

# Builders At Their Best



VOL. 9 NOV 2009

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## About Us

The Homebuilders Association of Northeast Georgia (HBANEG) is a home building trade organization working to promote the home building industry in local communities in the Northeast Georgia area. Membership is from the four county areas of Elbert, Franklin, Hart and Stephens. Our members include homebuilders, remodelers, specialty trade contractors, suppliers, bankers, insurance agents and a host of other groups and individuals. Our association is affiliated with the National Association of Home Builders (NAHB) and the Home Builders Association of Georgia (HBAG).

## MISSION STATEMENT

The Homebuilders Association of Northeast Georgia is a non-profit organization of building industry professionals dedicated to the production of affordable and quality housing. Our goal is to provide a forum for our builders and associates that promotes professional and ethical business practices, encourages continuing development of our members, and provides a tool for our members to have a voice in government regulations and affairs impacting our industry.

## SERVICES PROVIDED

We provide the following services:

- Up-to-date information on regulatory issues.
- Networking opportunities.
- Training.
- Advertising Opportunities.
- Member discounts.

## Contact Information

**Mailing Address:**  
P.O. Box 842  
Hartwell, GA 30643

**Phone:**  
(706) 376-1658

**E-mail:**  
[EG@hbacga.com](mailto:EG@hbacga.com)



This Space Could Be  
Your Advertisement

Our Home Page for the new HBANEG web site. Go to [www.hbaneg.com](http://www.hbaneg.com) for more.

**Ladies Night**  
**HBANEG**  
**Annual Party**

Hill's on the Square  
9595 Lavonia Rd  
Carnesville, GA 30521

Friday Dec. 11, 2009  
6:30 PM

Admit One - \$30 per person  
(Attire - Business Casual)

[Click Details](#)

## THANKSGIVING

November is here again. I hope each of you has a wonderful and happy Thanksgiving. In January 2009 your board of directors had a daylong meeting with HBAG to discuss our wants, needs and plans for HBANEG. This was to be our guide to keep us on track to accomplish our set goals and priorities. We accomplished some, and others we could not. There is only so much that 13 people can do to keep the association running as smooth as possible, and still run their own business as well. You should know that you have a lot of dedicated folks on this board, and many have been on there for a long time and want to make your association successful. This can make your business more successful as well. We are trying different ways, and doing old ways better, to bring in non-dues revenue which can keep our dues down. We are creating new benefits for local members, while at the same time trying to show you others that you get from NAHB which are numerous.



The board of directors met on Nov. 10th with HBAG again to have another planning session to look at our goals for 2010. A HBA is and should be member driven. This means that the more member participation, the more your HBA can accomplish to help you be more successful. To me that is what it is all about. Your HBA is the watchdog for any things that will have a negative effect on the ability of people to own and or improve their homes, which would have a negative effect on all of our jobs as well. The more successful your association is in reaching its goals the more successful all the members can be. We need your ideas and input on what are your need and wants. Please answer the survey that you get. I know that there are a lot of you that have great ideas, suggestions and questions. Without your input your ideas will not become a reality. Your suggestions won't be tried if we are unaware of them. Your questions will not be answered if you do not share them. There are a lot of ways to create local benefits, such as discounts and exposure for your business. We are currently working to get all cities, counties, chambers, and school systems to send any of their bid requests to HBANEG and we will forward it to all members so if you do this type of work you will have an opportunity to bid on these projects. We can accomplish so much but to be successful we need your help to serve on committees to make these ideas into reality to make HBANEG and you more successful.

Ricky Carter, President



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## What Green Features Would You Choose?

Consumer interest has grown significantly over the years for homes that offer energy-efficiency and cost-savings — that also have minimal environmental impact on the earth. But will they pay for it?

According to a recent survey of more than 500 builders by the National Association of Home Builders (NAHB), the answer is, not necessarily.

“Although we are seeing significant interest in green building, cost effectiveness is clearly a key concern among home buyers,” said NAHB Chairman Joe Robson, a home builder and developer in Tulsa, Okla. “Builders said that among buyers who are willing to pay more for green features, more than half — 57 percent — are unlikely to pay more than an additional two percent.”

Home owners are feeling the pinch of the recession and are much more careful about their spending choices. They can't afford everything they want to do to green their homes, so they are picking and choosing ways that will provide benefits that also fit into their budgets.

The study also found that preferences for green features tend to vary by region. For instance, home owners in California might be more interested in water efficiency, while people in the Northeast are more concerned about savings on heating costs.

If you would like to incorporate a few green features into your home, it is best to contact a Certified Green Professional (CGP) in your area who can determine the best choices based on where you live. You can find a local green building or remodeling expert by visiting [www.nahb.org/designations](http://www.nahb.org/designations).

Although it is best to talk to a trained builder or remodeler, here are two quick ways to help you get the best green bang for your buck.

