

# february

## *Newsletter*

READ ME

1

2

3

February's most  
important info  
just for you

# HBA

**FEBRUARY 2026  
NEWSLETTER**



Franklin County  
**HOME BUILDERS  
ASSOCIATION**

F R A N K L I N C O U N T Y

Parade *of* Homes



**KICK  
OFF**



COOK-OFF

**You won't want to miss this fun,  
family-friendly event!  
More Details To Come!**

**May 19, 2026**

The Carolina Manor House  
Franklinton, NC

[www.FranklinCountyHBA.org](http://www.FranklinCountyHBA.org)



# CLAY SHOOTING TOURNAMENT



***Wednesday, April 1, 2026***

8:30 AM, Rose Hill Estate

3815 Rose Hill Lane, Nashville, NC

Attention, Shooting Enthusiasts! Prepare for an Adrenaline-pumping experience like no other as we invite you to our Clay Shooting!

**[CLICK HERE TO REGISTER!](#)**

# A NOTE FROM THE PRESIDENT

Dear Members of the Franklin County Home Builders Association,

As we begin a new year, I am honored and grateful to serve as your President for 2026. It is a privilege to lead an association made up of such dedicated builders, trades, and industry partners who continually invest their time, talent, and resources into strengthening our local building community.

Looking ahead, 2026 presents exciting opportunities for growth, collaboration, and continued impact. Our Association has built a strong foundation through increased membership engagement, meaningful educational offerings, and events that connect and support one another both professionally and personally. This year, we will focus on expanding those efforts—providing valuable networking opportunities, relevant continuing education, and advocacy that supports the future of our industry in Franklin County.

We remain committed to serving our members while also giving back to the community we build in every day. From workforce development and scholarships to community outreach and signature events, the Franklin County HBA will continue to be a trusted leader and voice for the building industry.

Sara Kusan/FCHBA's EO, has many accomplishments during her leadership as Executive Officer at FCHBA and one month into 2026, the HBA is quickly approaching 320 members and has surpassed many other goals in various areas. Sara has grown the HBA's Sponsorship Initiative during the last 2 years, surpassing over 225% raised in 2026 Year thus far, over 2024 Year and those numbers represent more than growth; they represent trust, momentum, and a foundation that is stronger than ever, with our updated website and new member database, to enhance everything the Association does. Sara said, "I leave feeling proud of what we have accomplished together and our growth together, is a reflection of the strength of relationships and relevance of this association". "Most importantly, I truly believe I am leaving the HBA better than when I began – more visible, more engaged and positioned for continued success in the years ahead".

Your involvement is what makes this Association successful. I encourage each of you to attend events, participate on committees, and share your ideas as we work together to make 2026 a productive and rewarding year for all.

I am pleased to announce that Carrie Gilliam will assume Executive Officer role effective February 1. Carrie and her husband, a builder member, are already active members of the Association. Carrie served on the Parade of Homes Committee this past year and made wonderful contributions, demonstrating strong leadership, commitment, and care for our organization. I am confident she will serve the FCHBA well.

Thank you for your continued support and membership. I look forward to serving alongside our Board of Directors and working with each of you in the year ahead.

Wishing you a successful, healthy, and prosperous 2026 Year.

Truly,  
Steven Hayes  
President, 2026



# Save THE DATE

**February 4**

Builders Only Roundtable Lunch

**April 1**

Clay Shooting Tournament

**May 4**

Annual Golf Tournament

**May 6**

Builders Only Roundtable Lunch

**May 19**

Parade of Homes Kick-Off

**August 5**

Builders Only Roundtable Lunch

**September TBD**

Craftsmen Legacy Scholarship  
Fund Raffle



**FOLLOW**

US ON FACEBOOK



@FRANKLIN COUNTY HOME BUILDERS  
ASSOCIATION

**October 2**

Parade of Homes Judging Day

**October 3-4, 10-11, 17-18**

Parade of Homes Open House

**October 7**

Parade of Homes Gala

**November 4**

Builders Only Roundtable Lunch

**November 5**

Business After Hours

**November TBD**

Annual Oyster Roast

**December 10**

Annual Christmas Party  
and Toy Drive



# THE VENUE

*at South Main*

**Book your winter  
party, meeting or  
wedding with us now!**

The Venue accommodates up  
to 120 people!

