loan interest on a newly constructed home to be claimed while the family resides in their existing principal residence.

Second homes may conjure up images of expensive beach homes, although such homes are more likely to be rented out, in which case the owner does not claim MID.

Low Income Housing Tax Credit - (LIHTC)

This allows private equity to be raised at a lower cost, making it possible to operate and produce affordable rental housing with below-market rents. The LIHTC serves households earning 60% or less of the area median income. Since it's inception, it has produced more than 2 million affordable rental units. No other housing program has been as successful as the LIHTC in producing safe, quality, affordable rental housing.

Immigration Reform

Employment Verification - In support of a fair and workable employer verification system that does not hold contractors responsible for someone else's workers such as a subcontractor's employees-- that employers who use the federal E-Verify program in good faith, not be held liable for errors in the system. -- That access to the system include telephone access as well as internet access.

Housing Production Credit Crisis

(Land Acquisition, Development & Home Construction - AD&C) Due to banking regulatory pressure, the home building industry is having extreme difficulty in obtaining credit for viable projects. Concerns were also raised with the appraisal system as it currently works.

Things You Need To Know - Immigration

Immigration Law Compliance

Form I-9 - Federal law, the 1986 Immigration Reform and Control Act (IRCA) makes it unlawful to knowingly employ individuals who are unauthorized to work in the US. The law places an affirmative duty on employers to verify the identity and work authorization of all persons who they hire.

General contractors are not required to verify the work authorization of their subcontractors' employees at present. These workers are hired by the subcontractor. But, if a general contractor has actual knowledge that a subcontractor's employee is an unauthorized worker, it constitutes an unlawful circumvention of the immigration law for the general contractor to allow that person to perform labor on the work site.

Sample language for contracts with subcontractors recognizing a good faith effort to comply with the law is available from the NAHB web site.

Note to all employers: As of this past May the NEW Form I-9 (03/08/13) OMB No. 1615-0047 must be used for all new employees.



Auction Team. Thanks to all who helped

Joe Absten Roy August Steven Bailey Ed Beckman Tom Board John Brumley Michael Cameron **Rusty Crites** Tim Cunningham Aaron Dickerson **Richard Eckle** John Felton Eliff George Luke Gillispie Nichole Gillispie **David Hartley** Chris Ilardi John Kopyscianski **Beverly McDonald** Fred McDonald Freddie McDonald, Jr. Amos Meck Jacob Meck Dale Oxley Chris Pauley Kent Pauley Shane Randolph **Bob Ritenour**

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21th Annual Auction HBA of WV August 17, 2013 Charleston Armory Group Photo by Ellen Walker

Auctioneers: Randy Atkinson & John Schoolcraft of Atkinson Auctions





Special Thanks

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Tell them you saw it in the WV Builder - Page 15





Auction Contributors Continued

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Local Association News



Roy August, Executive Officer 205 Virginia Street Ravenswood, WV 26164 304-273-5244



Colton Holmes (left) is the JCHBA \$750 scholarship recipient for 2013. Tom Kruk, Tech education teacher and presenter (right)



The association built a playhouse to benefit Habitat for Humanity. Materials were donated by Carter Lumber, which also allowed members to build and store it at their facility.



Workers on the project included (left to right - front) Brent Sayre, Roy August, Tommy White and (back row) Mike Gwinn and Doug Parsons. Not pictured is "Corky" McCorkle. Logs were donated by Doug Parsons of Appalachian Log Structures.

The Jackson County Chapter was officially recognized as the Jackson County Home Builders Association at the 2013 NAHB Spring Board of Directors meeting in June. They held their first Home Show March 23-24.



BITS AND PIECES

Beth Thomasson Executive Officer/Lobbyist

NEW BUILDING CODES "Are you ready"

As a reminder to everyone, we will very soon be using the newly adopted building codes in West Virginia.

1) The 2009 International Residential Code (IRC) Effective date of implementation September 1st

2) The 2009 International Energy Conservation Code (IECC) Effective date of November 30th.

There are some major changes in both codes and the Association has been working diligently the past few months to get everyone "up to speed". Through the generosity of the WV Division of Energy, a grant from the federal government has been used solely for training.

DOE Director Jeff Herholt employed a person with vast knowledge and experience to conduct training seminars across the state. Charles Roskovensky is a veteran of the construction industry and a former home inspector. He has conducted numerous FREE to HBA MEMBERS seminar/training classes focusing on the new 2009 IECC.

