

LETTER FROM OUR PRESIDENT NICOLE GOOLSBY...

Dear Friends,

The LNHBA has gotten off to a great start in 2011. The Board of Directors is engaged, our committees are working hard and meeting regularly, membership meetings are fun and informative, and each day more **members are doing business with members**. The sun is shining on us at Lake Norman.

Ok, I do know that things are still pretty tough out there and every day does not feel like springtime. The challenges are large, but standing together, they are not insurmountable. This association has always had a warm, collaborative and mutually supportive personality. I am proud of that persona. As new members and guests attend our events and get involved, we collectively welcome them - warmly and enthusiastically.

The LNHBA is a good place to be, to grow your business, contribute to our community and create a place called home.

I am so proud of our members who are weathering the storm, keeping the faith, and providing their services and talents for our neighbors who need them. Sometimes, amidst the stress and problems of the day, I too forget why and for whom I became a homebuilder.

Recently I had a reminder: I was "friended" by a sweet young man who had posted a video of his bedroom on his Facebook page. Though still disheveled with boxes to unpack and closets to fill, it didn't matter. He and his family had been out of their house for almost a year because of a fire. That night was his first night back in his home. He was so proud and excited and couldn't wait to sleep in his room at

his "new" house. Knowing that my team's hard work brought this young man and his family home brings a reward that I can't imagine in any other profession.

There are so many great people in our association who work together every day to provide homes for families. Let's share all we do together with anyone involved in home building around Lake Norman.

Invite a guest to our next meeting, Thursday, April 14th at the Galloway Hooker in Huntersville.

The first 20 guests to RSVP receive complimentary admission. There is great value in membership at the LNHBA because there is great value in our members. Invite someone to join us today!

Nicole



Lake Norman Home Builders Association President Nicole Goolsby

Association President Named Woman of the Year

The Lake Norman Home Builders Association proudly announces that Nicole Goolsby was named Woman of the Year by the National Association of Home Builders (NAHB) Professional Women in Building Council. She was awarded for her generous and enthusiastic support as a business mentor, and for her exceptional lead-

ership in the council. Goolsby received her award Jan 12 at the NAHB International Builders' Show in Orlando, Fla. NAHB also recognized Goolsby as a Life Director for her ten years of service on the Board of Directors. Goolsby is President of Rion Homes, Inc. in Cornelius, N.C., and is President of

LNHBA, and a member of the North Carolina Home Builders Association (NCHBA) and the North Carolina Professional Women in Building Council. Nicole has been involved with NAHB and NCHBA for over 15 years serving on various boards and committees.

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Of Special Note:

- REACH OVER 300 MEMBERS PLUS LOCAL BUSINESS PROFESSIONALS! CONTACT SANDRA WALLACE TO ADVERTISE IN OUR NEWSLETTER. 704-664-7144
- SPRING GOLF TOURNAMENT WED. APRIL 6 INFO ON PAGE 2
- DINNER MEETING THURS. APRIL 14 INFO ON PAGE 3
- HOUSING REGULATIONS GONE WILD THURS. APRIL 28 - INFO ON PAGE 4
- DO BUSINESS WITH A MEMBER! NEW & RENEWING MEMBERS ON PAGE 6

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Geoff Bowen,
Builder of the Year



MaryEllen MacDonald,
Associate of the Year



Joan Inglis,
Rookie of the Year

The membership voted and the results are in...

2010 Members of the Year

The Lake Norman Home Builders Association recently presented its annual awards in recognition of 2010 excellence in leadership.

“Builder Member of the Year” was awarded to Geoff Bowen, founder and president of EFC Builders.

MaryEllen MacDonald, a mortgage loan originator with Peoples Bank was named “Associate Member of the Year”.

The 2010 “Rookie Member of the Year” award went to Joan Inglis, owner and lead designer of Carolina Spaces, LLC.

Geoff Bowen is a NC Accredited Master Builder, Certified Green Professional, and a Certified Aging in Place Specialist. He also is a Lead Paint Certified Renovator. Geoff received a NCHBA STARS Award when he recently was named 2010 Distinguished Builder Member of the Year.

MaryEllen MacDonald is very active in LNHBA. MaryEllen is an Associate Director, the 2011 board liaison to the Associates Committee, and was 2010 chair of the Professional Women in Building Council. She assists with the Golf and

Membership committees and also has been a major event sponsor for the association. MaryEllen has over 30 years of banking experience.

Joan Inglis is an interior designer and Master Accredited Staging Professional. Joan received the “Rookie Member of the Year” award for her service on Best of the Lake, Parade of Homes, Public Relations & Communications, and the Real Estate & Financing committees. Joan won a 2010 NCHBA STARS Award for Best Special Project, Marketing for her work on a charity tour home.

