

The 21st Century Building Expo & Conference is the premier building Expo & Conference for builders, associates, realtors, architects and trade contractors throughout North Carolina, South Carolina, Tennessee, Virginia and Georgia. Attend the Expo at the Charlotte Convention Center September 14-16.



FREE EXPO FLOOR PASS &
 FREE ENTRY TO
 BUILDER BEER GARDEN

www.21buildingexpo.com

Contact Sandra Wallace for
 more information

swallace@lakenormanhba.com
 704-664-5622



Of Special Note:

- REACH OVER 300 MEMBERS PLUS LOCAL BUSINESS PROFESSIONALS! CONTACT SANDRA WALLACE TO ADVERTISE IN OUR NEWSLETTER. 704-664-7144
- FAMILIARIZE YOURSELF WITH THE NAHB MEMBER ADVANTAGE!
- CHUCK GRAHAM SPEAKS SEPT. 8
- BEST OF THE LAKE DESIGN COMPETITION CALL FOR ENTRIES - DON'T PASS UP YOUR OPPORTUNITY TO SPONSOR THIS EVENT!

LETTER FROM OUR PRESIDENT...

Lake Norman Home Builders Association President Nicole Goolsby



Life is ten percent what you make it and ninety percent how you take it!

Dear Friends,
 Summer is winding down and the LNHBA is gearing up again. I have to tell you that I am excited for the fall! Great programs are on the horizon - golf and education, opportunities to grow our membership and share the benefits with our industry colleagues. Please read through this newsletter thoroughly and see where you can engage, participate and get the most out of your membership.

As the uncertainties and challenges of the day continue, I recognize that some days are tougher than others for most of us. One of the greatest things I have found being a part of the LNHBA for the past 15 years is the support and encouragement that comes from the relationships

we've built and how those relationships contribute to our success. Recently, this story was shared with me and I'd like to pass it on.

Law of the Garbage Truck

One day I hopped in a taxi and we took off for the airport. We were driving in the right lane when suddenly a black car jumped out of a parking space right in front of us. My taxi driver slammed on his brakes, skidded, and missed the other car by just inches! The driver of the other car whipped his head around and started yelling at us. My taxi driver just smiled and waved at the guy. And I mean he was really friendly! So I asked, "Why did you just do that? This guy almost ruined your car and sent us to the hospital." This

is when my taxi driver taught me what I now call, 'The Law of the Garbage Truck.'

He explained that many people are like garbage trucks. They run around full of garbage, full of frustration, full of anger, and full of disappointment. As their garbage piles up, they need a place to dump it and sometimes they'll dump it on you. Don't take it personally. Just smile, wave, wish them well, and move on. Don't take their garbage and spread it to other people at work, at home, or on the streets.

The bottom line is that successful people do not let garbage trucks take over their day.

Have a garbage-free day!

Nicole

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Local economist Chuck Graham will address Lake Norman Home Builders Association about the area's real estate and home building industry.



Graham will discuss: The recession; Market comparisons; and Suggestions for what we can do as the market turns around.

CHARLOTTE AND THE LAKE NORMAN HOUSING MARKET

Galway Hooker Restaurant & Irish Pub
17044 Kenton Drive
Cornelius, NC 28031
Thursday, September 8 at 6:00 p.m.
Tickets - \$25

Chuck Graham is featured speaker at Sept. membership meeting

Mark your calendar for Sept. 8 to attend the monthly membership meeting at Galway Hooker. Chuck Graham is the featured speaker. Chuck is a local economist and principal of Newton Graham Consultants, a Charlotte, N.C.-based management consulting firm that specializes in the home building industry.

Graham's presentation will include: A review of the recession from its start in 2006 through where we are today; Comparisons for the nation, Charlotte,

and the Lake Norman sub-market; Suggestions on what we should be thinking about doing as the market begins to improve.

Graham is a well-known consultant and building industry specialist. Chuck has served as former chief marketing officer of the John Crosland Company between 1981 and 1987. He is a past chairman and trustee of the National Association of Home Builders Sales and Marketing Council, and fellow, past president and trustee of its Institute of Residential Mar-

keting. Graham is also an author and national instructor. He received his MBA from Harvard Business School.

Tickets are \$25 and include hors d'oeuvres. Tickets can be purchased from Lake Norman Home Builders Association online at www.LakeNormanHBA.com, by calling 704-664-5622, or by emailing swallace@lakenormanhba.com.

