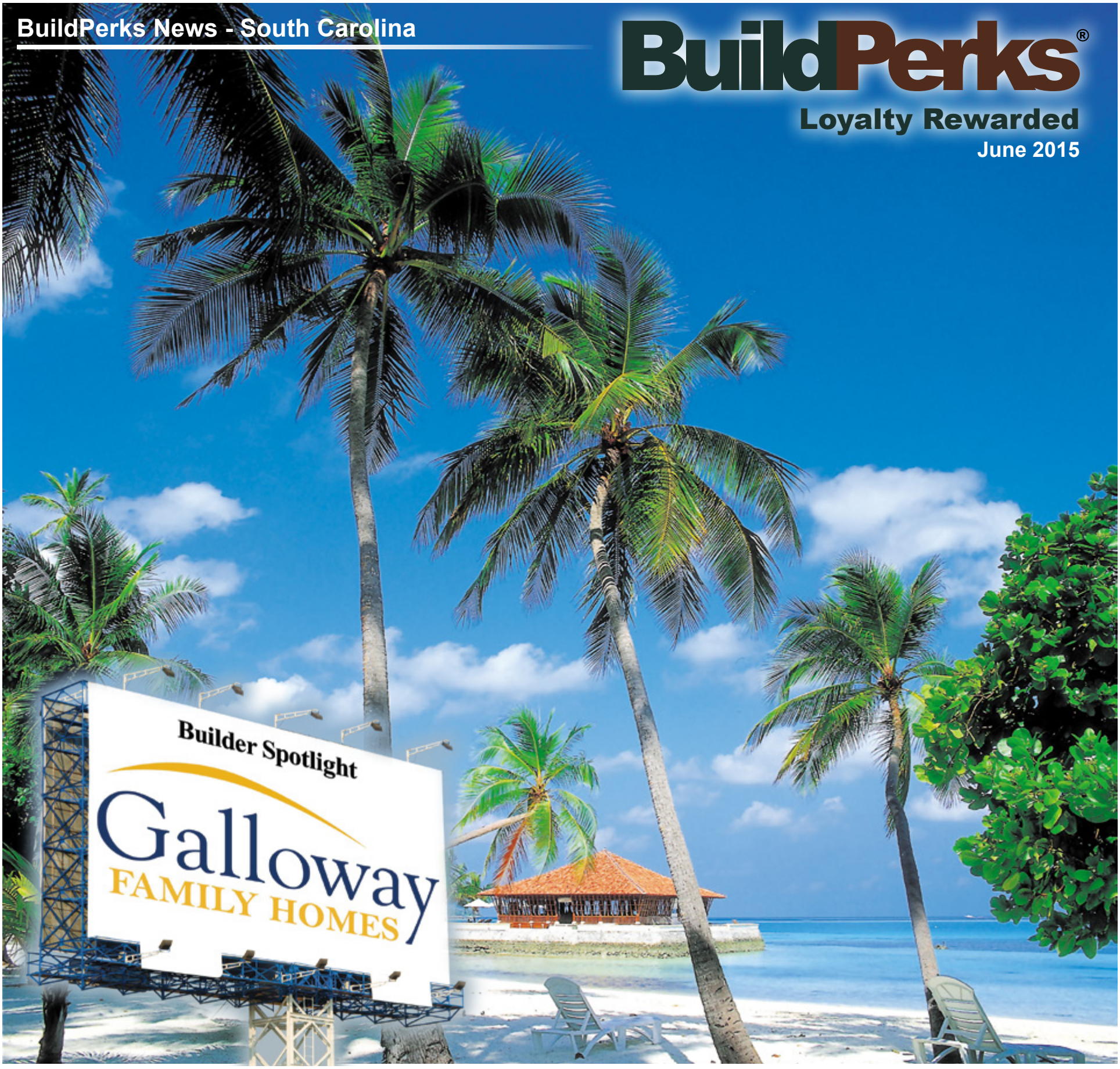
BuildPerks News - South Carolina

BuildPerks®

Loyalty Rewarded

June 2015



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PRO FISHING TIPS

GEAR – Buy the best quality gear you can afford. Quality gear lasts longer and will perform better so in the long run, you will be glad you did. Basspro.com has a great rating tool which can help find gear you'll be pleased with. Read the customer reviews also, to understand how the gear actually works on the water.



SUNGLASSES – One of the most important tools you can have is a good pair of polarized sunglasses. They will help you see the bass, baitfish, grass, cover or other objects in the water and they also protect your eyes from harmful UV rays. Glasses with bronze- or amber-tinted lenses are a good choice for almost all fishing conditions.

Kevin VanDam,
Bass Pro Shops© Exclusive ProAngler



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BuildPerks® News

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Top 25 Members

Will You Make the List?

Beginning with the August issue of BuildPerks News and each issue thereafter, we will publish a list of the top PerkPoint earners in each South Carolina market. This prestigious list is established by the number of PerkPoints earned in the previous month.

Who will be featured on the **Top 25 List**…You? Your Friends? Your Competitors? Be sure to check future issues of BuildPerks News to find out!

To increase your chances of making the list, do business with BuildPerks Sponsors and pay your invoices within the Sponsors' terms. If you really want to increase the odds of making the list, consider referring one of your suppliers or trade contractors to become a BuildPerks Sponsor. See page 6 to learn more about the 'Perks' available for Sponsor referrals!

BuildPerks®

Loyalty Rewarded

GET READY FOR THE REWARDS!

On May 18th, a select number of home builders and remodelers throughout South Carolina received a new Member Welcome Package from BuildPerks. This package was the result of a limited number of building industry suppliers becoming Sponsors of BuildPerks. If you are a home builder and/or remodeler, you may have received a welcome letter from one of your suppliers as well. These Sponsors have requested their professional customers be granted free memberships into BuildPerks. Members of BuildPerks receive PerkPoints whenever they purchase products or services from our Sponsors and pay the invoices within terms.

Think of BuildPerks as a "frequent flier" program for the home building industry. Modeled after the "WorldPerks" rewards program developed by the former Northwest Airlines based out of Minneapolis, home builders and remodelers can earn PerkPoints across a broad category of suppliers. This means points can accumulate more quickly, allowing builders to redeem more often or for larger rewards than any other rewards program in the industry.

EVERYBODY WINS!

Sponsors use the BuildPerks rewards program to attain higher customer satisfaction and improve their cash-flow. For Members, it is simply a way for the Sponsors to say "thank you" for your business and earn a variety of rewards for being a loyal customer. PerkPoints will never expire so you can save up for a big merchandise item or one of our Grand Destination trips or redeem every month for smaller rewards like a $50 Bass Pro Shops gift card. Individual travel options that include luxury hotels and airline tickets are available to our Members as well.

A HISTORY OF REWARDS.

BuildPerks began in the Twin Cities region of Minnesota 25 years ago under the name Builders Club North. The Twin Cities chapter boasts over 150 Sponsors of the program and 2,500 plus active Members. Since our inception, the Members from this region, that now includes Western Wisconsin, have redeemed points totaling a value of more than $12,000,000.00 in merchandise and travel options. Over 5,500 Members have participated in the yearly Grand Destination group trips such as European River Cruises or to recent locations: Greece/Crete, Cabo San Lucas, and Argentina.

WHAT HAPPENS NOW?

Sponsors begin reporting on-time payments made by Members beginning in early June. BuildPerks will send each Member who received PerkPoints either a link via e-mail that will allow Members to access their accounts or a printed statement via the post office. This will occur monthly. All new Sponsors that join BuildPerks will be announced through the digital or written statements. You can also earn additional PerkPoints by filling out an online profile (please be certain to include your e-mail if we do not already have it) or helping to recruit any of your current suppliers as a new Sponsor of the program. All this information is also included in your welcome package and this edition of BuildPerks News.

After that, just watch your points pile up and begin thinking about a reward that is right for you. Our website contains all the information you need to redeem for merchandise or travel. You will also find the next Grand Destination trip advertised there as well as in future issues of BuildPerks News. Call us anytime at 612-359-1111, and we will be glad to answer any of your questions.

BUILDPERKS WISHES TO THANK OUR SPONSORS AND MEMBERS.

BuildPerks appreciates the high quality suppliers who have become Sponsors of our program. We are thankful they have put faith in us as part of their customer satisfaction practice. If you are now a Member of BuildPerks, please take the time to thank these Sponsors as well. Being a Sponsor means they value you as a customer and appreciate you doing business with them every day. Another way to say thank you is to contact a Sponsor you are not currently doing business with today and consider using their products or services on your next home building or remodeling project.

Thank you South Carolina!

