

# January 2012



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## Upcoming Events

- **January 10 2012 - 12 PM**  
Board of Directors Meeting  
Shelby Savings Bank
- **January 10 2012 - 6 PM**  
Monthly Meeting  
Deer Brook Golf Club



## New-Home Sales Rise for 3rd Consecutive Month in November

Sales of newly built, single-family homes edged up 1.6 percent to a seasonally adjusted annual rate of 315,000 units in November, according to newly released figures by the U.S. Commerce Department. This marks the third consecutive monthly gain in new-home sales and the fastest pace of such activity since April.

“With today’s report, we have now seen three straight months of modest gains in sales, starts and builder confidence in the market for new single-family homes,” said Bob Nielsen, chairman of the National Association of Home Builders (NAHB) and a home builder from Reno, Nev. “While the numbers are still quite low on a historic basis, this upward trend indicates that the market is slowly finding its footing and bodes well for the months ahead. Our concern is that overly restrictive lending conditions for both builders and buyers will constrain this growth and postpone the arrival of a recovery in housing and the overall economy.”

“Extremely favorable mortgage rates and prices are starting to lure buyers back to the market in select areas of the country where the economy is strengthening,” said NAHB Senior Economist Robert Denk. “As a result of this improving demand and the limited amount of new construction that is taking place, inventories of new homes for sale continued to fall to another all-time record low in November. Such limited supplies should eventually lead to some greater building activity in those improving markets, which in turn will boost job growth and further economic gains.”

Regionally, new-home sales were mixed in November. The South and Midwest posted gains of 12.9 percent and 7.5 percent, respectively, while the Northeast and West posted respective declines of 26.3 percent and 16.9 percent.

The inventory of new homes for sale fell 1.3 percent to 158,000 units in November. This is a new record low and represents a six-month supply at the current sales pace.

## Free NAHB Builder Business Guide on How to Survive Downturn & Thrive Now Available

A new, free BizTools builder business guide on how to survive the downturn and prepare for a resurgent home building industry is now available to members and can be downloaded from NAHB's Builder Business Guides Web page.

The guide, "A Business Vision for the Future" — produced by NAHB's Business Management and Information Technology Committee to help members manage their businesses more effectively and increase their profits — is a compilation of articles written by industry experts that focuses on how to prepare for when the industry and housing market regain their health. The guide provides human resources tips on hiring and retaining employees, sharpening leadership skills and survival tactics to stabilize a business until the industry recovers.

"A Business Vision for the Future" is the latest in a series of free Builder Business Guides available to members. The guides, part of NAHB's BizTools — The Business of Building resources, can be viewed and downloaded from the NAHB website in PDF format.

For more information, email Erin Grant at NAHB, or call her at 800-368-5242 x8461.

**"Cheers to a New Year & another chance for us to get it right."**

~Oprah Winfrey

### \*\*IMPORTANT NOTICE\*\*

Dues paid to the North Carolina Home Builders (NCHBA) are not tax deductible as charitable contributions for income tax purposes. However, they may be tax deductible as ordinary and necessary business expenses subject to restrictions imposed as a result of association lobbying activities. The NCHBA estimates that the non-deductible portion of your 2012 dues—the portion which is allocable to lobbying—is 39%

For a member who pays their regular NCHBA dues of \$60.00 in 2012, 39% or \$23.40 will not be eligible for deduction as a business expense, and \$36.60 of the NCHBA dues may be tax deductible as an ordinary and necessary business expense. For affiliate members, NCHBA dues are \$5 so the amount not deductible is \$1.95 and \$3.05 may be deductible.

The National Association of Home Builders has made a similar calculation with respect to their portion of your 2012 dues. For 2012, NAHB has determined that 20% of their regular annual dues of \$150 is non-deductible. Thus, for the NAHB portion of your dues \$30 is not deductible and \$120 may be deductible. NAHB affiliate dues are \$5 making the non-deductible portion \$1, leaving \$4 which may be deductible.

## CLEVELAND COUNTY CODE NEWS

Here are a couple of interpretations from NCDOI's web-site.

**1) Code: 2012 Plumbing Code Date: September 1, 2011  
Section: 504.7.1**

**Question:**

May PVC piping material be used for the water heater pan discharge?

**Answer:**

No. Section 504.7.1 states "piping from safety pan drains shall be of those materials listed in Table 605.4". Table 605.4 is water distribution pipe which does not include PVC.

**2) Code: 2012 Plumbing Code Date: September 1, 2011  
Section: 504.7.2**

**Question:**

May a water heater pan drain and/or the discharge from a water heater relief valve terminate into a crawl space?

**Answer:**

No, Section 504.7.2 states the relief valve shall discharge full size to a safe place of disposal such as within 6 inches of the ground surface outside the building, or an indirect waste receptor. The 1996 Plumbing Code was the last code which allowed the discharge into the crawl space.

**Code Reference:**

504.7.2 Pan drain termination. The pan drain shall extend full-size and terminate over suitable located indirect waste receptor or floor drain or extend to the exterior of the building and terminate not less than 6 inches and not more than 24 inches above the adjacent ground surface.

As always, should you have any questions, please contact us at 704-484-4997.