### Insulation

Improving the insulation in your attic is one of the easiest ways to realize immediate benefits. Adding insulation will help save energy costs, increase comfort by better controlling temperature, and improve indoor air quality by eliminating many gaps through which dirt, dust, and other impurities can enter. When choosing insulation, the higher the R-grade, the better.

### Tankless Water Heaters

Tankless water heaters — which save energy by heating water only when needed — are comparable in cost to traditional gas water heaters but are 30 percent more efficient, according to the U.S. Department of Energy.

In addition to the energy savings these two improvements contribute, home owners can see additional savings through tax credits available from Uncle Sam.

The Existing Home Retrofit Tax Credit provides a return of 30 percent of the cost of certain products — such as water heaters and insulation — up to a \$1,500 total cap for 2009 and 2010. Find out more at [www.nahb.org/efficiencytaxcredit](http://www.nahb.org/efficiencytaxcredit).

You don't have to do a complete roof to foundation upgrade to make significant energy-efficient improvements to your home. Contact your local home builders association [hbaneg@yahoo.com](mailto:hbaneg@yahoo.com) to get recommendations on upgrades suitable for your area or to find a local builder or remodeler that can help get you started on your way to a greener home.

## October Membership Renewals

### Spag's Cabinet Shop

706-245-5401

### Jerry Turner

706-376-3842

### William O. Tucker

706-376-8241

### Duncan Electrical

706-245-5110

### Care-Bilt, Inc.

706-436-2940

### Athen's First

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### Wilson Paint Contractor

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### Kirchner Siding

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### Georgia Pools

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## HBA NEG Board of Directors 2009-2010

### Ricky Carter, Builder President

J & R Builders

### Howard Eaton, Builder VP

Eaton Properties, Inc.

### Mike Duncan, Associate VP

Duncan Plumbing & Electric

### David Kesler, Secretary/Treasurer

Kesler Construction

### Jerry Turner

Jerry R. Turner Contractors

### Mike Little

Just Wright Pest Control

### Charlie Eison

Care-Bilt, Inc.

### Ken Medlin

GA Power Company

### Jimmy O'Dell

J & R Builders

### Joshua Lloyd

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### Marvin Smith

Peach Palmetto Remodeling, Inc.

### Jamie Cleveland

Yoder's Building Supply

### Cathy Eison

Executive Officer

Mike Little  
Branch Manager

[bugmikelittle@yahoo.com](mailto:bugmikelittle@yahoo.com)

## Just Wright Pest Services, LLC

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# Advertising Opportunities

## 1/2 Page Ad

\$70 per month, \$500 per year

## 1/4 Page Ad

\$55 per month, \$325 per year

## Business Card Ad

\$35 per month, \$250 per year

## 1/2 Page Color Ad

\$100 per month, \$750 per year

## 1/4 Page Color Ad

\$80 per month, \$475 per year

## Business Card Color Ad

\$50 per month, \$375 per year

## WELCOME TO [www.hbaneg.com](http://www.hbaneg.com)

It took us several months, but our website, [www.hbaneg.com](http://www.hbaneg.com), is up and running. We are asking that all our members check it out, especially the membership information. We checked, double-checked and triple-checked, but we're only human and could have easily missed something. We want all information related to our membership to be correct, so please let us know of any corrections that need to be made.

We hope you find the information on the website useful, as well as the links to NAHB, HBAG and our sponsors, the Southern Building Show, Code Coach, and Builders Insurance. There are seven pages (or tabs for us non-computer types) on our website. The Home page has a brief description of our organization. The Why Join page lists some of the benefits of belonging to our association. The Member Directory has a list of our current members, as well as a link to the member's website if it is available. The Calendar of Events lists upcoming events of interest to our membership. This calendar will provide you with a quick snapshot of upcoming local, state and national events. The Newsletter page has the most current as well as archived newsletters. The Member Spotlight focuses on activities of the association, or features a member who has provided outstanding service to the association. The Links page provides quick launches to other helpful sites.

There are advertising opportunities available as well. As the website grows, along with our association, our hope is that it will become a valuable tool for you. We are working on linking to all of the relevant Chambers of Commerce, and other organizations, as a way of bringing potential customers into contact with you through our Member Directory. Our sincere hope is that through this, and some of the other avenues we are currently pursuing, we will be able to present both the association and you, as a member, as the "go-to professionals" for our industry.

## Milford Grading

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## NEW MEMBERS

NEGA will pay a bounty of

**\$50**

To any of our members who succeed  
In getting a NEW member to join

# General Membership Meeting

Tuesday, January 12 @ 7pm

**Fletchers**  
Hwy 29 North, Hartwell

Come join us for an interesting program on our Association's Strategic Plan for 2010.