“HOME IS THE MOST POPULAR, AND WILL BE THE MOST ENDURING OF ALL EARTHLY ESTABLISHMENTS.”

- CHANNING POLLACK

SHARPEN YOUR SWING FOR THE SPRING GOLF TOURNAMENT

PLAYERS & SPONSORS NEEDED!

Invite your friends, prospects, clients, employees & colleagues, and build your own team.

What Are You Waiting For?

Player registration deadline is March 25, 2011.

\$90 per player - Includes 2 drink tickets, boxed lunch & **1st Place Cash Prize!**

Wed. April 6, 2011

Shotgun Start 12:00 pm

Cowans Ford Golf Club
761 Club Drive
Stanley, NC 28164

Contact Sandra Wallace to register, or become a sponsor and receive LNHBA web presence, and recognition in golf tournament materials.
704-664-5622

SPONSORSHIPS TO FIT ANY BUDGET -

\$850 Ace Sponsor

\$500 Eagle Sponsor

\$410 Birdie Sponsor

\$350 Lunch Sponsor

\$300 Beverage Sponsor

\$300 T-Box Sponsor

\$100 Hole Sponsor



NAHB MEMBER ADVANTAGE

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

Membership Drive Kicks Off at Dinner Meeting April 14

We're Dealing!

Our strength as an Association lies in it's numbers. So, we need **YOU**, our members, to help grow our ranks during our annual Membership Drive by recruiting **40 new members by May 31st!**

It's the power of our people - if everyone brings in just 1 new member, reaching our goal of 40 will be a piece of cake!

Bring a prospective guest **AND...**You will automatically be placed in the game audience **AND...**Your guest gets in free (eligible to the first 20 guests only) **AND...**If your guest joins at this meeting, their **dues will be *discounted \$50!**

*Discounted dues offer valid only during this membership meeting.

Galway Hooker Irish Pub (upstairs)
17044 Kenton Drive
Cornelius, NC 28031-5642
(704) 895-1782
6:00 pm - 8:00 pm
\$25.00 Includes heavy hors d'oeuvres & non-alcoholic beverages. Cash bar will be available.

Contact Sandra Wallace at 704-664-5622



Kick off for Membership Drive
Thurs. April 14

2011 Board of Directors

President – Nicole Goolsby, Rion Homes

1st Vice President – Tom Wise, DV Wise, Inc.

Associate Vice President – MaryEllen MacDonald, Peoples Bank

Secretary – Myrna Caudle, Kitchen Vision of Lake Norman

Treasurer – Mark Volak, Compass Building & Realty

Immediate Past President – Brad Howard, Langtree at the Lake / L3 Realty

Builder Directors

Steve Schreiner, Schreiner Development
Duane Johns, Advanced Renovations

Geoff Bowen, EFC Builders
Jim Feldman, Lakemist Homes

Associate Directors

Matt Harrison, Hanson Brick
Philip Moore, ABC Supply

Remodelers Council Chair
Ben Mandon, Andrew Roby, Inc.

Green Building Council Chair
Roger Layman, Roger Layman Architecture

Women's Council Chair
Holly Metz, ZL Metz Homes
Governmental Affairs Council Chair
Kim Soorus, Lake Norman Marble & Granite

Associate Committee Chair
April Byrd, Solid as a Rock
Membership Committee Chair

Tim Kirk, hh gregg Fine Lines

Public Relations Committee Chair

Joan Inglis, Carolina Spaces, LLC

Parade of Homes Committee Chair

Mark Volak, Compass Building & Realty

Best of the Lake Committee Chairs

MaryJo Camp, DesignCamp
Joan Inglis, Carolina Spaces, LLC

“ENJOY YOUR
TIME IN PUBLIC
SERVICE. IT MAY
WELL BE ONE OF
THE MOST
INTERESTING AND
CHALLENGING
TIMES IN YOUR
LIFE.”

- DONALD
RUMSFELD

Speak Up and Be Heard at Regulatory Reform Meetings

All of us have been hard hit by state and local regulations. The Joint Regulatory Reform Committee, created by the General Assembly, will be holding six meetings across North Carolina to hear from the regulated community and affected citizens. Once these hearings have been conducted, the committee will determine how to fix regulations and change the rulemaking process. Regulatory reform is necessary to make the process more balanced and account for

the true cost of regulations. The committee needs your help. They want to hear stories about how regulations have affected you, your subcontractors and your clients. Any information you can provide such as specific regulations, amount of money required to comply and the additional time tacked onto projects will be very helpful to the committee.