I think it is safe to say that he has made his rounds to all of our local associations (many have had more than one class) to acquaint builders with the new code. Praise and accolades have been frequent as to Mr. Roskovensky's training methods and excellent presentation of material.

It is expected that this training will continue to be available until all builders are comfortable with the multitude of changes. (Go to the HBA website www.hbawv.org for more information).

The Association is presently exploring a similar opportunity for the training of the 2009 IRC and hope to have that particular program put together in the near future. Again, this information will be posted on the website - or you can call the State Office at 877-408-0702 or 304-342-5176

WATCH LIST AT LEGISLATURE

The Association was summoned to the Capitol during the July interim meetings because there were two items of interest to be discussed.

SURETY BONDS – I'm sure you remember that for the past two years bills were introduced which would require residential contractors to obtain surety bonds. Suffice it to say we were quick to mobilize, gather facts that would convince legislators that this was bad legislation.

The original legislation was prompted and brought about because of an instance where the expected "dream house" became a "nightmare." The bad incident caused the customer to spend twice the amount of the contract price BECAUSE the contractor did not pay vendors the invoices associated with the project and liens were served on the owner of the property.

The bills that were introduced in the Senate in 2012 and 2013 were never put on the assigned committee agenda because we were able to persuade key leaders of the bad ramifications.

It did not stop there, though. There was pressure to place an interim study to determine if it could be salvaged.

During the meeting of the interim sub-committee, several members of the association and legislators expressed sorrow and regret that such a bad experience had happened, but noted that

• punishing all contractors for the bad behavior of this "bad apple" contractor was not practical

· would increase the price of housing and

· that many legitimate contractors would not be able to comply because of their lack of assets - perhaps forcing them out of their business and livelihood.

There seemed to be a common thread of agreement among the sub-committee that there were better ways to address the problem.

• One of them was the inadequacy of the present lien system where all the responsibility falls upon the innocent party.

· Another suggestion was making stronger laws to prevent and dissuade the use of funds received by the contractor for ANY OTHER purpose than the intended project.

Editorial



Jacob S. Meck President

Dear Fellow Homebuilders and Associates,

While it is hard to believe the 2013 building season is quickly coming to an end. I hope this if finding another successful year for each of you.

As I was traveling to a job site a number of weeks ago, I had to stop at a Boy Scout facility in our local community and take care of some business. As I traveled in the lane up to the office, there were a number of signs along the way. Each sign represented a life virtue and read in this order -

- Trustworthy
- Loyal
- Helpful
- Friendly
- Courteous
- Kind
- Obedient
- Cheerful
- Thrifty
- Brave
- Clean
- Reverent

The last sign read --

• On my honor I will do my best

As I continued on throughout the day, I pondered the words that I had read and wondered what connection they may have not only to Boy Scouts, but to each of us. As we are involved in the building industry, should this not be the responsibility each of us should uphold as we work with subcontractors, building suppliers and clients?

While many times we are tested to the limit, let us remember that each one of us is the Home Builders Association of West Virginia, and as a representative of such, carry the responsibility to show true professionalism in our trade.

Sincerely,

Beth Thomasson - Continued

The topic in July was "discussion only" with no motion offered of recommendation of legislation during the 2014 session and it is a subject that will be monitored careful by the Association in coming months. Testimony was offered by Dale Oxley, Chris llardi and Kent Pauley.

POTENTIAL TAX CREDIT FOR HOME GENERATOR INSTALLATION –

The other subject where input was requested of the Home Builders Association was the practicality of allowing tax credits to home owners who install home generators. It is unknown if the State Tax Department will support this concept. Home Builder members present at the committee meeting to answer questions were Dale Oxley and Rusty Crites.

21st AUCTION A BIG SUCCESS

Perhaps the biggest lesson learned was the fallacy of pessimism and the fact that we should never second guess an outcome.

At the time of budget preparation for 2014 all the projections for success appeared very unlikely and the anticipated net income was cut considerably. WRONG, WRONG, WRONG. Even after we lost one of our past years' major contributors – our August 17th annual event was perhaps the 2nd most successful on record and we proved again that *"when the going gets tough, the tough get going."*

On other pages of this magazine, you will find a list of contributors and also a list of names of members who gave of their time to work two days for pay that covered free water and sodas and a turkey or ham sandwich. It was great fellowship, lots of fun, laughter and good conversations, and a tremendous amount of sweat and sore muscles.

Many of these workers have participated for most of the 21 years and they will be back next year. Please find a way to pat their back and say *"Thank You"* for doing such a "lions' share" of the work in order to continue to have funds to provide services and benefits for our members.