### KNOW THE CODE

Paul Ezell

Cleveland County

Codes Administrator

704-484-4997



Sincerely,  
  
Paul Ezell  
Cleveland County  
Codes Administrator



**“May all your troubles last as long as your New Year's resolutions.”**

~Joey Adams

## WELCOME

### New Officers & Board of Directors for 2012

**President:** *Marcus Padgett, Cleveland Lumber Company*

**Vice President:** *Lafe Coop, Glenn Williams Construction*

**Treasurer:** *Rick Washburn, Shelby Savings Bank*

**Past President:** *Ed Howard, Howard Builders*

**Board of Directors:** *Tony Brooks, Beam, Edwards & Brooks  
Phil Champion, Shelby Winnelson Company*

*Gene Fortenberry, Concrete Specialty*

*David Settle, Settle Heating & Air*

*Matthew Smart, Smart Construction Inc.*

*Ronnie Whetstine, WW Contractors. Inc.*

*Clyde Willis, Clyde Willis & Son Masonry*

## 2012 NAHB International Builders Show

*Are You Heading for Success ... Or Just On the Run?*

When you're dealing with a business challenge like the one facing home builders today, it can be tempting to go into defensive mode, or even run for the door.

A better option is to keep a cool head, develop a plan for survival, & also a strategy for growth. That's exactly what attending this year's **NAHB International Builders' Show in Orlando, Fla., Feb. 8-11, 2012** is designed to help you do.

Consider a few numbers. Of the more than 47,000 home building pros who attended IBS 2011, many came to improve their knowledge by attending one of the 200+ educational sessions. Others came to meet old friends & make new connections. Some networked the old-fashioned way, sharing business cards at social events, while others used technology, like the more than 100 attendees of IBS 2011 who snacked, partied, tweeted & chatted at NAHB's first-ever "tweet-up."

Still others invested their time learning about the latest products on display from the 1,137 exhibiting companies, at The New American Home and the U.S. Department of Energy Solar Decathlon house. There were also opportunities to rub elbows with Ed Sanders & Tracy Hutson from the hit show, Extreme Makeover Home Edition, not to mention chances to win some of the more than \$40,000 in cash prizes given away throughout IBS week.

If you've never been to IBS, you owe it to yourself to try it. Because when we all come out of today's troubled housing market (and we *will* come out of it), you'll be better positioned to pick up new customers & grab a bigger slice of the market. Learn more at [BuildersShow.com](http://BuildersShow.com).

## Building Permits November 2011

### Kings Mountain

Location	Contractor	Type Constr.	Valuation
204 Walker ST	Michael Brown	Addt/Remodel	\$5,000
604 Meadowbrook Rd	American Restoration	Addt/Remodel	\$40,000
501 Oak Grove Rd	Homeowner	Addt/Remodel	\$10,000
204 Brook Rd	Homeowner	Addt/Remodel	\$800
506 Crescent Hill Rd	Homeowner	Addt/Remodel	\$3,400
812 Margrace Rd	Oakwood Mobile Homes	New Construction	\$61,000

All Permits not listed.	TOTAL VALUATION OF PERMITS LISTED	\$120,200
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### Shelby

Location	Owner	Contractor	Type Constr.	Valuation
716 McBrayer St	Carolyn Owens	Carolina Artisans	Repair Dwelling	\$50,000
303 W Grover St	McCracken Marine	Owner	Addition	\$207,000
110 112 Stone St	Mike Philbeck	Chris Webber	Rebuild Duplex	\$155,000
111 Crane St	Mark Swink	Owner	Addition	\$28,560
1018 Hunter Valley Rd	Carolyn Brooks	Beam Edwards	Addition	\$34,680
1420 Frederick St	Yates Poston	T A Hudson	Renovations	\$43,000
1230 Brookwood Dr	Meekins	Curtis McDaniel	Addition	\$21,000

All Permits not listed.	TOTAL VALUATION OF PERMITS LISTED	\$539,240
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### Cleveland County

Location	Owner	Contractor	Type Constr.	Valuation
135 Quail Hollow Dr	Michael Hawkins	Kevin Woods	Add Screen Porch	\$8,500
1933 Gaffney Rd	Gary Shuford	Owner	Add Living Rm & Bath	\$6,000
547 Wilson Cornwell Rd	Jamie Carter	Owner	Addition to SFD	\$20,000
1110 N Post Rd	Bobby Spake	Owner	Addt to Building	\$40,000
790 S Battleground Ave	Cheyenne Internat.	Spectrum	Int. Renovations	\$87,000
149 Oak Point Dr	Johnny Webber	Owner	SFD	\$190,000
122 Whitetail Dr	Robert Stitzel	Stitzel Properties	SFD	\$175,000
1536 New House Rd	John Powell	Clines Modular	SFD	\$160,000
232 Old Belwood Rd	RJ Land & Cattle	Carolina Artisans	SFD	\$388,488
101 Scenic Ridge Dr	Ken Moreau	Del Greco Constr.	SFD	\$311,000
114 Osprey Ln	James Cromer	T&W Mobile Homes	Modular	\$138,000

All Permits not listed.	TOTAL VALUATION OF PERMITS LISTED	\$1,523,988
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<b>Total Valuation of Kings Mountain, Shelby &amp; Cleveland Co.    \$2,183,428</b>
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**MEMBERSHIP RENEWALS DUE OR COMING DUE**

ET Rentals, Inc  
Quality Homes  
Concrete Supply Company  
Logan Plumbing Service  
American Restoration  
Martins Electric & Networking

Settle Heating & Air  
Greene Building Corp  
Republic Services of NC  
Burch Electric  
First National Bank  
Beam Edwards & Brooks Construction



# Happy New

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Glenn Williams Construction  
828-778-2354

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704 472-0745

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WW Contractors. Inc.  
**Clyde Willis**  
Clyde Willis & Son Masonry

**STATE DIRECTOR**

**Glenn Williams**  
Glenn Williams Construction

**EXECUTIVE OFFICER**

**Katie Bradley**

**HBACC Mailing Address:**

PO Box 3147  
Shelby, NC 28151

**Office:** 704-476-2747  
**Fax:** 704-480-6181  
**Katie's Cell:** 704-472-0133

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