Just remember, our Sponsors are selected by you, our Members, for providing great products and services. Check out our Sponsor list on page 7 and start earning more PerkPoints today.

BuildPerks Team



Stephen Imholte
President
612-359-1103
stephen.imholte@buildperks.com



Stacy Cremers
Sponsors/Members Services
612-359-1109 (direct)
stacyc@buildperks.com



Barry Cassell
National Sales Director
216-346-3001 (direct)
barryc@buildperks.com



Connie Burney
Marketing/Business Development Consultant
678-776-1459 (direct)
connie@buildperks.com

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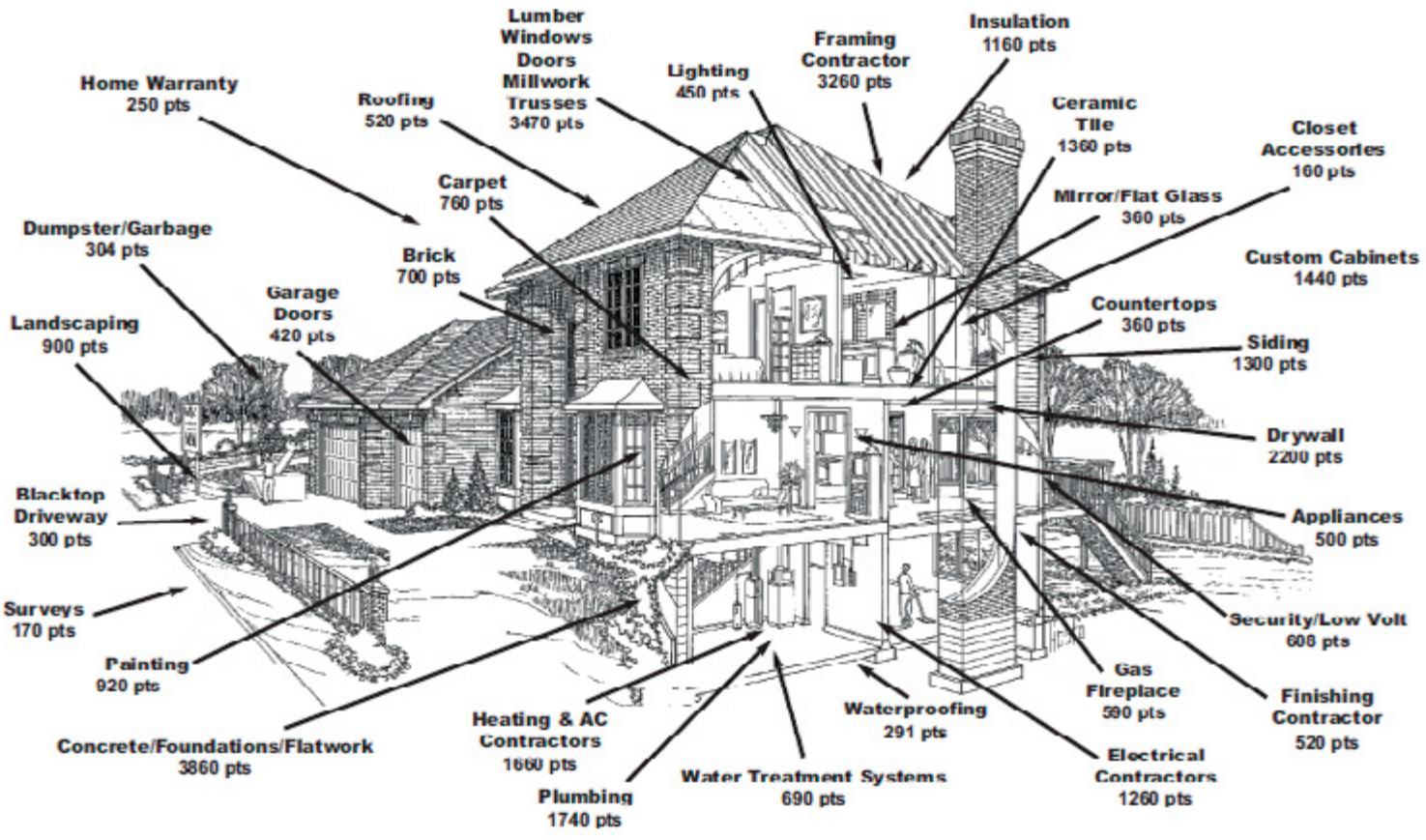
Member Benefits

The Benefits of buying from BuildPerks® Sponsors:

- Free BuildPerks Membership.
- Participation does not affect your pricing.
- Earn "PerkPoints" for purchases paid on time.
- Redeem for airline tickets, hotel stays and name brand merchandise.
- Travel on amazing Grand Destination trips or attend local events.
- "PerkPoints" never expire.

BuildPerks® *ALL POINTS House*

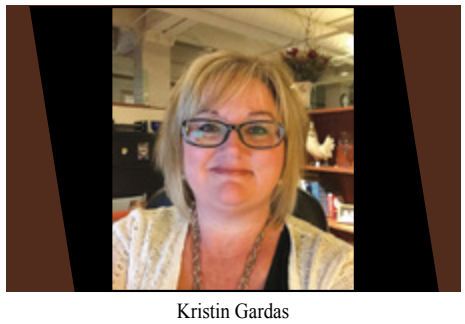
You can earn 32,483 'PerkPoints' for a $250,000 home!



BuildPerks Team



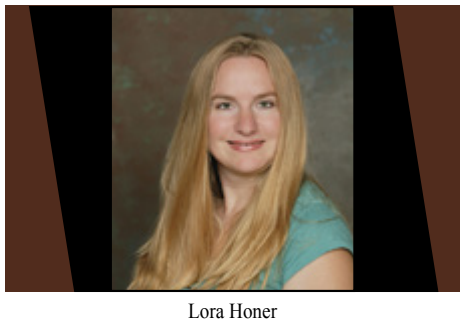
Deb Hitchcock
Events/Grand
Destinations
612-359-1111



Kristin Gardas
Merchandise Redemptions
kgardas@buildperks.com
612-359-111



Darlene Tousignant
Air/Hotel Redemptions
travelbuilders1@gmail.com
612-359-1111



Lora Honer
Editor/Publisher
lorah@buildperks.com
320-241-2316 (direct)

BuildPerks®

Refer a Sponsor Contest

Take a look at who is on the leader board for the Grand Destination Giveaway!

There are many 'Perks' for Sponsor referrals. Someone might win a trip for 2 on BuildPerks first Grand Destination trip. Be sure to check out the contest rules and the contest standings below:

Eddie Yandle, Executive Construction (Columbia)	1.5
Michael Dey, Greenville HBA (Greenville)	1
John Covert, Covert Homes (Columbia)	1
Clint Galloway, Galloway Family Homes (Charleston & Columbia)	.5

Not on the list? There is still time.

Do you know a quality supplier that is a good candidate to become a BuildPerks® Sponsor?

Prizes

$500 Bass Pro Shop Gift Card /10,000 PerkPoints.

Refer a supplier to become a BuildPerks® Sponsor and you choose between a $500 Bass Pro Shop gift card or 10,000 PerkPoints. There is NO maximum!!

Grand Destination Giveaway.

The individual with the most Sponsor referrals (minimum of 8 Sponsor referrals) between May 1 and December 31, 2015 will win their choice of:

- A Trip for 2 on BuildPerks® first Grand Destination. The Grand Destination is an All-Inclusive First-Class Vacation, to locations such as Los Cabos, Bavaria, Costa Rica, Caribbean Cruise & Hawaii; OR
- An additional 100,000 PerkPoints!



To Refer a Supplier

- To Refer a Supplier, contact Barry Cassell at barryc@buildperks.com or 216-346-3001 or Connie Burney at connie@buildperks.com or 678-776-1459 with the company name and category.

Official Contest Rules

- New Sponsor Agreements must be received by BuildPerks® no later than December 31, 2015.
- The Sponsor must provide your name as reference on the agreement signed with BuildPerks®.
- In the event of a tie, the winner will be selected and validated by a drawing at the BuildPerks® corporate office.

Perks Profile Form

Up to 200 PerkPoints.

- Up to 200 Bonus PerkPoints will be awarded for completing the Perks Profile form.
- Simply complete the Perks Profile form found on the reserve side of this page indicating the suppliers & trade contractors with whom you do business.

BuildPerks®
Sponsor List

Do Business with BuildPerks® Sponsors & Earn Valuable PerkPoints!

These Sponsors provide quality products & services plus you earn PerkPoints.

Know someone who would be a great Sponsor? Let us know. You could possible win a trip for 2 to our first Grand Destination! See page 6 for details.