2014 NAHB International Builders' Show[®] with the Kitchen & Bath Industry Show[®]



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Jacob S. Meck

Editorial



John Kopyscianski Associate Vice President

NAHB Associate Members nationwide represent approximately 2/3 of NAHB membership. Associate occupations include building material manufacturers, property managers, real estate brokers, utilities, architects, engineers, designers, computer services, marketing, advertising, public relations, mortgage bankers, appraisers, retail and wholesale dealers, subcontractors, and more.

As an Associate Member, are you realizing all of the various opportunities and advantages of membership? Please take the time to look over some of the following benefits that I pulled from the NAHB information site relative to Associate Membership.

Networking and Benefits Opportunities

For associates, it's all about the networking: opportunities to build relationships and also spotlight the products and services they provide to builders and remodelers.

• Learn about the benefits of exhibiting in local or state Home or Builder's shows.

• Sponsor a state or local event, and help your HBA organize a golf tournament, home show or other event.

• Join a committee or select from many different sponsorship and advertising opportunities that provide exposure to your company to both broad range and targeted audiences.

· Stay connected with other Associates, too!

Also take advantage of the NAHB Member Advantage discount program that offers year-round discounts from top national companies including GM, Dell, FedEx, Office Depot, Hertz, Omaha Steaks, FTD, and more. NAHB also offers members a 10% discount on products from BuilderBooks.com.

News and Advocacy

NAHB advocates for policies that promote a positive economic and regulatory environment for home building and related businesses like yours – you don't have to be a builder to get involved. • Find out about BuildPAC - NAHB's political action committee, its mission, and the benefits.

• Host an in-district visit for your representative or reach out to the media with a positive message about housing.

• Subscribe to various NAHB Newsletters and stay informed with Monday Morning Briefing, Washington Update and other e-pubs.

• Read the Eye on Housing economic blog, access talking points and press releases and watch some brief issues videos.

• Stay up to date on the latest industry developments with access to members-only content on <u>nahb.org</u> including up-to-the-minute news reports, economic and forecasting information & networking resources.

Education, Training and Events

NAHB encourages Associate members to learn more about home building, from technology and science and the health and safety codes to project management and estimating skills and merchandising best practices.

Broaden your industry knowledge and networking by attending NAHB Education seminars at your HBA or the International Builders' Show, or apply for an NAHB Educational Designation.

The *Certified Graduate Associate* designation is designed specifically for product manufacturers and service providers.

The *Certified Green Professional* educational designation covers sustainable design and construction.

The *Certified Aging-in-Place Specialist* gives you an excellent background for working with 55+ home buyers and builders. And NAHB's extensive suite of marketing and sales designations provides skills and knowledge beyond the business of new home sales.

Associate members now have a leadership training PowerPoint presentation to help them advance in their HBAs and the BUILD-PAC Training Workshop PowerPoint to help them raise money for home building advocacy issues.

These are only a sample of the tools and benefits that are available to you as an Associate Member! Please take advantage of all that the NAHB has to offer YOU as an ASSOCIATE MEMBER! And most of all remember to take the time to PARTICIPATE. Especially at the local level, your involvement helps make us all better at understanding the needs of the customer as they relate to our industry.

GATE Officer Nominations

The following have been selected by the Nominating Committee as 2014 officers of the association. Election will be held at the Oct. 5 Board of Directors meeting at Stonewall Jackson Resort.

President First Vice President Second Vice President Secretary Treasurer Associate Treasurer Associate Vice President Jacob S. Meck John Brumley Dale Oxley Richard Eckle Bob Ritenour April Bird Tom Board

These are nominated by WV to be voted on by NAHB to serve NAHB positions:

State Representative National Director Alternate National Director Associate Member Dir. to NAHB Alt. Associate Member Dir. To NAHB Dale Oxley Alan Baker Steven Bailey Tom Board John Kopyscianski

<u>The Annual Meeting of the membership</u> of the Home Builders Association of West Virginia will be Saturday, Oct. 5.

The Annual Meeting and the Board of Directors Meeting begin at 9 am At Stonewall.

By-law Amendment Proposal

A By-laws amendment will be discussed and proposal made to implement a dues increase in order to meet current budget needs and to continue to provide member services at the next meeting of the Board of Directors - to be held Saturday, Oct 5, 2013 at Stonewall Resort.

Things You Need To Know - Code

The 2009 IECC International Energy Conservation Code (IECC) goes into effect in West Virginia **November 30.**



The code is

different depending on your climate zone.