Individual sponsorships are available to promote your business during this important event.

NAHB MEMBER ADVANTAGE



National Association of Home Builders

As an NAHB benefit, members have access to discounts and savings opportunities offered by many top companies. *(All programs, rates, and prices are subject to change without notice.)*

When making contact, identify yourself as a member of the National Association of Home Builders.

- Lowe's
- General Motors
- FedEx Advantage
- YRC Transportation
- Solveras Payment Solutions
- Dell
- Liberty Mutual
- Hertz
- Avis
- Budget
- Hewlett Packard
- Office Depot
- Omaha Steaks
- Endless Vacation Rentals
- Wyndham Hotels
- FTD
- NAHB Career Center
- Paychex

For more information visit: www.NAHB.org/ma

Volume 1, Issue 3

**GET YOUR PROJECT THE RECOGNITION IT DESERVES!
ENTER THE 2011 LNHBA BEST OF THE LAKE DESIGN COMPETITION**

**SPONSORSHIPS AVAILABLE
AWARDS BANQUET, MEDIA & ONLINE PRESENCE!**



Entry Deadline
Oct. 7, 2011 3:00 p.m.

Judging
Oct. 14, 2011

Awards Banquet
Nov. 4, 2011

Who's Eligible?

Any industry professional in the Lake Norman and surrounding areas - builders, remodelers, architects, landscapers, developers and designers - to name a few! Projects must be completed between Jan. 2008 and Aug. 2008.

What are the Sponsorships?

Event - **SOLD OUT**
Gold - \$2500* **
Silver - \$1500* **
Bronze - \$500*
Table - \$250*

*Includes print, online recognition
**Includes Currents Magazine ad

How do I get more information and enter?

www.LakeNormanHBA.com

swallace@lakenormanhba.com

704-664-5622

NAHB Grassroots Program: BuilderLink

If you have a stake in home building, then you know that everyday Congress makes decisions that impact the home building industry and your bottom line.

When we reach out to Congress, we impact the decisions they make.

BuilderLink, NAHB's national grassroots program, advances the housing industry by connecting members of Congress to the people who matter most -- their constituents.

Support housing issues, [take action](#) now!

BUILDING SYSTEMS FOR SOLDIERS



No one makes more of a personal commitment to country or community than the members of our military do. Yet all too often our U.S. wounded warriors return to find that "home" is no longer adequate for their needs. Sadly, many don't have the resources or ability to make the changes necessary to accommodate their post-service lives. The building systems community wants to change that, one soldier at a time.

Join NAHB's [Building Systems Councils](#) (BSC) and [Operation Finally Home](#) as we join forces on an important project to build one amazing home for one very deserving veteran in North Carolina.

And you can play a part by donating funds, materials, services, time ... whatever it takes to make life easier for a soldier who served to protect our way of life.
www.NAHB.org

NEW MEMBERS RECEPTION/ ORIENTATION

AUG 30TH
4:30-7:00

FINE LINES OF
H H GREGG
7024 SMITH
CORNERS BLVD
CHARLOTTE, NC
28269

HEAVY HOR
D'OEUVRRES &
DESSERTS
SPONSORED BY
JENN AIR (LORA
DONOGHUE)

BEVERAGES
SPONSORED BY
HUSTEKS
REMODELING (CHRIS
MCCLEAN)

THIS WILL BE MORE
OF A "SOCIAL" FOR
ALL OF NEW
MEMBERS TO GET TO
KNOW ALL THE
EXECUTIVE BOARD,
EACH OTHER AND
THEN OF COURSE TO
HEAR ALL THE
BENEFITS OF BEING A
LNHBA, NCHBA AND
NAHB MEMBER!

Thurs. Sept. 29, 2011

Registration-Check/In: 7:30 AM
Shotgun Start: 9:00 AM



Birkdale Golf Club
16500 Birkdale Commons Parkway
Huntersville, NC 28078

PLAYERS & TEAMS WANTED!

Registration deadline:
Friday, September 23, 2011

Price: \$95 per player.

Includes:

Boxed lunch, 2 beverage tickets

Log on to www.lakenormanhba.com for more information or click [here](#) to download a player/team registration form.

Thank You to Our Sponsors!