Greenville/Asheville

Category	Sponsor	Contact	Phone Number
Brick Supplier	Boral Building Products	Don Williams	(864) 593-2990
Brick Supplier	GBS Building Supply	Nick Campbell	(864) 423-3379
Building Materials	GBS Building Supply	Nick Campbell	(864) 423-3379
Cabinets	GBS Building Supply	Nick Campbell	(864) 423-3379
Closets/Closet Systems/Shelving	Atlanta Glass & Mirror - Greenville	Greg Lepley	(404) 801-7590
Door Hardware	Atlanta Glass & Mirror - Greenville	Greg Lepley	(404) 801-7590
Door & Window Supplier	GBS Building Supply	Nick Campbell	(864) 423-3379
Drywall Contractor - Greenville	Blue Horizon	Randy Hires	(678) 279-2244
Drywall Supplier	GBS Building Supply	Nick Campbell	(864) 423-3379
EIFS/Stucco Supplier	Boral Building Products	Don Williams	(864) 593-2990
Foundations/Poured Walls	Clark's Termite & Pest Control	Scotty Tisdale	(803) 513-0069
Home Warranties - Greenville	2-10 Home Buyers Warranty	Anne Derbyshire	(843) 270-9778
Home Warranties - Asheville	2-10 Home Buyers Warranty	Meredith Johnson	(865) 719-9504
HVAC Contractor - Greenville	Blue Horizon	Randy Hires	(678) 279-2244
Insulation	GBS Building Supply	Nick Campbell	(864) 423-3379
Mirrors & Shower Doors	Atlanta Glass & Mirror - Greenville	Greg Lepley	(404) 801-7590
Painting Contractor - Greenville	Blue Horizon	Randy Hires	(678) 279-2244
Professional Association	Home Builders Association of Greenville	Michael Dey	(864) 254-0133
Roofing Supplier	Boral Building Products	Don Williams	(864) 593-2990
Siding Supplier	Boral Building Products	Don Williams	(864) 593-2990
Siding Supplier	GBS Building Supply	Nick Campbell	(864) 423-3379
Stone Supplier	Boral Building Products	Don Williams	(864) 593-2990
Stone Supplier	GBS Building Supply	Nick Campbell	(864) 423-3379
Termite Pre-Treatments	Clark's Termite & Pest Control	Brandon Jeffcoat	(803) 600-6796
Tile Supplier	The Tile Shop	Jillian Hudgins	(864) 315-1084
Waterproofing/Moisture Protection	Clark's Termite & Pest Control	Ralph Shuler	(803) 513-2513
Screened Porch Enclosures	Amazing EZ Screen Porch WindowsDon	Terry Jerylo	(612) 359-5800

Columbia

Category	Sponsor	Contact	Phone Number
Brick Supplier	Boral Building Products	Johnette Jeffcoat	(803) 356-1730
Closets/Closet Systems/Shelving	Atlanta Glass & Mirror - Greenville	Greg Lepley	(404) 801-7590
Door Hardware	Atlanta Glass & Mirror - Greenville	Greg Lepley	(404) 801-7590
Concrete Supplier	Palmetto Builders Concrete	Andy Stevenson	(803) 256-5236
EIFS/Stucco Supplier	Boral Building Products	Johnette Jeffcoat	(803) 356-1730
Foundations/Poured Walls	Clark's Termite & Pest Control	Scotty Tisdal	(803) 513-0069
Home Warranties	2-10 Home Buyers Warranty	Anne Derbyshire	(843) 270-9778
HVAC Contractor	Blue Horizon	Randy Hires	(678) 279-2244
Mirrors & Shower Doors	Atlanta Glass & Mirror - Greenville	Greg Lepley	(404) 801-7590
Professional Association	BIA of Central South Carolina	Earl McLeod	(803) 256-6238
Roofing Supplier	Boral Building Products	Johnette Jeffcoat	(803) 356-1730
Siding Supplier	Boral Building Products	Johnette Jeffcoat	(803) 356-1730
Stone Supplier	Boral Building Products	Johnette Jeffcoat	(803) 356-1730
Termite Pre-Treatments	Clark's Termite & Pest Control	Brandon Jeffcoat	(803) 600-6796
Tile Supplier	The Tile Shop	Ashley Hyatt	(803) 567-4080
Waterproofing/Moisture Protection	Clark's Termite & Pest Control	Ralph Shuler	(803) 513-2513
Screened Porch Enclosures	Amazing EZ Screen Porch Windows	Terry Jerylo	(612) 359-5800

Charleston

Category	Sponsor	Contact	Phone Number
Brick Supplier	Boral Building Products	Sally Ann Kivett	(843) 514-6429
EIFS/Stucco Supplier	Boral Building Products	Sally Ann Kivett	(843) 514-6429
Foundations/Poured Walls	Clark's Termite & Pest Control	Scotty Tisdale	(803) 513-0069
Home Warranties	2-10 Home Buyers Warranty	Anne Derbyshire	(843) 270-9778
Roofing Supplier	Boral Building Products	Sally Ann Kivett	(843) 514-6429
Siding Supplier	Boral Building Products	Sally Ann Kivett	(843) 514-6429
Stone Supplier	Boral Building Products	Sally Ann Kivett	(843) 514-6429
Termite Pre-Treatments	Clark's Termite & Pest Control	Brandon Jeffcoat	(803) 600-6796
Waterproofing/Moisture Protection	Clark's Termite & Pest Control	Ralph Shuler	(803) 513-2513
Screened Porch Enclosures	Amazing EZ Screen Porch Windows	Terry Jerylo	(612) 359-5800

Aiken/Augusta

Category	Sponsor	Contact	Phone Number
Brick Supplier	Boral Building Products	Chris Smith	(706) 821-3727
EIFS/Stucco Supplier	Boral Building Products	Chris Smith	(706) 821-3727
Foundations/Poured Walls	Clark's Termite & Pest Control	Scotty Tisdal	(803) 513-0069
Home Warranties - Augusta	2-10 Home Buyers Warranty	Alice Hurst	(912) 665-0755
Home Warranties - Aiken	2-10 Home Buyers Warranty	Anne Derbyshire	(843) 270-9778
Roofing Supplier	Boral Building Products	Chris Smith	(706) 821-3727
Siding Supplier	Boral Building Products	Chris Smith	(706) 821-3727
Stone Supplier	Boral Building Products	Chris Smith	(706) 821-3727
Termite Pre-Treatments	Clark's Termite & Pest Control	Brandon Jeffcoat	(803) 600-6796
Waterproofing/Moisture Protection	Clark's Termite & Pest Control	Ralph Shuler	(803) 513-2513
Screened Porch Enclosures	Amazing EZ Screen Porch Windows	Terry Jerylo	(612) 359-5800

BuildPerks®

SUMMERTIME FUN!

The BuildPerks online merchandise catalog has EVERYTHING you'll need this summer.

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7,248 PerkPoints



Folding Picnic Table
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Triumph Sports USA 2-in-1 Bag & Washer-Toss Game
1,952 PerkPoints



Daylite Kayak 2-Pack
20,818 PerkPoints



Weber® Original Kettle™ Premium 22" Charcoal Grill
6,998 PerkPoints



11-Pc Women's Golf Set
7,865 PerkPoints

BuildPerks Supports Local BIA/HBA

As a full service incentive and marketing company serving the residential construction industry, BuildPerks supports the home building communities in which we work through membership in the local Building Industry Associations (BIA) and Home Builders Associations, (HBA).

At BuildPerks, we believe that BIA/HBA membership is one of the greatest investments you can make. While we are busy running our businesses, the BIA/HBA is constantly working on issues that affect our ability to earn a living in the housing industry. Putting a price tag on the value of the advocacy efforts of the Associations at the local, state and national levels is almost impossible. However, the National Association of Home Builders, (NAHB) estimates that they provided members an estimated savings of $6,882 per housing start in 2014. It is clear – membership doesn't cost – it PAYS!

In addition to the Associations' advocacy work in legislative, political and regulatory affairs, there is an impressive menu of member benefits designed to enhance professionalism and improve productivity and efficiencies. From education and professional certifications to industry information including economic forecasts and housing trends to networking opportunities, members have access to valuable tools and resources that simply don't exist anywhere else.

For builders in the Columbia and Greenville markets, there is another benefit to joining and renewing your BIA/HBA membership.
BuildPerk Sponsors, the BIA of Central South Carolina and the Home Builders Association of Greenville award Perk Points:
New Builder Members – Earn 200 Perk Points
Current Builder Members – Earn 100 Perk Points by renewing during your anniversary month



BuildPerks joined the Home Builders Association of Greenville just in time to participate in the HBA's Golf Tournament! Connie Burney (BuildPerks) and BuildPerks Sponsor, Michael Dey (HBA of Greenville) Catching up during the Golf Outing.