Please email your stories to regreform@ncleg.net.

The next meeting is at 1:00 p.m. March 21 at CPCC in Charlotte. Call 704-330-4611 for info. Meetings in Greenville, Raleigh, Greensboro, and Hendersonville will follow. In order to make North Carolina a better place to live and to work, all members of the home building industry need to be a part of this process. We will get the dates out to you as the meetings are scheduled.

NCHBA Legislative Day is June 8th, 2011 in Raleigh.



Housing Regulations Gone Wild

"The Unintended Consequences of Government Regulations on Housing and the Economy"



~ Thursday, April 28, 2011 ~

Date:

Thursday, April 28, 2011

Time:

11:00 am - 1:30 pm

Location:

Charles Mack Citizen Center
215 North Main Street
Mooresville, NC 28115

Tickets:

Lunch included!
\$25 per person - [Buy Online Now!](#)

Event Sponsors:

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PRESENTS ...

ELLIOT EISENBERG, PH.D.

Senior Economist of the National Association of Home Builders

Luncheon Presentation:

Housing Regulations Gone Wild
"The Unintended Consequences of Government Regulations on Housing and the Economy"

PRESENTED BY...

ELLIOT EISENBERG, PH.D.

Elliot Eisenberg is the Senior Economist of the National Association of Home Builders (NAHB) in Washington, D.C. He holds a Bachelor of Arts degree in economics with First Class Honors from McGill University as well as a Masters of Public Administration Degree and a Ph.D. in Public Administration from Syracuse University.

Dr. Eisenberg is the creator of the Multifamily Stock Index and is author to more than 50 homebuilding industry articles.

Special Event Sponsorship Opportunities :

As a sponsor, your company will be spotlighted before the LNHBA membership, top construction industry leaders, developers, realtors, state & local legislators, business owners & other community leaders.

Visit www.LakeNormanHBA.com for sponsorship info or call 704-664-5622.

For tickets and more information visit www.LakeNormanHBA.com



Charlotte Region Housing Market's Next Peak — 2013

Last year was the fourth year of decline since the local housing market's peak in 2006. Single-family lot closings (5,013), for-sale permits (5,730), new for-sale closings (5,981) and resale closings (16,208) were off 81%, 84%, 75% and 58% from the peak.

These figures are for Mecklenburg, Cabarrus, Gaston, Iredell, Lincoln and Union counties in North Carolina and Lancaster and York counties in South Carolina.

The fourth quarter of 2010 saw some improvements in median prices for new- and existing-home closings from the fourth quarter of 2009, which was the previous low versus the fourth quarter 2007. Median new-home closing prices rose 1% to \$200,000, and median existing-home closing prices gained 6.3% to \$159,500. At the peak in the fourth quarter 2007, the median price of a new home was \$225,000 and \$157,000 for existing homes.

In the case of prices of existing homes, the fourth quarter topped the peak three years earlier.

The market has about five months of completed new-home inventory and 14 months of existing-home listings. The market is considered at equilibrium with six months' supply.

So what does the future hold? Job growth is an important predictor. During 2010, only 3,200 local jobs were added versus a previous annual peak close to 34,000. The unemployment rate only recently dropped below 10%.

Moody's Analytics predicts 18,000 new jobs in 2011 in the MSA. It expects more than 27,000 in 2012, putting total employment close to the previous peak. Moody's calls for 30,000 jobs in 2013 and the peak of the current cycle.

Unemployment, however, would still be at 8% because of Charlotte's projected population growth.

An improving job picture won't mean home building returns to previous levels. Single-family permits peaked in 2006 within the MSA at 20,300. Moody's projections call for them to reach 8,400,

14,400 and 18,500 in 2011, 2012 and 2013 (the next peak).

Another indicator of building is foreclosures. Almost half of existing-home sales last year were stressed. Of the 5,601 stressed sales, 4,363 were foreclosures. Of those, only 1,712 were bank or government sales, suggesting some 2,651 additional foreclosed inventory. These numbers are rising because of recent foreclosure challenges and bank strategies that tend to delay sales.

Unfortunately, foreclosure traffic likely will worsen in 2011. Exotic mortgages written without down payments and five-year, interest-only terms will peak this year. The average projected monthly payment increase is 68%.

This inventory build-up will not impact sales volume as much as pricing. The recent price improvement can't be expected to hold as a result.