For a current list of available classes on the code, go to www.wvgreenenergy.com

The 2009 International Residential Code (IRC) effective date in West Virginia was **September 1**.

Things You Need To Know - Health Care Implementation

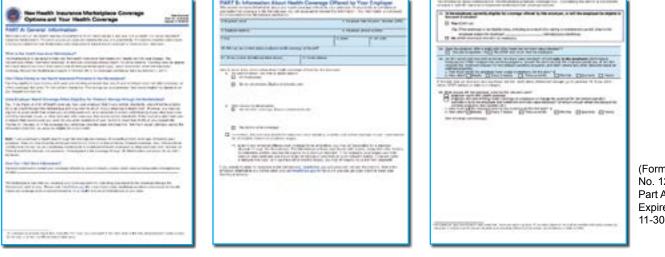
October 1 Deadline for Employers

As part of the new Health Care system, even though large employers were given an additional year to comply with the law, small business owners must make each of their employees aware of the coverage they offer so that individuals can begin shopping the Marketplace if they need or want to.

Employers are required to fill out and give this form to

<u>each employee by Oct. 1 of this year.</u> These forms are subject to change before Oct. 1, but the deadline for distribution of the form will not be changed.

You can find these forms at <u>www.dol.gov</u> and search for "medical insurance forms" or type in: <u>www.dol.gov/ebsa/pdf/flsawithplans.pdf.</u> (Form OMB No. 1210-0149 Part A & B)



(Form OMB No. 1210-0149 Part A & B) Expires 11-30-2013

Membership HBAWV RENEWALS

EASTERN PANHANDLE

84 Lumber Company (Kyle Wolfinbarger) A&A Homes, Inc. (Roger Ayers) A&A Pools & Supplies (Mike Manor) AC&T Company, Inc. (Bill Walter) Aircon Engineering, Inc. (Andrew Hughes) Arndt McBee Insurance (Doug Arndt) BB&T (Kathy Kester) BCT Bank of Chares Town (Bev Mitchell) BCT Bank of Chares Town (Tammy Demick) BCT Bank of Chares Town (Bev Mitchell) Berkeley County Public Service Water District (Paul Fisher) Blue Ridge Carpentry (Kevin Clark) Blue Ridge Community & Technical College (Cynthia Hull) Bowles Rice McDanvid Graff & Love, LLP (Tracey Rohrbaugh) Cedar Creek Builders, LLC (Justin "Jamie" Yates) City National Bank (Ian Gingold) Custom House Designs, LLC (Robert Shrum) Dan Ryan Builders Realty (Katy Fidler) Dan Ryan Builders, Inc. (Benjamin Shively) Davenport Insulation, Inc. (Mike Emerson) Double T Homes, Inc. (Allen Truax) Farmers & Mechanics Mutual Insurance (Melody Lord) Fire & Ice Climate Control Systems, Inc. (Terry Deeds) Fox & Associates, Inc. (Russell Townsley) GTA Associates (G. Todd Alter) Henson's Quality Contracting (Barrett "Bear" Henson) Innovative Concrete Designs (Jeff Petrucci) Integrity Home Mortgage Corporation (A. Joyce Garrison) J Philip Kesecker, Inc. (J. Philip Kesecker) J Walker Construction, LLC (James Walker) J&J Builders, Inc. (James Harden) Jefferson Co. Citizens for Economic Preservation (Kristen Stolipher) John E Myers & Son, LLC (John Myers) Jordan's Flooring (Jamie Jordan) Lansing Building Products (Chris Little) Long & Foster (Irene Hollida) Long & Foster (Lawrence Linkens) Manor House Builders, LLC (Christopher Smith) McCrea Heating & Air Services (Seth Lanhardt) Mid South Building Supply (Brian Fries) Miller's Residential Creations, LLC (Brian Miller) Mountaineer Kitchens & Baths (Jeff Michael) My Bank! First United Bank & Trust (Diane Broadwater) My Bank! First United Bank & Trust (David Esworthy) My Bank! First United Bank & Trust (Tracy Lord) Negleys WellDrilling (Julie Young) Palmer Construction Services, LLC (Walt Palmer) Panhandle Builders & Excavating (Lyn Marsh Hansen) Peele, Inc. (Boyce Peele) Phil Cogar Excavating, LLC (Phil Cogar) Pill & Pill (David Pill) Potesta & Associates, Inc. (Joe Knechtel) Potomac Housing Realtors, LLC (F. Page Burdette) Potomac Valley Properties, Inc. (Dana Clowser) Potomac Valley Properties, Inc (Joy Johnson) Potomac Valley Properties, Inc (Robert Ucellini) Potomac Valley Properties, Inc. (Tim Simmons) L.R. Dorsey, Inc. (Robert Dorsey) (Sally Johnston) Prime Lending (Dennis McCarthy) LCN Electrical Contracting LLC (Harold Mynes)