BuildPerks Couldn't Resist Snapping a Pic of Earl McLeod Signing the BIA's BuildPerks Sponsor Agreement. Thank you, Earl & the BIA of Central South Carolina for Your Support!



Can you Guess who else Enjoyed the HBA Golf Outing….You Guessed it! Barry Cassell (BuildPerks) & BuildPerks Sponsor, Mike Bell (GBS Building Supply)!!



BuildPerks Joins BIA during a recent Membership Drive. Thank you to our Membership Sponsor, John Covert! Pictured: Barry Cassell (BuildPerks), John Covert (Covert Homes) & Earl McLeod (BIA of Central South Carolina).

Give your home buyers something to **smile** about.

When you provide 10 years of structural warranty coverage from 2-10 Home Buyers Warranty®, you can sigh with relief knowing that you're covered from day one.

Meredith Johnson, TN | 865.719.9504 | mejohnson@2-10.com
Alice Hurst, GA | 912.665.0755 | ahurst@2-10.com

2-10 HOME BUYERS WARRANTY®
LONG LIVE HAPPY HOMES®
2-10.com

BuildPerks Extends Our Gratitude to Our First Sponsor, Palmetto Builders Concrete!

We first met Andy Stevenson, President of Palmetto Builders Concrete, several months before BuildPerks planned to open in South Carolina. Andy was genuinely looking for a creative and meaningful way to demonstrate to his customers how much their business and loyalty is appreciated!

Andy – Thank you for choosing to partner with BuildPerks!!
BuildPerks would also like to thank John Covert (Covert Homes) for introducing BuildPerks to Palmetto Builders Concrete!

Sponsor: Palmetto Builders Concrete
Category: Concrete Supplier
Contact: Andy Stevenson at (803) 256-5236



Posing for a Picture to Celebrate!
Barry Cassell (BuildPerks), BuildPerks Sponsor, Andy Stevenson (Palmetto Builders Concrete) & John Covert (Covert Homes)



BuildPerks Sponsor, Jody Horne (Atlanta Glass & Mirror) pictured with Joe Schmidt (Newell Rubbermaid)

BuildPerks Sponsor, Atlanta Glass & Mirror Honored with Top Gun Award

Atlanta Glass & Mirror was recently honored with the "Top Gun Award" for being the largest independent purchaser of Rubbermaid Shelving in the country in 2014. Atlanta Glass and Mirror purchased more than one million dollars of the product which equates to enough footage of wire shelving to go from Atlanta to Tennessee.

Atlanta Glass and Mirror's President, Jody Horne commented, "We are very excited about this award. I owe it to all of our builders that provide us the opportunity to do business with them as well as the fantastic team of professionals at Atlanta Glass and Mirror who go the extra mile to ensure our products are installed on time!"

With more than 125 employees, 50 of which are installers, in five locations including: Coumbus, Georgia; Newnan, Georgia; Decatur, Georgia; Columbia, South Carolina; and Greenville, South Carolina, Atlanta Glass and Mirror is ready to take care of all of your glass, mirror, shower enclosure, bath hardware and shelving needs. According to Horne, "expert installation of quality products and providing our customers with superior service is our top priority."

Supplier: Atlanta Glass & Mirror
Categories: Showers, Mirrors, Hardware & Closets
Contact Greg Lepley at (404) 801-7590



Mike Bell, Masonry Specialist with Cammie Mackie, Marketing Manager.

BuildPerks Sponsor, GBS Building Supply Hosts Annual Vendor Expo

On May 12th, the GBS Mauldin store was transformed into an amazing, festive venue for the annual GBS Vendor Expo. It was a perfect Spring evening, not a cloud in the sky, as builders congregated to take part in the event. From the music to a delicious dinner and the fabulous door prizes – it was nothing less than a terrific evening.

The Vendor Expo provides builders with an informal opportunity to view the latest and greatest building products and talk with representatives from the product manufacturers. Congratulations to GBS for yet another outstanding Vendor Expo!!

Sponsor: GBS Building Supply
Categories: Brick, Building Material, Cabinets, Countertops, Decking, Doors, Door Hardware, Drywall, Insulation, Millwork, Roofing, Siding, Stone, & Windows.
Contact Nick Campbell at (864) 423-3379





BuildPerks Sponsors, Jay Dorn (left) visiting with Bob Barreto, President & CEO of GBS are Ready to Greet their Customers.



Ted Cheffey (Snavely Wood Products) Pictured with BuildPerks Sponsor Nick Campbell (GBS) Take a Few Minutes to Catch Up Prior to the Vendor Expo.



The GBS Crew Proudly Awards Perk Points for Purchases Paid within Terms. Doing Business with GBS has Plenty of PERKS!! Pictured are: Jay Dorn, Sarah Mears, Jacob Williams, Cindy Williams.



Doing Business with BuildPerks Sponsor GBS is Like Doing Business with Family! But, Don't Take our Word for it!! Bronson Whiteside, Mauldin Store Manager (GBS) pictured with his adorable daughter, Alyssa at the GBS Vendor Expo!

Building New Homes in Columbia and Charleston, South Carolina

Galloway
FAMILY HOMES



Building a new home is an exciting process! It takes vision, direction and expertise. Let Galloway Family Homes help you navigate this process and build the home you've been imagining.

Galloway Family Homes was started by Clint and Bennett Galloway, brothers with a family history in the home building industry. Together, they have worked to craft innovative floorplans designed to maximize space, incorporate style, and create value. Their homes allow for personalization so you can truly make the home your own.

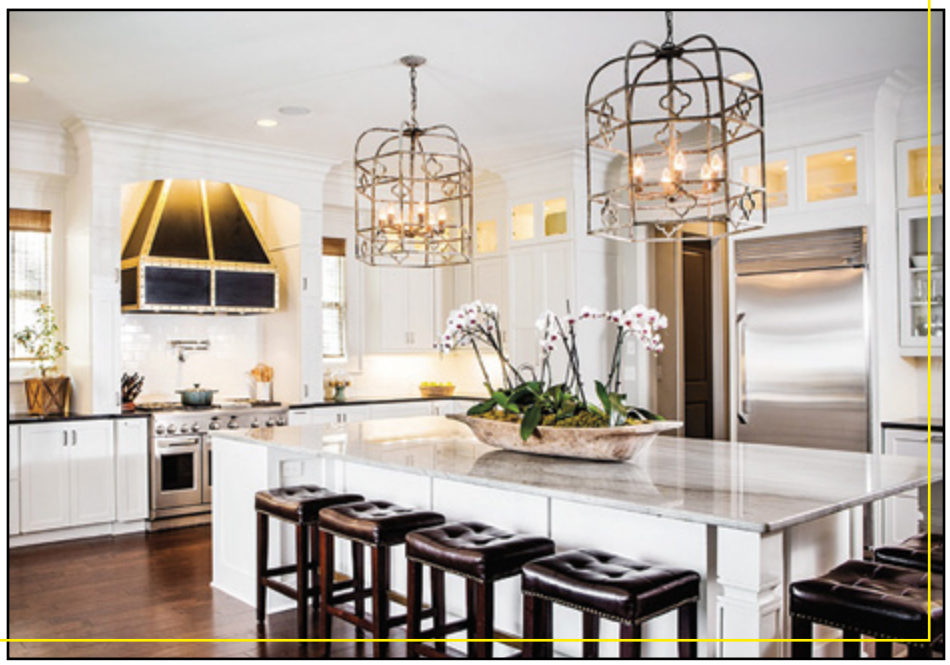
Galloway Family homes can be found throughout the Midlands of South Carolina as well as Charleston, Summerville and Mt. Pleasant. Neighborhoods are located near schools, shopping, dining and places of worship.

When it's time to build your new home, choose Galloway Family Homes.

FROM OUR FAMILY TO YOURS

Galloway Family Homes is a family business — run by two local brothers who grew up watching their father work in the home industry for such well-known construction businesses as the Mungo Company, Essex Homes, Shumaker Homes, Rex Thompson, and D. R. Horton. Clint and Bennett Galloway bring a youthful and fresh vision to the home building business. Their dream was to build innovative new home designs with the South Carolina lifestyle in mind. Today, Galloway Family Homes offers new homes for sale in both Charleston and Columbia with a variety of price ranges and styles.