Source: Charlotte Business Journal - by Chuck Graham, Principal at Newton Graham Consultants of Charlotte

"I'M AN OPTIMIST. I'VE ALWAYS BELIEVED THE FUTURE IS GOING TO BE BETTER THAN THE PAST. AND I ALSO BELIEVE I HAVE A ROLE IN THAT. THE GREAT THING ABOUT HUMAN BEINGS, MYSELF IN PARTICULAR, IS THAT I CAN CHANGE. I CAN DO BETTER. IF YOU CAN GET UP EVERY DAY, STAY OPTIMISTIC, AND BELIEVE THE FUTURE IS BETTER THAN THE PAST, THOSE FEW THINGS GET YOU THROUGH A LOT OF TOUGH TIMES."
- JEFFREY IMMELT

Poll - Small Businesses to Add 3.8M Jobs in 2011

Small businesses plan to add 3.8 million jobs nationwide this year, according to a poll conducted by the University of Maryland, College Park's Robert H. Smith School of Business and Network Solutions LLC.

But businesses still rated current conditions a C-minus in the Small Business Success Index, a drop from a year ear-

lier. The index has been compiled five times since December 2008.

Of about 500 small-business owners surveyed by telephone, 28 percent said they expect to hire two full-time employees this year. Sixty-nine percent plan to hold staffing levels constant.

More business owners think the economy is

improving than think it's worsening, at 35 percent compared to 19 percent.

Source: Baltimore Business Journal - by Scott Dance, Senior Reporter

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

LAKE NORMAN HOME BUILDERS ASSOCIATION

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Fax - 704.660.7144

E-mail:
swallace@lakenormanhba.com

The Lake Norman Home Builders Association's mission is to promote, inspire, and safeguard integrity in the building industry for the enrichment of our community.

The association represents over 300 members who live and/or work within the Lake Norman community.

Visit us on the web:
www.LakeNormanHBA.com

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Facebook

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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.

RENEWING MEMBERS

Arrow Exterminators - Dan Capron
C M Knight Fine Home Bldg Inc - Chris Knight
Cabling Solutions, Inc. - Brad Davis
Carolina Spaces, LLC - Joan Inglis
DesignCamp - MaryJo Camp
EFC Builders - Geoff Bowen
Elrod Custom Homes, Inc. - Zane Elrod
Fogle Insurance Group - George Fogle
Guardian Home Technologies - David Glascock
H&R Block - Rebecca Smith
Hanson Brick - Matt Harrison
Hoke Lumber Co - Rick Hoke
J J Wade Agency Inc - Kristen Charles
Jemco Insurance Services - Scott Melius
Keystone Luxury Homes, LLC - Ed Dgien

Kruse Drywall Contracting - Russ Kruse
Lakemist Homes - Jim Feldman
Little Wood Flooring - David Little
Louis & Son Construction Inc - Louis Lipinsky
Meeting Street Homes and Communities - Scott Dirkschneider
MI Connection - Ellen Baker
PSNC - Vanessa Ross
Quality Stone Veneer Inc - Mark Brandau
Queen City Audio, Video & Appliances - John Wedgworth
RD Services - Ryan Durant
Richard Abernathy Grading & Septic, Inc. - Richard Abernathy
Salco - Susan Lambert

Shepherd's Landscape Maintenance, LLC - Shep Garmon
Stallings Electric Co - Tim Stallings
T D M Enterprises - Terry Morton
The Attic Tent - Steve Williams
Waggoner Manufacturing Co., Inc. - Scott Waggoner
Z L Metz Homes, LLC - Hollie Metz-Shephard
Artisan Custom Homes - Jay Johnstone
Currents Magazine - Sharon Simpson
Custom Installation Services, LLC - Don Miller
Magnolia Homes Inc - Anita Johnson
Norton Flooring - Rayon Ryan
Peoples Bank - MaryEllen MacDonald

NEW MEMBERS

Best Built Contractors, Inc. - Karen Furr
Carolina Precision Construction - Lars Eckberg
Community Housing Development of Mooresville/S.
Irdell - Grace Accursio
Eco Panels, Inc. - Kent Robinson
G&S Heating Air Energy - Robert Kanofsky
Kiwi Group, LLC - Kiwi Rayner
Matrix Lawn & Landscaping - Donna Lepage

Modern Nissan of Lake Norman - Terald Hopkins
Novabrik International, Inc. - Franklin Wagner
Parks Chevrolet - Steve Helms
Precision Framing Inc - Thomas Stanford
Southern Concrete Foundations - Gary Lowe
Stone Cliff Builders - Matt Peterson
Top Rank Builders, LLC - Jeremiah Garza

Do you know of a builder, remodeler, or an industry supporting business that would benefit by becoming a LNHBA member?

Contact Sandra Wallace for a membership packet 704-664-5622.