Proficient Air (James Gigeous) Re/Max Real Estate Group (Larry Demarco) Roach Engery (Karen Elliott) ServPro - Martinsburg (Andrea Proper) Shifler Electrical Association, Inc. (Kirk Anderson) Snyder Environmental Services (Lee Snyder) Snyder, Bailey & Associates, Inc. (Carolyn Snyder) State Farm Insurance (Dawn Newland) Stephens Painting, LLC (John Hardy) Steptoe & Johnson, PPLC (Eric Hulett) Steve Harris General Contracting, LLC (Steve Harris) The Arcadia Companies (Carla Coffey) The Arcadia Companies (Brad Durga) The Wormald Companies (Mike Wiley) Thompson Gas (Dave White) Todd Electric/Shamrock Lighting (Kelly Todd) TriCountry Rentals Sales & Service (Ron Saunier) United Bank (Barbara Harless) **GREATER CHARLESTON** A&L Building Materials (Robert Meeks) Absten & Sons, LLC (Adam Absten) Advantage Home & Environment (Justin Forman) Affordable Closet Systems (Jeannie Helmick) Al Marino, Inc. (Jay Marino) Alford Termite & Pest Control (Chris Alford) Appalachian Metal Fabricating, LLC (James Namey) Arthur, Krenzel & Lett Insurance Group (Rusty Arthur) Astar Abatement, Inc. (Roger Pritt) Astech Corporation (Denver Davis) Bailey Hardwoods, LLC (Owen Bailey) BB&T (John Finlayson) Brickstreet (Chuck Baldwin) Brightbill Wood Specialties (Gary Brightbill) Camel Technologies (Ronald McVey) Capital Financial Solutions, LLC (Terry Mathias) Carpenters Local 1070 (Paul Shaffer II) Charleston Newspapers (Jennifer Starsick) City National Bank (Mark Davis) City National Bank (Diane Lilly) City of Charleston (William Harmon) Coiner Builders (Tom Coiner) Commercial Insurance Services (Paul White) Corlis Design & Construction (Michael Corlis) Coventry Health Care of WV, Inc. (April Bird) Creative Kitchens, Inc. (Mark Smith) Crede Lawn & Landscaping (Dennis Crede) Cunningham Electrical Service, Inc. (Tim Cunningham) Darin Fisher Designer Kitchens (Darin Fisher) David Smith Frame & Body Shop, Inc. (Judy Smith) Dodrill Heating & Cooling, LLC (Dennis Dodrill) ESSROC Cement (Clayton Willis) Exclusive Home Designs (Dorsel Hodges) EXPN (Martha Smith) Ferguson Enterprises (Welford Haines) FHLBank Pittsburg (Jennifer Cloonan) FM Pile Hardware (William Pile) Garage Door Operators, Inc (Brad Helmick) Garlow Insurance Agency (Anita Smith)

Genteck Repair, LLC (Edwin Goggess) Grist Home Builders, LLC (Thomas Grist) Harless Printing (Harriet Harless) Hinzman Construction, Inc. (Jerry Hinzman) Hobba Enterprises, LLC (Dave Hobba) I.U.P.A.T. DC 53 (Richard Hackney) J&R Creations (Randy Allio) Janda Company (Barbara Hoffman) Jeff's Appliances (Jay Jeffrey) John Browder Building Contractor (John Browder) Kanawha Brick & Block, Co. (John Miller) Kanawha Valley Maintenance (Hubert Bass) Keller Funeral Home (J. Todd Whittington) Kersteins' One Hour Heating & AC