---

16 S. Main Street  
Franklinton, NC  
919-218-3227

[thevenue@franklincountyhba.org](mailto:thevenue@franklincountyhba.org)

# THE VENUE

*at South Main*

Presented by



**BENCHMARK**  
COMMUNITY BANK

## Rent the Venue!



Need a Space?

FCHBA members get discounted rates.

Perfect for business meetings, lunch-and-learns, classes, networking events, parties, and more—complete with space for 120 guests, sound system, and display TVs.

Contact our Venue Manager  
for more details at:  
[TheVenue@franklincountyhba.org](mailto:TheVenue@franklincountyhba.org)  
919-218-3227

**DEDICATED TO THE  
CONSTRUCTION  
INDUSTRY. UNITED  
IN PROTECTING THE  
PEOPLE THAT GROW  
OUR  
COMMUNITIES.**



**A partnership built on purpose.**

[buildersmutual.com/partnerships](http://buildersmutual.com/partnerships)

**When North Carolina contractors choose to insure with Builders Mutual, we require that they join and maintain a membership in a local North Carolina HBA.**

This requirement stems back to our roots and strong ties with the NCHBA, demonstrating our long-lasting commitment to the construction industry.

## **Benefits of HBA Membership**



### **3-IN-1 MEMBERSHIP**

When you join your local association, you become a member of all three levels of the NAHB federation: local, state, and national. That's three memberships for the price of one!



### **A VOICE**

As your advocate in your local area, Raleigh, and on Capitol Hill, the HBA develops and provides legislative and regulatory representation on behalf of the home building industry. These actions help defect excessive regulations and defend affordable housing.



### **NETWORKING AND LEADS**

Your local HBA will provide invaluable networking opportunities to meet other professionals in your local community. HBA's promote doing business with members and each networking event is an opportunity to gain a new business lead.

### **SAVINGS**

NCHBA members are eligible for discounts and rebates:



- The NCHBA Member Rebate Program is designed to reward

members for loyalty by specifying the manufacturers to your subcontractors. No receipts are needed, and the average rebate per Builder/Remodeler is over \$1500.

- The NAHB Member Advantage Program provides members with various discounts from cell services and vehicles to an additional daily 2% discount on your Lowe's accounts receivable purchases and more.

## New 24/7 ChatBot Now Live on [HBArebates.com!](https://HBArebates.com)

HBA Rebates just launched a ChatBot that gives your builder members instant, 24/7 access to:



Manufacturer  
rebate details



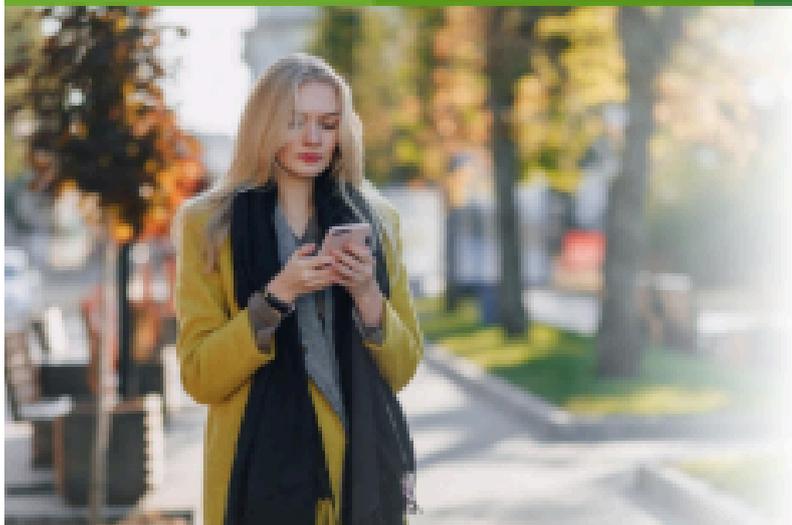
Claim form  
support



Filing  
deadlines



And more  
...



It's fast, easy, and always  
available – right on  
[HBArebates.com](https://HBArebates.com).

Please Share The Message Below With Your Builder  
Members Via Email, Newsletter, Or Social Media.