PeoplesBank
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Nobody expects more from us than we do™

HD SUPPLY



**General Shale
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Building The American Dream

**ROGER LAYMAN
ARCHITECTURE**



 **ARRISCRAFT**
INTERNATIONAL
BUILDING STONE • BRICK • LIMESTONE

Builders Mutual
INSURANCE COMPANY
Where Builders Come First®
Residential • Commercial • Trade



LNHBA is dedicated to serving its members by:

Providing leadership, advocacy and education;

Creating a unified front to achieve greater integrity and competency;

Promoting a better business industry for the community.

NAHB Construction Forecast Webinar - Oct. 26, 2011

The Most Informed Forecast from Housing's Sharpest Minds -

Get diverse data and interact directly with some of the nation's top economists. Comprehensive and convenient, right at your desktop, the two-hour Construction Forecast Webinar will present the latest economic data and opinion in a streamlined, efficient format at an accessible price.

As always, participants are encouraged to ask questions and will be able to do so directly via the webinar setup. After the event, the webinar will also be available in the NAHB archives to all registrants for on-demand viewing.

Mark your calendars for the next Construction Forecast on Oct. 26, 2011.

Want to be notified when registration opens? Go to www.nahb.org/notifyme to sign up to receive information about the next webinar.

Who Should Attend?

Manufacturers and suppliers to the building industry, dealers and distributors, land developers, financial representatives, consultants, land planners, market researchers, real estate professionals, builders, remodelers, attorneys, marketing and advertising executives, architects and designers, professionals in any associated industry including utilities, moving and storage, furnishings, warranties and insurance.

Sponsorship & Exhibits

There has never been a better time to establish a foothold in the housing industry than right now. As the "Voice of the Housing Industry," NAHB's Construction Forecast Webinars are must-attend events where facts, insights and analysis will come straight from the industry's leaders. The Construction Forecast Webinar is the highlight of the industry. Providing invaluable information to

the country's most influential companies, these events feature nationally respected speakers, lively discussions, and great networking. An NAHB sponsorship delivers more than a marketing opportunity; it gives your organization visibility with credibility. It allows you to approach customers not as a vendor, but as a respected peer; knowledgeable and trustworthy. For sponsorship opportunities, contact Harris Floyd at hfloyd@nahb.org or call 800-368-5242 x 8208.

Education is at the very core of the National Association of Home Builders' mission. Building industry professionals recognize NAHB as a premier repository of housing knowledge and regularly turn to the association for their continuing education needs. Through NAHB and its state and local affiliates, members and non-members receive the information and preparation that allow them to gain the competitive edge needed in our thriving industry.

*"Peace is a daily, a weekly, a monthly process, gradually changing opinions, slowly eroding old barriers, quietly building new structures."
- John F Kennedy*

Why Use a Member of the NCHBA?

Many times it is tempting simply to go with the lowest bidder. However, when your purchase involves the quality of life you will live, or the largest investment you will ever make, the low bid may be a big mistake—the kind of mistake you will have many years to live to regret.

You may (or may not) get the lowest bid from an NCHBA member, but your reasons to use a particular contractor or vendor should go much beyond the dollar figure. The following characteristics of NCHBA members are reasons why, when you choose a member of the NCHBA for your project, you can rest assured that you won't be regretting the choice.

NCHBA Members are Professionals

NCHBA Members are in it for the Long Term

NCHBA Members work to Keep Housing Affordable

NCHBA Members are Community-minded



*DO BUSINESS
WITH A MEMBER*

Sandra C. Wallace, AA, CGP, Membership Services & Communications Director

LAKE NORMAN HOME BUILDERS ASSOCIATION

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Visit us on the web:
www.LakeNormanHBA.com

 Find us on
Facebook

follow us on
twitter

LNHBA regularly updates its new Facebook page (previous Facebook page is archived) and Twitter accounts with valuable membership information.

Thank You Modern Nissan of Lake Norman!!



Host of our August Membership Meeting

Modern Nissan of Lake Norman hosted our August 11th Membership Meeting at their beautiful, state of the art dealership. Sponsors included Liberty Mutual Insurance and Cook Truck Equipment & Tools.

There was plenty of Food, Fun, Prizes, and most of all, a great turnout of local business professionals. What a great time with a truly great group of people!

Special thanks to Terald Hopkins, General Manager of Modern Nissan of Lake Norman and the extraordinary, Sandy McAlpine.

Please contact Sandy McAlpine for any of your Nissan needs & interests!

Welcome Aboard New Members!