Leonards Electrical Supply (Leonard Brightwell) Leslie Lumber (Bob Leslie) Lifetite Metal Products Mfg, LLC (Steve Koepsel) Lowe's of South Charleston (Tom Bias) Maintenance Specialties (Stan Miller) Marco Concrete Lifting, Inc. (Ross Kirk) McCloy Construction (John Knight) McKee & Associates, LLC (James McKee) Mitchell Building Services (David "Mitch" Mitchell) Modern Home Concepts (Dale Oxley) Monarch Service Corp. (Mike Miller) Mountain Lakes Realty (Jim Rankin) Mountain State Cabling Systems (Charlie Brown) Mountaineer Wholesales Company (Gerry Workman) National Industrial Lumber Company (Josh Groves) **Outdoor Lighting Perspectives** (Judy Lumpkins) Patty Stewart Custom Faux (Patty Stewart) Pella Window & Doors (John Hull) Progressive Elevators, Inc. (Ron Rucker) Quality Construction (Steven Michael) R&B Construction Co. (Bob Young) RC General Contractors (Tom Reece) Rhodes Brick & Block (Ernest Rhodes) Runyan & Associates Realtors (Tim Runyan) Service Experts Heating & Air Conditioning (Ed Powell) Service First (Tim Wilson) ServPro of N. Kanawha Valley & Teays Valley (Stephen Reynolds) Sherwin Williams (Justin Ash) Sky Insulation, LLC (Phillip St. Clair) Steorts Homebuilders, LLC (Jason Steorts) Stricklen Realty (JD Stricklen) Suddenlink Communications (Anthony Carroll) Sunbelt Rentals (Dave Tippie) The Poca Valley Bank (Philip Robertson)) Thompson Real Estate Rents (Bill Thompson) Tyler Mountain Water Co. (David Riddick) Universal Custom Builders, Inc. (Rich Hottle) Wells Fargo Insurance Services (Renay Yerrid) WesBanco (Elaine Lett) Window World of Kanawha (Mary Hughes) WOWK WV Media (Larry Ledbetter) WV Career Transition Services (Lisa Moore) WV Metal Wholesalers (Denver McMillion) WVHDF (Patti Shamblin) Yeager Ins. & Financial Services, LLC

GREATER GREENBRIER VALLEY

(Glenn Yeager II)

Almost Heaven Habitat for Humanity (Michelle Connor) Anderson Farm & Landscaping (Garnett Anderson) CKJ Properties, LLC (Clifford Gillilan) Eckle Seamless Guttering (Richard Eckle) Greenbrier Communications, Inc. (Al Stephens) Hawver Construction, Inc. (Rick Hawver) Jacob S. Meck Construction, LLC (Jacob Meck) Lowe's (Matthew Flippin) Lowell C Rose, Inc (Lowell Rose) Only Way Water, LLC (Alan Truman) P.H. Loos Construction, Inc. (Paul Loos) RBS, Inc. (David Snyder) Special T Contracting (Kevin Thorton) **HIGHLANDS**

Allegheny Insurance (Michael Waldo) Elkins Electrical Const. Co (Harold Elbon) Reliable Roofing Co (Charles Preusch)

February 1 - July 31, 2013

JACKSON COUNTY

84 Lumber (Shawn Montgomery) Atlas Poured Walls (Mike Gwinn) B&G Heating & Cooling (Brandon Cobb) Buffington Builders (Conrad Buffington) Carter Lumber Co. (Dave Johnson) City National Bank (Sandra Reed) CJ Enterprises (Corky McCorkle) Dillon Construction (Jim Dillon) Hardman's (Tom Hardman) MCM Mouldings, Inc. (Mark Gorrell) Pella Windows & Doors, Inc. (Brenda Slavin) Plumbing Specialist (Ronnie Vest) Roy J. August Builders (Roy August) TomKat Construction, LLC (Tom White) Valtronics, Inc. (Eddie Fisher) WesBAnco Bank, Inc. (Rayna O'Dell) WV Forestry Association (Dick Waybright)

MEMBERS AT-LARGE

Builders Supply Assoc. of WV (Dale Hill) Gamm 99 Properties (Tyson Michael) Superior Walls by Advanced Concrete (Bob Barr)