The Galloway brothers are heavily involved in the day-to-day operations of Galloway Family Homes and offer their customers a personalized and unique experience. The values they grew up with – honesty, integrity, and a drive to succeed are evident in all aspects of this new home construction company. With over 35 years of experience in the South Carolina home industry, you can trust Galloway Family Homes with all of your home buying needs.



OUR PROCESS

As new home builders, the Galloway brothers are heavily involved in the day-to-day operations of Galloway Family Homes and offer their customers a personalized and unique experience. Homes are designed to allow for the best use of space. Galloway Family Homes all undergo pre-homes inspections and come with an insurance backed home warranty.

From contract to finish it typically takes 4 months to build a Galloway Family home. Homes can be personalized to reflect your unique style and taste. If you're looking for a new home in Columbia or Charleston – look to Galloway Family Homes.

WHAT MAKES GALLOWAY HOMES SPECIAL?

We focus on every detail in the Home Building process. From doing site walk throughs with potential customers to answering any questions the customer may have. We also explain the entire process with you. We are not just building a house, we are building a Home. We pay attention to the layout, design, and functionality of each room.

WHY DID GALLOWAY FAMILY HOMES SIGN UP FOR BUILDPERKS?

They signed up because it was a Win-Win for all. BuildPerks not only free benefits the Builders, but also provides benefits for the Suppliers as well.

WHY SHOULD I BUY A GALLOWAY FAMILY HOME?

Galloway Family Homes has over 30 years of experience building homes in South Carolina. Our homes combine the best of affordability and quality. We offer a large selection of floor plans to choose from. These floorplans have been carefully designed to allow for the best use of space. Our pre-home inspections and warranty program leaves you with peace of mind about your decision.

WHERE CAN I FIND A GALLOWAY FAMILY HOME?

Galloway Family Homes has neighborhoods in the most desirable areas of Columbia and Charleston. Our Columbia communities can be found in Northeast Columbia as well in Lexington. In Charleston, our neighborhoods are located in North Charleston, Hanahan, and Summerville.

WHAT TYPE OF WARRANTY COMES WITH MY HOME?

Galloway Family Homes provides an insurance backed home warranty. This warranty provides 1 year of workmanship coverage, 2 years of systems coverage, and 10 years of structural coverage. We also include a one year Galloway Family Homes Builder Warranty.

HOW LONG DOES IT TAKE TO BUILD A GALLOWAY FAMILY HOME?

Typically four months from contract to finish.

CAN I PERSONALIZE MY HOME BY CHOOSING THE FLOORING, PAINT, AND OTHER INTERIOR FEATURES?

Yes, you can personalize your Galloway Family home. Talk with your builder to find out what options are available at your stage of construction.



Perk's Paparazzi

You never know when you will run into the BuildPerks team! Check future issues of BuildPerks News…You just might find your picture in Perk's Paparazzi!



Look Who We Ran Into at the Carolina Classic Home & Garden Show ….
our own BuildPerks Sponsor, the Lovely Anne Derbyshire!
Pictured: Anne Derbyshire (2-10 Home Buyers Warranty), Barry Cassell (BuildPerks) and Connie Burney (BuildPerks)



Boral's Training Session in Charlotte.
The Boral Team is Ready to Answer All Your Brick and Perk questions!



It was a Pleasure to Visit with Chuck Shinn (Builder Partnerships) &
Steve Brock (Brock Built Homes) at a Recent Industry Event!



Darryl Hall & Andy White Toast to a Successful
Southern Builders Network & They Hope to See You There this Year!



To Commemorate Atlanta Glass & Mirror Joining BuildPerks,
We Snapped a Quick Pic!
Barry Cassell (BuildPerks) with Jody Horne (Atlanta Glass & Mirror)



Molly, the Adorable Daughter of Mark Nix (Executive Director of the HBASC) Adds, "Bring Your Entire Family to the State Convention – It is Tons of Fun"!



BuildPerks Sponsor, Boral Building Products' Booth was a HUGE Hit at the Carolina Classic Home & Garden Show!



BuildPerks Sponsor Atlanta Glass and Mirror Enjoyed the Carolina Classic Home & Garden Show Hosted by the BIA of Central South Carolina & Look Forward to Exhibiting Next Year!
Pictured: Rhett, Greg, Justin and Ashley



HBA of South Carolina (HBASC) President, Calvin Snow (CVS Builders) & HBASC Immediate Past President, Harry Dill (Sterling Construction) Encourage you to Register today for the upcoming HBASC Convention – It is a 'Don't Miss' Event!

Everyone is a Winner at the 30th Annual BIA Golf Classic

BuildPerks Sponsor, BIA of Central South Carolina hosted their annual Golf Classic on May 21st at Fort Jackson. The BIA Golf Classic isn't a typical golf outing, it is a major production! According to BIA Executive Director, Earl McLeod, 'this year's Golf Classic was the most successful in our 30 year history of hosting the event, thanks to Committee Chairman, Michael Nieri (Great Southern Homes), the dozens of volunteers and our generous sponsors". BuildPerks Sponsors Boral Building Products and Clark's Termite & Pest Control were among the many companies that supported the event through sponsorships.

Proceeds from the event benefit the Building Industry Charitable Foundation. The HBA of Greater Columbia Charitable Foundation, Inc., now incorporated as the Building Industry Charitable Foundation was established in 1993 under bequest from the Home Builders Association of Greater Columbia, which provided the initial funding. The foundation was established for the purpose of providing assistance to those less fortunate, or otherwise deserving, for the betterment of the community. The Foundation accomplishes its purpose by assisting individuals, programs and organizations in need.

Over the past fourteen years, the Charitable Foundation of the Builders Association has awarded $407,250 in scholarships to children of Association members and other students who meet criteria set for the program. This month, the Building Industry Charitable Foundation will award an additional $42,250.00 to 29 students. The scholarship program is funded by annual events, including the BIA Golf Classic and through private contributions to the Charitable Foundation.

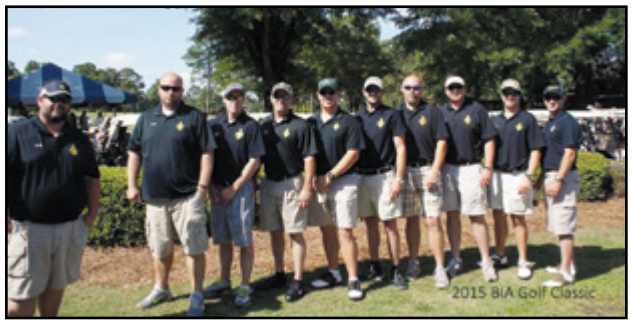
Governed by a Board of Trustees, including BuildPerks Sponsor, Frank Clark (Clark's Termite & Pest Control), the work of the Building Industry Charitable Foundation provides assistance to programs benefiting young and old alike. The foundation, in its work, highlights the commitment and generosity of the building industry to a better quality of life for all residents of the Midlands of South Carolina. To request aide write to the Building Industry Charitable Foundation at 625 Taylor St., Columbia, SC 29201. For more information on the BIA of Central South Carolina please see their website at www.columbiabuilders.com or call (803) 256-6238.

Building Industry
CHARITABLE FOUNDATION



We Love the Patriotic Theme at the Essex Homes Hospitality Tent at BIA Golf Classic held at Fort Jackson Military Base! The Lovely Essex Homes Ladies.

The Gang at Great Southern Homes Trade Hammers for Golf Clubs to Support Michael Nieri, President of Great Southern Homes & Chairman of the BIA Golf Classic!





Congratulations to BuildPerks Sponsor, (Boral Building Products) the Overall Winning Team at the 30th Annual BIA Golf Classic! Pictured are: Left to right: Kristi Coggins (Sawgrass Custom Builders), Rick Robarge (Argos Cement), Johnette Jeffcoat (Boral Building Products) and Clarissa Childs (Sawgrass Custom Builders)



If Something is 'Bugging' you…Call BuildPerks Sponsor, Clark's Termite & Pest Control. Picture Perfect, Heather Fagan & Jenna Friendly Look Forward to Seeing You on BuildPerks Grand Destination Trip!



BuildPerks Sponsor Kriston Chandler (Boral Building Products) Says….Do Business with Boral, Pay within Terms & Earn Perk Points!!



BuildPerks Sponsor, Rebecca Best (BIA Central South Carolina) pictured with Robyn Nieri (Great Southern Homes) Wants to Remind you that the BIA Awards Perk Points for Builder Membership Renewals Paid Within your Anniversary Month and Awards Perk Points to New Builder Members….Just for Joining the BIA…so, What are you Waiting for?



Keeping with Tradition, the BIA Golf Classic closes with a Fabulous Steak Dinner! Rare, Medium or Well Done….the Chef has it all! Dinner was sponsored by BuildPerks Sponsor Clark's Termite & Pest Control.