New! Get rebate info anytime with HBA  
Rebates' 24/7 ChatBot. Visit [HBArebates.com](https://HBArebates.com)  
and click the [Chat](#) icon to get started.

## Want To Start Getting Money Back for Products You Already Use?

[HBArebates.com](https://HBArebates.com)



FREE MEMBER BENEFIT OF YOUR STATE & LOCAL HBA

### EASY TO PARTICIPATE!

IF YOU USE ANY OF OUR PARTICIPATING MANUFACTURERS

THE AVERAGE REBATE PER BUILDER/REMODELER COMPANY WHO PARTICIPATED IN 2024 WAS:

# \$1,650.24

- 1 Register
- 2 Submit a Rebate Claim
- 3 Receive a Rebate Check

#### PARTICIPATING MANUFACTURERS



Contact Us:

[HBArebates.com](https://HBArebates.com)  
[info@HBArebates.com](mailto:info@HBArebates.com)

866.849.8400  
 @HBArebates





## Member Savings at Lowe's

NCHBA members can receive [exclusive savings at Lowe's](#) through the retailer's partnership with the National Association of Home Builders.



### [Contractor Pricing](#)

Up to 10% off retail price online and at the Lowe's Pro desk. Member Volume Discount is also available.

**Up to 10% off**

### [Lowe's Credit](#)

5% off everyday purchases (exclusions apply), plus 2% back as a credit on your monthly statement

**5% off + 2% back**

[Download Flyer](#)

### [MyLowe's Pro Rewards](#)

Earn points toward MyLowe's Money or Exclusive rewards. Member deals.

[Join for Free](#)



# Why Join NCHBA Group Insurance Trust?

## Did You Know...



**Fully-insured medical plan options** are offered through Blue Cross and Blue Shield of North Carolina



Each member firm has an annual renewal **date of July 1<sup>st</sup>** but you can join anytime throughout the year



### Ancillary Benefits:

Dental, Vision, AD&D, Group Life, Disability

## Joining Together with other NCHBA members means...



### Cost stability and lowered risk.

NCHBA Group Insurance Trust is fully underwritten through BCBSNC, giving you premiums based on your employees' experience, plus long-term rate stability and more predictable renewals.



### Better benefit options.

Together, NCHBA organizations can access benefit options that may not be available to you as an individual employer.



### Using powerful and intuitive tech.

NCHBA Group Insurance Trust utilizes Benefitsolver for eligibility and enrollment. Enter all benefits information into a single system and receive a single Invoice for all lines of coverage.



### Saying goodbye to service hotlines.

NCHBA Group Insurance Trust partners with Businessolver, so you'll have a dedicated Account Manager you can contact directly with any plan questions.

**NCHBA Group Insurance Trust**  
919-676-9090  
5580 Centerview Dr. Suite 415, Raleigh, NC 27606

[www.nchba.org](http://www.nchba.org)



# NCHBA Benefits Trust Member Health Plan

In partnership with Blue Cross and Blue Shield Of North Carolina and Select Employee Benefit Firms

## What

The NC Home Builders Association has partnered with Blue Cross NC to offer a Member Group Health Plan developed specifically for qualified NCHBA employer members. Initial benefits will include medical, dental and vision through Blue Cross NC, and group life and disability through other carriers.

## Why

Health insurance costs are one of the top concerns for small and large businesses across the country. Smaller employers (less than 200 employees) have very limited medical insurance options. The NCHBA Benefits Trust will give employer members another market choice with potential cost savings for qualified members.

## Who

The Trust plan is offered to employer members of the NCHBA who are headquartered in North Carolina, are active members of NCHBA, have at least 2 employees, and whose business is directly related to the Home Building Industry. Spouses do not count as a second employee.

## When

The official start date of the plan is July 1, 2024. Employers may join the plan at any time throughout the year. The plan will have an anniversary date of July 1.

## How

The benefits will be marketed and serviced through preselected employee benefits firms who have exclusive agreements with NCHBA. Blue Cross NC will underwrite and service the medical, dental and vision benefits, while Capstone Administrators will deliver Trust services and provide participating employers with benefit administration support.

Blue Cross and Blue Shield of North Carolina is an independent licensee of the Blue Cross and Blue Shield Association. Businessolver is an independent company that provides administration services on behalf of your health plan.