NEW MEMBERS

Airtron Heating & Air Conditioning, Michael Huneycutt
Architectual Concrete Technology, Bobby Nirchi
Bartels Construction Solutions, LLC, Matthew Bartels
CJ Hamelink, Inc., Corey Hamelink
Concrete Forming Associates, Eric Graham
deSaussure Builders, Butch Blackwell
DJ Distributing, Randy Utsey
EnergyTight, Kathleen Christy
Harbor View Custom Cabinets, Robert Long
Home Theater Solutions, Corey Leatherwood
HW Plumbing, Robert Hornyak
Jenn-Air, Lora Donoghue
KS Audio Video, Titus Bartolotta

LE Beam Construction & Grading, Eddie Beam
Ligon Electric Supply & Lighting Gallery, Tiffany Christy
Lorenz Custom Builders, LLC, Christopher Lorenz
Lowry Haywood & Associates, Mike Stelljes
Ogle's Hardwood Flooring, Inc., Mike Ogle
Omar Vanegas Hernandez, Omar Hernandez
Screen ENC, Inc, Beth David
Smith Millwork, Ron White
StormChief, Mark Kingsley
Superior Home Mortgage, Jan Davidson
Surface Products, Ann Clark
Titan Electric, Josiah Boling
Vanderbrook & Bernardi Construction, Pete Bernardi

Thank You to Our Renewing Members!



Sandra C. Wallace, AA, CGP, Membership Services & Communications Director

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Visit us on the web:
 www.LakeNormanHBA.com

 Find us on
 Facebook

follow us on
 

**We thank our
 members for their
 continued support!**

RENEWING MEMBERS

ABC Supply Co Inc, Philip Moore
 Adams Floor Company, Ty Adams
 Adams Homes, Chris Morris
 Advanced Mechanical Air Corp., Michael Deaton
 Advanced Renovations Inc, Duane Johns
 Alan Simonini Homes, Alan Simonini
 Alliance Construction, Kirk Olivier
 Alphagraphics, Mike Marlow
 Andersen Corporation, Laura Grear
 Aquesta Insurance Services, Denis Bilodeau
 Austin Company, Jack Bennett
 Autry Concrete Products, Carrie Christian
 Bonanza Development Co, Mark Needham
 Bradley Custom Builders LLC, Jim Bradley
 Bryan Clodfelter Construction Company, Bryan Clodfelter
 Canipe Construction, Skip Canipe
 Carolina Spaces, Joan Inglis
 Centerpiece Home Staging, Jamie McNeelis
 Central Carolina Insurance Agency, Rock Pickard
 CJ Hamelink, Corey Hamelink
 CleanX Corporation, David Swinea
 Cobble Creek Custom Homes LLC, Shawn Patterson
 Compass Building & Realty, Mark Volak
 Courtland Properties Inc., Warren Smith
 David Dibble Custom Homes, David Dibble
 Davidson Consulting & Construction Services, J. Kennerly
 Dixie Building Services Inc, Robin Knox
 Dogwood Landscaping Inc, David Bowman
 Dry-Pro Basement Systems, Rich Pace
 Durham Carpentry, Douglas Durham
 Electrical Specialty Inc, Perry Whitlow
 Equity Construction Services, Mike Clark
 Flat Creek Construction, Martin Kerr
 Foam Applicators, Brian Nuhfer
 Fritts Construction Inc, Chris Fritts
 General Shale Brick, Todd Wilkinson
 Hands On Woodworking, Joe Gugliotti
 Harkness Builders Inc, Larry Harkness
 Hartman Control Solutions, David Hartman
 HD Kitchen & Bath Collection, Cassie Abernethy
 hh gregg Fine Lines, Tim Kirk
 Hot Wired Audio Video, Corey Shutter
 Hutch Ham Agency Inc, Michael Ham
 Integrated Custom Builders, Shanler Helderman
 Interiors Group Inc, Nick Dietz
 ITC Millwork LLC, Shane Higginbotham
 J. Ken Williams Company, John Williams
 JBT Builders, Tim Thompson
 John Marshall Custom Homes Inc, Rodney Graham
 Jones, Childers, McLurkin & Donaldson, PLLC, Elise McLurkin-Horton
 Joseph Blackwelder Bldrs, Joseph Blackwelder
 Kelly Custom Builders, Ray Kelly
 Kitchen Vision Of Lake Norman, Myrna Caudle
 Koltz Plumbing Inc, Jim Koltz
 L&J Armstrong, Joycelyn Armstrong
 Lake Luxury Homes, Ray Short
 Lake Norman Marble & Granite, Scott Soorus
 Lake Norman Supply Inc, Lori Millsap-Smith
 Langtree Real Estate Group LLC, Brad Howard
 LKN Grading, John Barbour
 LKN Realty, Diane Aurit
 Lowe's of Mooresville, Bo Shannon
 Mark Hager Masonry, Mark Hager
 Matro Electric Co, Charles Sipes
 Moser Bros Enterprises Inc, George Moser
 N2 Granite, Betty Nelson
 North State Construction Mgmt, Steve Waters
 Norton Flooring, Rayon Ryan
 Our Towns Habitat for Humanity, Manny Rosado
 P. Saylor Fence Company, Risa Saylor
 Paul B Clark Architect, Paul Clark
 Plattner Bailey Custom Homes, Karl Plattner
 Propeos, Shaun Phillips
 Quality Stone Veneer Inc, Sahria Weast
 R. Morgan Homes, Mark Morgan
 Rid-A-Bug Exterminating Co., Marty Roberts
 Rion Homes, Nicole Goolsby
 Roger Layman Architecture, Roger Layman
 Saber Concrete Grinding & Raising Co., Josh Young
 Schreiner Custom Homes, Steve Schreiner
 Sherwin Williams / Duron Paints, Robin Froneberger
 Sigmon Paint Contractors, Larry Sigmon
 Smith & Son Homebuilders, Matt Smith
 Southern Home Management Inc, Thompson Daniel
 StarrMiller Interior Design, Starr Miller
 Strom Construction Inc, Chris Strom
 Summit Insurance Group Inc, Lisa Squatriglia
 Tarheel Electric Co, Larry Beaver
 The Floor Gallery of Lake Norman, Jennifer Fallon
 The McIntosh Law Firm, Robert McIntosh
 Thompson Plumbing & Pump Service, Russ Thompson
 Titan Custom Builders, Roger Hand
 True Craft Builders Inc., Kenan Williams
 U.S. Home Designs, Stephen Turley
 WHB Inc / White House Builders, David White
 Whitley Construction LLC, John Whitley
 ZAR Custom Homes, Russell Zavatsky