Please RSVP by Tuesday, January 5th to (706)376-1658 or e-mail [hbaneg@yahoo.com](mailto:hbaneg@yahoo.com)



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706/376-9110 Fax

**W. STEPHEN WINGER**  
GENERAL MANAGER  
[abssw@hartcom.net](mailto:abssw@hartcom.net)

Home 864-446-2215  
Cell 706-436-5838

## New Members Wanted

Your HBA is offering a \$50 bounty for each new member that a current member gets to join our association. We, as the leadership team, felt what better way to recruit new members than to have our current members talk about our association.



I hope that I can help you sell our membership benefits to your associates. Your membership fee is comprised of three parts. \$150 is sent to NAHB to support the benefits you receive from a national level. NAHB has a very powerful voice that impacts legislation and regulations affecting our industry. They also negotiate numerous discounts which you receive from Member Advantage. In addition, they have a website that has a tremendous amount of information to help you in your business. \$100 is sent to HBAG to support the state services we receive. Once again, our state association is very effective in impacting state legislation that affects your business. The state works to keep you informed on licensing issues, state regulations and numerous other issues that you should know. \$25 is a voluntary B-PAC contribution.

At a local level, we receive \$125 of the membership fee. We use this money to support the administrative functions of this association. This pays for my services in support of the association, as well as telephone, postage, printing costs for the newsletters, meeting flyers and other meeting expenses, our tax return, etc. I provide bookkeeping services, reporting to national and state, providing support for your officers and directors, produce the newsletter and website, etc. Your officers and directors volunteer numerous hours working on meetings, obtaining sponsors, getting advertisers and planning events.

Through our meetings, you're kept up-to-date on licensing requirements, code changes, and knowing what training is available. Our meetings allow a forum where you can meet with other members and discuss issues pertaining to our industry. Attending meetings also gives you opportunities to show your services and skills to others who may be in the market for them.

As an association, we have been working diligently this year to produce a quality newsletter, have informative membership meetings, send information to our members via email, and now we have a website. We're trying to help you stay current on legislation, events and training.

On our website, you have a link to "Code Coach" which is a revolutionary web-based software program (available by subscription) that assist you with building codes. We also have a link to the Southern Building Show this next spring, which gives you numerous training opportunities and provides you the opportunity to hear about new, innovative products available in the building industry. We also have links to NAHB and HBAG so you have access to all the information these organizations have published.

So, as a member of our association, help us to grow. The bounty is just a small incentive. The true benefits that the association gains are the strength of additional voices, additional eyes and ears on events impacting our industry, as well as additional networking opportunities.



**12/11**

Ladies Night  
Hills on the Square

**1/12**

General Membership Meeting  
Fletcher's, Hartwell

**1/19**

BOD Meeting  
Hartwell Paint

**1/19-22**

IBS  
Las Vegas

**2/23-24**

HBAG Winter Board  
Atlanta, GA

**2/24**

HBAG Legislative Luncheon  
Atlanta Train Depot

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### To All Members

We need members to be involved and participate in your organization.

### Committees

Newsletter  
Sponsorship  
Membership  
Events  
And More

Contact Us At  
706-376-1658

hbaneg@yahoo.com

"Builders, as well as vendors, should make every effort to be at next year's show. The contacts you make are invaluable in furthering your business."

Charlie Eison, Attendee-Builder  
Care-Bilt, Inc.



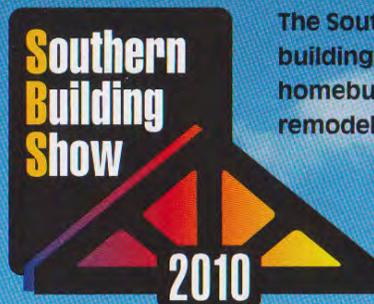
**The Building Show**

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Registration and Housing Opens January 2010

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HBAG  
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## Save the Date!



The Southeast's biggest building show for the homebuilding and remodeling industry.

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Georgia World Congress Center  
Atlanta, Georgia  
[www.southernbuildingshow.com](http://www.southernbuildingshow.com)

### Get Ready to Grow!

Email [connie@southernbuildingshow.com](mailto:connie@southernbuildingshow.com) to receive advance registration information

HBA NEG  
P.O. Box 842  
Hartwell, GA 30643

HBA NEG is an organization of building industry professionals dedicated to serving the interests of our members, while maintaining a positive leadership position in the community, and providing the best quality and most affordable housing available through our efforts.

Cathy Eison  
706-376-1658  
[hbaneg@yahoo.com](mailto:hbaneg@yahoo.com)



## Notice Our New Name

Did you notice that our newsletter now has a name? *Builders At Their Best* was submitted by Gregg Moore from Harbin's Lumber Company. After months of competition, the Board voted, and Gregg's name came out the winner. The Board thought this name projected the best image for our Northeast Georgia Homebuilder's newsletter. We want to thank everyone that participated in this competition.



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Monday-Friday

7:30-5:30

Saturday

8:00-12:30



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