BUILDER REVIEW DAILY

Friday, May 1, 2015
HBA Endorses BuildPerks

Your Home Builders Association of Greenville has added a new program to its Affinity Endorsements menu. BuildPerks is the nation's premier customer rewards program exclusively for the home building industry. Although relatively new to the Southeast, BuildPerks has been operating the industry's most successful rewards program for more than 25 years. As a loyalty marketing/incentive program, BuildPerks is a frequent buyer program in which builders and remodelers ("Members") earn PerkPoints by purchasing products & services from participating Suppliers ("Sponsors") and paying their invoices within the Sponsor's terms.

The BuildPerks model is proven to increase profitability. Participating suppliers will:

- Retain Most Desirable Builder/Remodeler Customers
- Improve Outstanding Accounts Receivables
- Expand Product Line Sales
- Acquire new Builder/Remodeler Business

BuildPerks Sponsor Testimonial:
"The uniqueness of this program cultivates a strong tie to all of our customers. While any company can reward their customers with incentives, our points are coming from many complementary Suppliers throughout the industry, giving our customers not only a critical mass of points, but a strong loyalty to all of their Suppliers. This value creates a strength in our relationship that cannot be broken by cheap pricing & ultimately drives more business through our doors."

Mark Scherer, Scherer Bros. Lumber
Brooklyn Park, MN

To participate, suppliers are encouraged to contact BuildPerks about the program. Builders, you need to do nothing. Your suppliers will establish your profile with BuildPerks and begin awarding points to your company in the coming months.

BuildPerks Benefits:

- Free BuildPerks Membership
- Participation does not affect pricing
- Earn PerkPoints for purchases paid on time
- Redeem PerkPoints for airline tickets, hotel stays, and merchandise
- Travel to Grand Destinations
- PerkPoints never expire

For more information about BuildPerks, visit BuildPerks.com.

BuildPerks Contacts:
Barry Cassell (216) 346-3001 barryc@buildperks.com
Connie Burney (678) 776-1459 connie@buildperks.com


Michael Dey

Already in the Greater Greenville area, GBS Building Supply, Boral Building Products, Clark's Pest Control, 2-10 Home Buyers Warranty, Blue Horizon and Atlanta Glass and Mirror have become participating suppliers.

Posted By: Michael Dey, Executive Vice President
May 1, 2015

BuildPerks Sponsor, 2-10 Home Buyers Warranty® selected for the National Association of Home Builders' Affinity Program

2-10 Home Buyers Warranty® (2-10 HBW), the industry leader in new construction and pre-owned home warranties, announces that after an extensive review by the National Association of Home Builders (NAHB) they have been selected to join the association's affinity program.

2-10 HBW and the NAHB have aligned to provide NAHB builder members exclusive discounts on specific 2-10 HBW products; Builder Backed Service Program, Front Line Warranty Services and the New Construction Home Warranty Service Agreement. All three products can be purchased as a bundle, or the Builder Backed Service Program and Front Line Warranty Services are available together, or the New Construction Home Warranty Service Agreement may be purchased separately.

The Builder Backed Service Program utilizes NAHB's Residential Construction Performance Guidelines, and provides a platform for quick resolution of warranty coverage concerns via 2-10 HBW's experienced and knowledgeable warranty administration team. Front Line Warranty Services makes 2-10 HBW the first point of contact for homeowners and the New Construction Home Warranty Service Agreement protects homeowners against major systems and appliances repairs, including parts and labor, once the manufacturer's warranties expire.

Sponsor: 2-10 Home Buyers Warranty
Category: Home Warranty
South Carolina Contact Anne Derbyshire at (843) 270-9778
Asheville Market Contact Meredith Johnson at (865) 719-9504
Augusta Market Contact Alice Hurst at (912) 665-0755

"According to a co-sponsored survey by 2-10 HBW and NAHB, 90% of consumers are more likely to buy a home from a builder who offers a service agreement," said Scott Zinn, EVP of Sales and Marketing for 2-10 HBW. "NAHB clearly recognized the unique benefit all of these products bring to its members."

NAHB and 2-10 HBW have complimentary missions focusing on the benefits of homeownership and protecting the home. 2-10 HBW's selection into the affinity program shows its continued support of the home building industry.

2-10 Home Buyers Warranty® proudly awards Perk Points to builders and remodelers for their purchases throughout the entire state of South Carolina.

For more information, call today!

2-10 HOME BUYERS WARRANTY®

LONG LIVE HAPPY HOMES®



BuildPerks Sponsor, Blue Horizon Featured in TowneLaker Magazine!

Blue Horizon was featured in the June issue of TowneLaker Magazine, a community publication in Woodstock, Georgia where the company's corporate office is located.

Congratulations to Randy Hires and the Blue Horizon Team.

Sponsor: Blue Horizon
Category: Columbia Market - HVAC
Greenville Market - HVAC, Drywall & Paint Contractor
Contact Randy Hires at (678) 279-2244

BuildPerks Sponsor, 2-10 Home Buyers Warranty at Work for YOU!

If you are in the market for a home warranty, look no further! Since 1980, 2-10 Home Buyers Warranty has provided builders and remodelers with the most comprehensive warranty program available in the market and is the only warranty company providing their customers with Perk Points. 2-10 Home Buyers Warranty offers a complete line of warranty, service contracts and risk management products and has the most knowledgeable team of professionals ready to assist you with your warranty needs.

Contact the HBW team today and learn about the new and exciting benefits of doing business with 2-10 Home Buyers Warranty!!

Sponsor: 2-10 Home Buyers Warranty
Category: Home Warranty
South Carolina Contact Anne Derbyshire at (843) 270-9778
Asheville Market Contact Meredith Johnson at (865) 719-9504
Augusta Market Contact Alice Hurst at (912) 665-0755



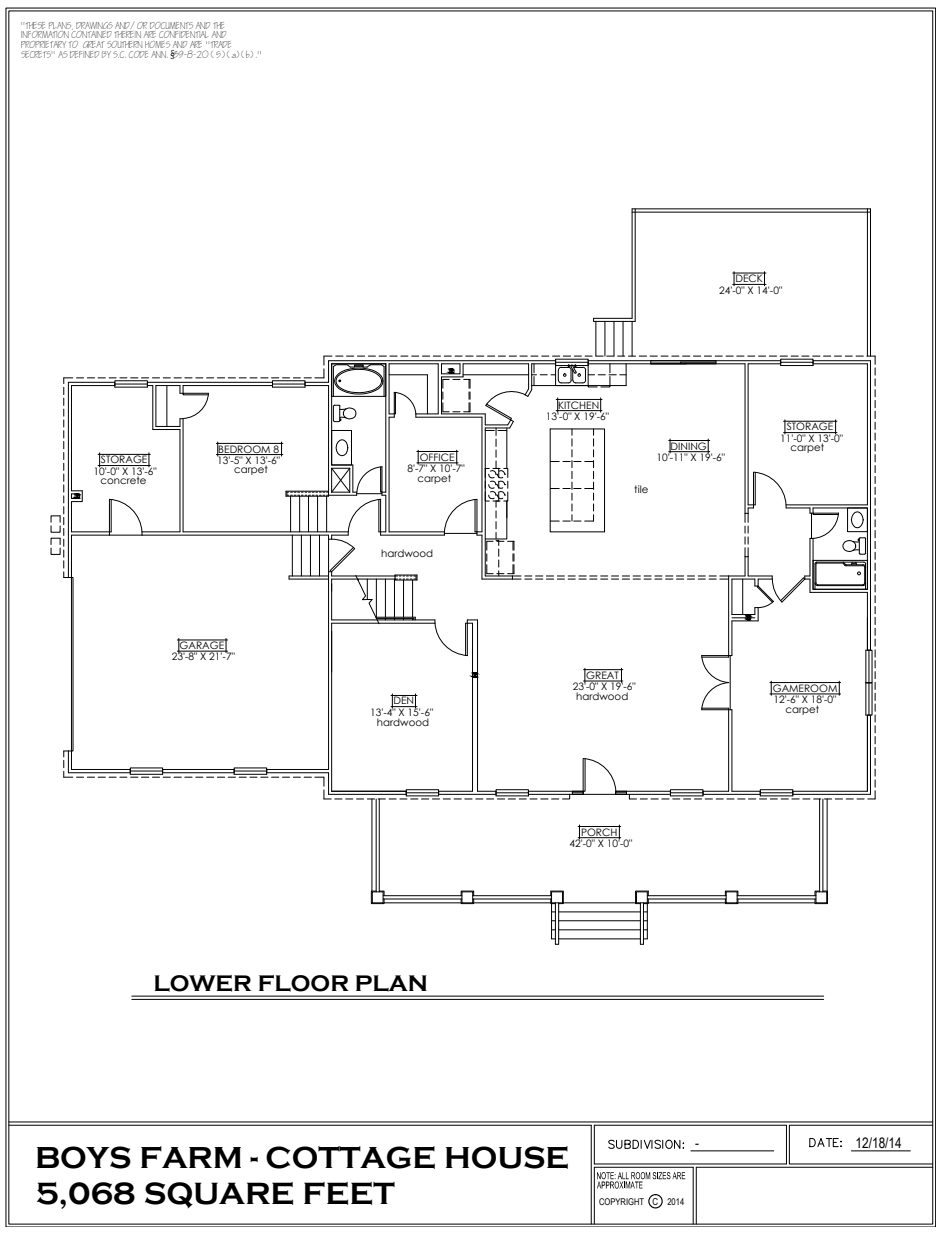
Southeast Regional Sales Meeting Held in Atlanta
Pictured Left to Right: Seated – Mark Lewis (President & CFO New Homes Division) & Scott Zinn (Executive VP of Sales & Marketing)
Standing – Sue Sichler (National Vice President New Homes Division), Chris Garvey, Ann Derbyshire, Lonnie Williams, Keisha Hulsey, Meredith Johnson, Alice Hurst, Mike Lecorgne, Karen McCorkle, Jerry McGrath (Regional VP Southeast), Ron D'Ambra (National Manufacture/Modular Director)