Mark Your Calendars!

Upcoming LNHBA Meeting & Events

September 2011

Thursday, 9/8/2011
6:00 pm – 7:30 pm

Monthly Membership Meeting
at Galway Hooker Restaurant & Pub (upstairs)
Featured Speaker: Chuck Graham
RSVP online today!
\$25.00 per person

Thursday, 9/14-9/16/2011

21st Century Building Expo & Conference
Charlotte Convention Center
www.21BuildingExpo.com for schedule

Click [here](#) for your
Free Expo Floor & Builder Beer Garden Pass!

Thursday, 9/29/2011
Check-in begins: 7:30 am
Shotgun Start: 9:00 am

LNHBA Fall Golf Tournament, at Birkdale Golf Club
\$95 per player (includes lunch)
Sponsorships still available
Register to play by 9/23/2011

October 2011

Thursday, 10/20/2011
6:00 pm – 7:30 pm

**Monthly Membership Meeting -
Annual Legislative & Officer Elections BBQ**
Location: Birkdale Golf Club Pavillion
**Featured Speaker: Lisa Martin, NCHBA Director of Govern-
ment Affairs**
\$25.00 per person
RSVP online today!

Friday, 10/7/2011

**Best of the Lake Design Competition -
Entry Deadline**

Visit www.LakeNormanHBA.com for more information and to register for any of meetings and events!

Thank You to Our Renewing Members!



Sandra C. Wallace, AA, CGP, Membership Services & Communications Director

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We thank our members for their continued support!



Members
On
The Move

Growing Our Strength Through Member Recruitment, Retention, and Involvement



Shannon Neese, E&P Trimwork

Level: **Green Spike** - 50+



Mary MacDonald, Peoples Bank

Level: **Green Spike** - 50+



Tim Kirk, hhgregg FINE LINES

Level: **Blue Spike** - 6+

Spike Club Program

Recruiting new members to LNHBA is an activity recognized and rewarded through the NAHB Spike Club Program. Those who participate are called Spikes and they are among the most valued members of the association.

Member-to-member recruitment and retention efforts are highly valued because of the grassroots growth and stability they bring to the association. These efforts lend to the development of the general membership and our leadership pipeline, keeping the face of the LNHBA true to that of our industry and the wide scope of interests we represent.

Spikes are the membership leaders of our federation, building the voice, power and influence on every level, in every state!