**NCHBA Group Insurance Trust**  
919-676-9090  
5580 Centerview Dr. Suite 415, Raleigh, NC 27606

[www.nchba.org](http://www.nchba.org)



**NCHBA**  
NC HOME BUILDERS ASSOCIATION



**businessolver**

# NCHBA Benefits Trust Member Health Plan

## In partnership with Blue Cross and Blue Shield Of North Carolina and Select Employee Benefit Firms

The NCHBA Health Plan Trust (Benefits Trust) is a legal entity guided by the federal code under the Employee Retirement Income Security Act (ERISA). It is considered an Insured MEWA or Association Health Plan (AHP). AHP's are dually regulated at the federal level by the Department of Labor (DOL) and Department of IRS, and at the state level by the NC Department of Insurance.

Eligibility requirements for the NCHBA Health Plan Trust (Benefits Trust) include but are not limited to the following:

1. Be an active member of the NCHBA.
2. Be an employer who generates at least 50% of their annual revenue through an eligible Home Building trade. Please see the Allowed Home Building Industry codes below.
3. Be an employer with 2 or more enrolled in the health insurance plan offering. Spouses do not count as a second employee.
4. Meet other underwriting requirements as may be required by Blue Cross NC and NC health insurance statutes and that may change from time to time.
5. Complete a Participation or Subscription Agreement acknowledging your participation in the Benefits Trust.

### ALLOWED STANDARD INDUSTRIAL CLASSIFICATIONS ("SIC")

- Code 15 Range: General Contractors, Residential, Industrial, and Non-residential Code 1623: Water, sewer, pipeline, communication, and power line
- Code 17 Range: Construction – specialty trades; plumbing, masonry, drywall, carpentry, flooring, roofing, concrete, etc
- Code 6552: Land developers and subdividers
- Code 7353: Heavy construction equipment rental and leasing
- Codes 8711, 8712, 8713: Services, engineering, architectural, surveying
- Codes 8741, 8742, 8748: Services; management, management consulting, and business consulting

Your broker will work with you to identify your assigned SIC during the application process.

None of the above should be considered legal advice or a guarantee of coverage in the NCHBA Benefits Trust.

---

None of the above should be considered legal advice or a guarantee of coverage in the NCHBA Benefits Trust.



**NCHBA Group Insurance Trust**  
919-676-9090  
5580 Centerview Dr. Suite 415, Raleigh, NC 27606

[www.nchba.org](http://www.nchba.org)



**NCHBA**  
NC HOME BUILDERS ASSOCIATION



# NCHBA Benefits Trust Member Health Plan

## Keeping the focus local

- NCHBA Group Insurance Trust is organized for and by NCHBA member firms and is offered exclusively to members only
- When you enroll in the NCHBA Group Insurance Trust, you have the ability to directly influence the direction of the program and keep the decisions in North Carolina with you and your NCHBA peers.

## Cost stability and lowered risk

- The Plan is fully underwritten through Blue Cross and Blue Shield of North Carolina, giving you premiums based on your employees' experience, plus the protection of pooling together with other organizations to provide long term rating stability and more predictable renewals.
- More predictable and stable rates mean less of an increase passed on to your employees.

## Better Together

- By pooling with other NCHBA member firms, you have access to benefit options that may not be available to you as an individual employer.
- This gives your employees access to much more robust benefits, even as small employer.

## Powerful and intuitive tech

- The Plan utilizes **Benefitsolver**, the industry leader in eligibility and enrollment technology.
- Enter all benefits information (both enrollment and eligibility) into a single system.
- All information is stored and transferred in a secure environment, which means your employees' personal data is safe.
- You will receive a single invoice for all lines of coverage offered through the Plan.

## Real people. No hotlines.

- The plan partners with Businessolver to provide you with the easiest possible onboarding, training, and customer service.
- Your Account Manager knows the ins and outs of your eligibility, billing, accounting, and wellness needs.
- Even better, you can contact them *directly* anytime with eligibility, billing, and accounting questions.

NCHBA Group Insurance Trust  
919-676-9090  
5580 Centerview Dr. Suite 415, Raleigh, NC 27606

[www.nchba.org](http://www.nchba.org)