COTTAGE AT BOYS FARM



boysfarm

Thanks to the strong support of companies, churches, and individuals throughout South Carolina, the Building Industry Association of Central South Carolina in partnership with Great Southern Homes will build "Toby's Cottage" at Boys Farm in Newberry, S.C., the 5068 square foot cottage designed by Ned Purcell of Great Southern Homes at no cost to Boys Farm. Boys Farm is a nonprofit organization that provides unique foster care services for boys experiencing difficult family situations located at 6655 SC Highway34/121 in Newberry, SC President and founder of Great Southern Homes, Michael Nieri volunteered to build the home on behalf of the Building Industry Association with support from the BIA's Charitable Foundation. "We are honored to help accommodate the growing need for children to have a safe home and give them hope for generations to come" said Nieri.



BIA President David Tuttle and Charitable Foundation President Rex Thompson stated that "our organization represents many caring businesses in central South Carolina that will help build a better community by offering donations of materials, money and labor toward the construction of this special home for boys and their house parents allowing them to live in a structured family environment".

The estimate construction cost of "Toby's Cottage "is $299,000 and is expected to serve as a prototype for future cottages in the 50 year expansion plan for Boys Farm. The new cottage will allow Boys Farm to increase the number of children served by 25%. The cottage is named in memory of William Tobin "Toby" Cassels. Toby, known for his energetic leadership, as a motivator, and for his persistence, was studying business at USC when he passed away last year at the age of 21.

Donations in support of "Toby's Cottage" are being accepted by the HBA Charitable Foundation, a South Carolina nonprofit 501 (c) (3) organization affiliated with the Building Industry Association, 625 Taylor Street, Columbia, SC or to Boys Farm, Inc, a South Carolina nonprofit 501 (c) (3) organization, PO Box 713, Newberry, SC 29108.

Sponsor: Clark's Termite & Pest Control
Category: Foundations/Poured Walls, Termite Pre-treatments & Waterproofing/Moisture Protection
Contact Scotty Tisdale at (803) 513-0069 (Foundations)
Brandong Jeffcoat at (803) 600-6796 (Pre-treatments)
Ralph Shuler at (803) 513-2513 (Waterproofing)

BuildPerks Sponsor, Clar's Termite & Pest Control is pleased to support "Toby's Cottage" by donating their services.

Upcoming Industry Events

The Southern Builders Network Welcomes BuildPerks Sponsor, Boral Building Products

Boral Building Products is among a host of leading brands participating in the Home Builders Association of South Carolina's (HBASC) 2nd annual Southern Builders Network (SBN). The conference will be held Monday, November 16 – Wednesday, November 18 at the Wild Dunes Resort on the Isle of Palms.

The SBN is a Relevant, Innovative Executive Level Networking Conference Connecting Leading Vendors to the Region's Most Prominent Builders

A highly intensive, comprehensive networking conference reserved for executive level home building professionals, the SBN provides the perfect platform for vendors to meet with the decision makers who possess purchasing authority from the region's most active home building companies. The pre-scheduled 20 minute private builder/vendor meetings offer the ideal environment to establish relationships and engage in meaningful dialog. Additionally, the conference agenda includes educational sessions presented by highly respected national experts, networking events and social activities creating an unsurpassed forum to build new relationships and further relationships with existing customers.

But, don't take our word for it, Ashley shares the reasons that Boral is participating for the second consecutive year…

"From our perspective there is no other meeting format which provides this kind of access to develop relationships with key decision makers. The structure allows for you and the Builder to quickly determine where opportunity exists and agree to next steps on the spot. Beyond the meetings, the "down time" activities organized give you a chance to spend time in a casual environment which moves you from just a vendor to a friend."

Ashley Joyce
National Accounts Manager
Boral Industries

There is simply no other event in the region that will deliver a more effective or productive forum, to connect with the decision makers from the industry's leading home building companies, build relationships resulting in increased sales and profits, all at an affordable financial investment.

For more information, please contact Connie at (678) 776-1459 or via email at connieburney@comcast.net

The HBASC State Convention is Changing Seasons!

The Renaissance Asheville Hotel
Asheville, NC
October 23-25, 2015

- Master Builder Approved Educational Opportunities Including a Review of the 2015 IRC and Modifications
- Tour of Highland Brewery
- College Football Tailgating Party and Games (Clemson v. Miami)
- Pinnacle Awards Ceremony
- Pitch for PAC Washer Tournament Championship
- Downtown Asheville Shopping Excursions
- How to Cash-In on the New Wave of Capital



For more information contact Mark Nix at (803) 771-7408 or via email at mnix@hbaofsc.com or online at www.hbaofsc.com

How to Cash-In on the New Wave of Capital

There are recent indications of improving access to acquisition, development and residential construction (AD&C) financing as traditional lenders return to the market and new options for capital emerge - particularly for small to mid-sized home builders. However, the housing crisis fundamentally changed the world of finance. Getting money today involves new rules, requirements and documentation. During this session, you will hear directly from both debt lenders and equity investors regarding the new financing landscape and options that exist, and what they now look for from builders seeking capital. You'll learn how to present yourself, your company and your project, and get practical advice on negotiating terms. Fellow builders will share their experiences securing alternative financing, and you'll even have an opportunity to "meet the money" as representatives from a variety of capital sources will be on hand ready to talk one-on-one about financing options for your business.

BLUE HORIZON
Air Conditioning & Heating

Home Comfort for Life

Blue Horizon Air Conditioning and Heating was built on a foundation of honesty, integrity and providing the best customer service possible. That means being available to our customers 24 hours a day, seven days a week. With a specialty in New Residential Construction and Remodeling, we offer competitive pricing, excellent service, onsite supervision, uniformed employees and vehicles proudly displayed with our logo. Blue Horizon's priority has always been customers and we strive to keep them for life.



HONESTY-INTEGRITY-EXCELLENT SERVICE

Serving the Greenville & Columbia Markets.

Serving Professional Home Builders & Remodelers for over 15 years!

Awarding PerkPoints in the Following Categories:

- Columbia Market for HVAC
- Greenville Market for HVAC, Drywall and Paint

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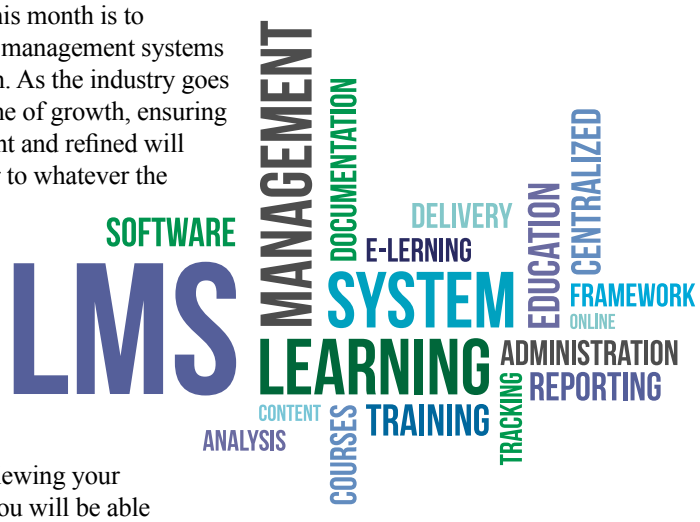
ACCA Air Conditioning Contractors of America

BHCool.com
678-279-2244

Analyze the Management Systems

By Charles C. Shinn, Jr., PhD., Builder Partnerships

My charge to builders this month is to take time to analyze the management systems within your organization. As the industry goes through an uncertain time of growth, ensuring your systems are efficient and refined will allow you to react better to whatever the market throws at you.