MID-OHIO VALLEY

1st Service Real Estate (Eddie Staats III) A-1 Heating & Cooling (Larry Wells) Alarm Systems (Larry Wilson) All Dry Waterproofing Co. (Jeremy Syatt) Ameri-Craft Corporation (David Van Horn) Arrow Concrete (Jim Parker) Atlas Poured Walls, Inc. (Michael Gwinn) Brammer Construction (Chester Brammer) Bridgeport Equipment and Tool (Tom Gruber) Builder's Choice Vinyl Fencing (Dave Lapp) Cardinal Concrete (Michael Gwinn) Charton Management, Inc. (Jody Laughery) Clear Channel of the MOV (Greg Siegfried) Community Resources, Inc. (Jack Payne) Deem Sale Services, LLC (Dave Deem) Everett L. Harper & Sons, Inc. (Donald Harper) Foam Tech (Kevin Roberts) Foam Tech (Scott Grimm) Glenn Rhodes Trucking (Glenn Rhodes) Groggs Heating & AC (Carma Hanlon) Haas Central Vacuum Sys. (Stephan Hass) Harrison Construction (Daniel Harrison) HBAMOV (John Farnsworth) Home Depot (Robert Taylor) Huffman Truss (Thomas Huffman) Huntington Mortgage Group (Thomas Mote) Intra-State Insurance Corp. (Al Hawkins) JC Bosley Rental & Supply (Tessa Bosley) Jefferds Corporation (Tom Dukas) JM Group, Inc. (Jeff Martin) Kevin Roberts Construction (Kevin Roberts) Lang Masonry Contractors, Inc. (Greg Adams) Lang's Flooring (Anthony Lang) Logan Insulating Service, Inc. (David Kornmiller) Matheny Volvo & GMC Trucks (Steve Skinner) Miller Door, Inc. (Ron Hendrix) MLW Construction, LLC (Linda Weppler) Moran Construction (Jodie Bonnette) Nichols Heating & Cooling (Jared Nichols) Ohio Valley Home Listings (Tamelin Delli-Gatti)

Parkersburg Lock Service (Jim Runyon) Parkersburg Paint & Janitorial Supply LLC (Dave Martin) Patterson Building (William Patterson) Pella Virginia, Inc. (Brenda Slavin)

Perry & Associates CPA's (Linda Weppler) Pioneer Supply (Dan Mathney) Professional Residential/Commercial Appraisers (Sean Andrews)

Reed's Heating & Cooling Co. (Debbie Reed) Results Radio (Charles Helmick) Richard Webb Construction, Inc. (Richard Webb)

Satows Residential Contracting (Paul Satow) SRM Development (Steve Mcpherson) Starkey Soft Water (Barbara Starkey) State Electric Supply Co (Lynn Farley) Steers Heating & Cooling (Bruce Hardman) T.Q.S. Granite & Marble (Joe Matthews)

HEANN Membership Continued

Tessa-Debar Trucking (Dennis DeBarr) Top General Building Contractor (Clayton Huber) United Security Agency (Mark Sturm) WesBanco (Pam Bayer) West Virginia Roofing (Jon Barker) Westwood Land Co., Inc. (Robert Tebay) Williamstown National Bank (Theresa Cunningham) Wood County Technical Center (Randy Dornon)

NORTH CENTRAL

Advance Building & Dev. (Bernie Boyers) Advanced Heating & Cooling (David Seman) All Pro Home Improvements (Donna Blaney) Asayo Creative, Inc. (Damian Ferek) B&K Direct Floors, Inc. (Bill Harris) Bath Fitter (Corissa Greer) Capital Doors, Inc. (Larry Zaccagnini) CDC Development Corp (Mike Callen) Clear Mountain Bank (Jane Saul) Collier Foundation Systems, Inc. (Matthew Theadore) Core Bldg Solutions, LLC (Chad Matheny) Danny's Door Service (Dan Baliker) David Ktchen & Tile, LLC (Chuck Matala) Don's Appliances (Frank Switalski) Fairmont Federal Credit Union (Melanie Thompson) Geper, Inc. (Gene Perilli) Groggs Heating & AC, Inc. (Keith Blair) Hardwood Interiors. Inc. (Michele Messenger) Hartland Planning Mill (Steve Turner) Hot Shotz Thermal Imaging Service, LLC (Mark Watkins) Jacobs & Hutchinson (J. P. Lafollette) Jefferds Corporation (Charlie Gough) John Stewart Custom Woodworking, Inc. (Mary Stewart) Keith's Kitchens by Design (J. Carr) Key Realty Company (Christine Pauley) Koval Building & Supply Co (Amy Koval) L.H. Jones Equipment Co. (Leonard Hancock) Leon N. Weiner & Associates. Inc. (Debra Finocchiaro) Lifetite Metal Products, LLC (Steve Koepsel) Lowe's of Clarksburg (Michael Bennett) Matheny Motor Truck Co (Brian Lamp) Maverick Contracting (Vince Putkowski) Middletown Home Sales (Chris Poskins) Mills Group, LLC (Michael Mills) Mountain State Log Homes (Stephen Craig) Nature's Granite, LLC (Christine Congado) Omega Designs, Ltd (Eric Braham) Panhandle Cleaning & Restoration (Robert Contraguerro) Precision Concrete, LLC (Brad Taylor) Puccio & York Appraisers (Carl York) Quality Plus Inspections (Edward Erjavec) Rexroad Heating & Cooling, LLC (Benjamin Licht) Rice Construction (John Rice) Rich's Garden Creations (Rich Painter) Rising Sun Construction, LLC (Chris Bailey) Robert Kittle Construction Co. (Robert Kittle) Ron Hurst Construction Co. LLC (Ron Hurst) Royal Water Treatment (Jim Wright) Rustic by Design Fireplace & Patio (Jim Merschat) S&S Homes (Bill DeMarco) Smith Econo Homes (Rod Smith) Summer Breeze Comfort Systems, LLC (Daniel Henson) T.J. Contracting & Custom Home (Jeff Montgomery) TKS Contracting, Inc. (Thomas Shaw) Ultra Seal, LLC (Tim Hagedorn) Unique Building Solutions, LLC (Paul Valint) Vision Homes, Inc (Michael Helwig)