If you really take a look at the way your organization operates, you will find that there are a lot of inefficiencies, rework and dead ends in your systems. By reviewing your management systems, you will be able to find these and determine easy ways to increase efficiency, resulting in greater numbers on the bottom line.

A few years ago at our Executive Summit, Sam Geist—author of Execute or Be Executed—shared a great article from the Harvard Business Review called "Staple Yourself to the Order" (https://hbr.org/2004/07/staple-yourself-to-an-order) that I think is as pertinent to the management of home building companies in this market as it was at the height of the boom times in 2007.

As the management team, you should do this within your organization. Take a closer look at all of your processes. You may be surprised at what you will find.

Things to look at within your organization:

Evaluate the information systems: Not only do you need to evaluate how you are getting information, but you should also look at the information you are getting.

- Integrate your information systems: Within many organizations, there is more than one information system for different parts of a process. Because of this, there are redundancies, the systems do not interact, and reported results do not match from source to source. Integrate your systems as much as possible, and you will cut out inefficiencies and increase accuracy.
- Improve your management reports: Management teams waste a lot of time and effort reviewing the wrong results or diving into too much detail in their reviews. Only review what you need to in order to understand the status of your company and determine whether there are any red flags that need immediate attention. Develop a report card or two-minute reports that are updated on a regular basis with standard information that is easy to read and understand. Evaluate trends within your organization, benchmark to past performance, and review specific performance against preset goals.

Chart approval process, workload and number of hand-offs: Take time to work with your team to chart the approval process in your organization. Who touches each part of the process? How many hand-offs do you have? Is all of that necessary? What changes can you make that will make your process more efficient and effective? Specifically, I would encourage you to start by evaluating the following:

- Invoice approval
- Contract approval
- Purchasing procedures
- Change order processing



For more than 45 years, Charles C. Shinn, Jr., PhD, has been dedicated to improving the management standards and profitability of the homebuilding industry. He inspires hundreds of builders each year through his frequent speaking engagements and educational seminars. Chuck's cutting edge knowledge and teaching methods have allowed many of the leading regional home builders to improve their systems, and thus significantly increase their bottom line. Chuck Shinn holds a BA in Economics, and an MBA and PhD in Business Administration from the College of Business Administration at American University in Washington, DC.

Shinn who is often referred to as the Profit Doctor, aims to help increase the professionalism and management standards of the homebuilding industry. Through a variety of services, Shinn's focus is to help builders improve performance of and maximize total profits.

For more information, contact Builder Partnerships at 303-972-7666 or visit their website at www.builderpartnerships.com

Make sure you do not become top heavy: We have a tendency to hire to fill upper level department positions and tend to forget that we also need people to "do the work." You need to make sure you have enough people in the trenches to get the jobs done and support the management team.

- Invest in systems before hiring more staff: Although there is a large upfront cost associated with installing new systems, the benefits can far outweigh investments in staff. Systems will allow you to set a standard process that is done the same way each time. Over time, your investment will pay off by increasing the productivity of your staff. If you were to hire staff, you will permanently increase the fixed cost.
- As many of you know and have experienced throughout this downturn, it is much easier to hire staff than it is to fire. Keep that in mind when you start building up your organization again. Only hire what you need.

Do NOT over-departmentalize: Although sometimes it makes sense to create departments, you need to be careful not to create too many silos within your organization. While departmentalizing brings people who are doing similar jobs closer and can create some synergies, it also distances them from the rest of the company. Make sure you keep this in mind as you weigh your options. Some of the pitfalls to over-departmentalizing include:

- Hinders communication
- Tends to cause more bottlenecks
- Can increase need for additional staffing

The above list should provide you with a good starting point for analyzing your management systems. As you work through it, you will find cost savings measures you can immediately take advantage of and others that will take more time to implement. Start small and realize a few successes before taking on the larger projects to ensure you get buy in from your team. Then, keep a look out for other management systems you can analyze and improve. You will be surprised by how many inefficiencies you will find.

One final thought, don't bite off more than you can chew. Start by looking at one process at a time. If you try to attack all your systems at once, you and your team will get overwhelmed and this exercise will not have the impact you had hoped.

Good luck to you!

Saturday Matinee



Greg Brooks, president of the Building Supply Channel, Inc. and editor of LBM Executive, is a market analyst, consultant, trainer, and author specializing in residential construction supply. He is a 46-year veteran of the building supply business who has spent 19 years in the field, five as a trainer and instructional designer, and 23 years covering the industry as a writer and editor. Brooks is a steering committee member at the Harvard University Joint Center for Housing Studies and an internationally-known speaker who has conducted workshops on channel trends and strategies for thousands of executives throughout North America.

Someone's not doing it right. Everyone complains about the lack of first-time home buyers in the market—just 33% of the total in 2014, their lowest level since 1987. Most builders are apparently focusing on the move-up market, judging by the median price of a new home: $277,400 in March.

That made sense when credit was tight as a drum, but the two largest lenders, J.P. Morgan Chase and Wells Fargo, reported huge YoY increases in mortgage lending in 1Q 2015: 45% and 36% respectively. It's getting easier to get a loan, and it'll get easier yet this year as a new Fannie Mae initiative kicks in.

Some people don't think looser credit is a good idea. D. R. Horton isn't one of them. In 1Q 2015, sales of its entry-level line, called Express Homes, tripled YoY and represented 18% of total 1Q sales. At $179,000, Horton is scooping up first-time buyers other builders are still ignoring.

Low standards in the U.S. American analysts have been fretting about another housing bubble ever since we came off the bottom. Not happening, says The Economist. In its latest global house price index, the U.S. is tied with Germany for the lowest price-to-income ratio among major Western economies. Among countries with over $1 trillion GDP, only Japan and China rank lower—one because its economy has been stagnant for two decades and the other because its housing market is crashing.

Watch your housing market rise from the dead. Nationwide Insurance came up with what it calls a Leading Index of Healthy Housing Markets, a composite based on employment, demographics, home prices, and the mortgage market.

The interactive map at its website charts every county in the U.S. from 1Q 2001 through 4Q 2014—just click the button and watch the crash play out quarter by quarter. The only surprising thing is how much of the country had turned negative as early as 2002.



Congress actually did something. To boost housing, that is. HousingWire is reporting that the House of Representatives passed bills last week to clarify some provisions of Dodd-Frank, give low-income home buyers better access to manufactured homes, and help small credit unions compete.

They'll all help push the credit market in the direction of normal, but the truly amazing thing is that they were all passed with bipartisan support.

Woe is builders. NAHB recently asked builders to rank the most significant problems they faced in 2014 and expect to face in 2015. Not surprisingly, labor topped the list for 2015 with 68% saying it would be a headache. Also not surprisingly, material prices ranked No. 2 at 66%.

The difference is that there really is a shortage of skilled labor. Random Lengths' composite framing lumber price has declined every month since September. In March, it was down 10.4% YoY and 25.2% below its March 2013 level.

Just what we need. John Burns wonders why "big, publicly traded home builders dominate the Southeast less than other areas." One of his recent surveys found that while publicly-held builders own around two-thirds of the subdivisions in Las Vegas, San Jose, and Denver, their share of developed land in markets like Atlanta, Raleigh, and Charlotte is as low as one-third.

It might be worth investigating how much of that land was optioned when the crash came—maybe developers in the Southeast have longer memories. One way or another, Burns predicts that we'll see more M&A activity in the region before long.

And maybe they'll build houses like Laurel and Hardy in 1928:

Atlanta Glass & Mirror, Inc.

A Construction Resources, Inc. Company

Atlanta Glass & Mirror, Inc. is a full-service provider of mirrors, shower doors, and frameless glass. There is also an extensive inventory of ventilated shelving, door locks, bath hardware, vinyl and wood exterior shutters, closet systems, and other accessories for the home.

BuildPerks Loyalty Rewarded

Providing mirrors, frameless shower glass doors & custom closet systems from South Carolina to the Florida Panhandle and a preferred Rubber-maid vendor, AGM's quality cannot be surpassed.





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www.atlantaglassandmirror.com