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WV University Safety & Health Extension (Mark Fullen) WV Women Work (Emily Mavlier)

NORTHERN PANHANDLE

AD Baker Homes (Jim Baker) Conaway Flooring (Michael Scarnecchia) Huffner Contracting (Phil Huffner) Loffa Enterprises (Daniel Armstrong) Lowe's (Jill Krumski) Mutual Wholesalers of Wheeling (Tony Dibartolomeo)

February 1 - July 31, 2013

SOUTHERN

BB&T Bank (Betty Kinder) Beckley Insulation Co. (Sharon Warden) Boxley Materials Company (Sammy Geso) Crown Windows & Vinyl Products, Inc. (Blaine Woodson)

Daniel Realty Investments, Inc. (Carl Daniel) David Hill Concrete Company (David Hill) Garage Door Operators, Inc. (Brad Helmick) Highland Propane Co (Michael Christian) Jim Withrow Construction (James Withrow) Larry D Ford Insurance (Larry Ford) Means Lumber Co. (Paul Rose) New River Community & Technical College

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TRI-STATE

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Lowe's of B'ville (Shelly Braley) Lowe's of B'ville (Scott Horsfield) Lowe's of S. Point (Doug McMahan) Lowe's of S. Point (Justin Wurtzler) Mutual Wholesalers, Inc (Len Rogers) R D Developers (Ron Detemple) Rumpke Waste, Inc. (Tiffany Collins) Scott Wheeler Development, LLC (Scott Wheeler)

Tri-State Publications (John Brumley) TriState Rom, Inc (Kenny Kirby)

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(Danny Bowers) Home Hill Corporation (Justin Drennen) J&L Heating & AC (James MacLean) Keller Williams Rice Realty (Charlotte Sherman) Long Fence (Chris Jenkins) Miller's Apply Valley (Chance Woodal) Phil Cogar Excavating (George Brent) PNC Mortgage (Joyce Garrison) Sierra Pacific Mortgage (Laura Chandler)

Summit Community Bank (Cindi Trenary) GREATER CHARLESTON

Brian's Rug Spa (Brian Limer) Design Roofing, LLC (Todd Townsend) HSC (Mechanical Services & Bldg Automation & Controls) (John Hughes) Interior Designer (Janet West) Norandex (Veronica Ferrell) Panaro Contracting (James Panaro) Professional Floor & Wall Covering, Inc. (Melissa Bias) Sun Comfort Inc. (Keith Bailey) Terry Thaxton Excavating (Terry Thaxton) Williams Cabinet Shop, LLC (John Williams) GREATER GREENBRIER VALLEY

Duane Miller Construction Services (Duane Miller) Freedom Builders, Inc. (Robert Berchtold) Jacob S. Meck Construction, LLC (Amos Meck) Jacob S. Meck Construction, LLC (Travis Vandevander) Robert Vass III, LLC (Robert Vass) WVHDF (Nan Stevens)

JACKSON COUNTY

Genteck Power Solutions (Edwin Boggess) The Lawn Care Specialists (Bart Garrett) Vail Furniture (David Lowry)

MID-OHIO VALLEY

Career Center Adult Technical Training (Alan Hall) Peoples Bank (Larry Holdren) Pro Co Construction (David Vonville) Schaad and Sons, Inc. (Ryan Schaad) T Construction Corp. (Marvin Thomas)

NORTH CENTRAL

Brushworx (Adam Phipps) DeBellis Construction, Inc. (Joseph DeBellis) Kisamore Enterprises, LLC (Chad Kisamore) KLM Properties, Inc. (Kathy Martin) Visions in Design, LLC (David Koren) WCO Flooring America (Rock Manchin) Wells Fargo Home Mortgage (Mimi Shaffer)

SOUTHERN Ferguson Management (Patti Howard) TRI-STATE

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