

august

Newsletter

READ ME

3

4

5

August's most
important info
just for you

HBA

FROM THE PRESIDENT

August 2026 President's Message –Building Our HBA Family, One Relationship at a Time

As we welcome August, I continue to be inspired by the momentum and relationships that define the Franklin County Homebuilders Association. Every event, every new member, every sponsor, and every handshake reminds us that our greatest strength isn't simply in the homes we help build—it's in the people and relationships that make our association thrive.

Our recent HBA Social at The Welcome Inn was another outstanding example of that spirit. Thanks to our event sponsors, Chase Faulk with Budget Blinds and Keith Smith with Pete Smith Automotive Group, we enjoyed one of our best-attended socials to date. The Welcome Inn was filled to capacity—standing room only—and the energy throughout the evening reflected the excitement surrounding our growing association.

One of the highlights of the evening was hearing Keith Smith share the story of his family's business. As a third-generation family business, with the fourth generation already preparing to carry the legacy forward, his message served as a powerful reminder that lasting success is built through relationships, trust, and investing in the future.

It made me realize that our Homebuilders Association is very much like a family-owned business. We continue to grow by welcoming new members, developing meaningful sponsorships, hosting engaging events, and strengthening relationships throughout Franklin County and beyond, including our neighboring communities in Nash County. Together, we support one another, celebrate each other's successes, and create opportunities that benefit our businesses and our communities for generations to come.

The remarkable success of our recent Golf Tournament, Parade of Homes kickoff, and now another record-setting social event demonstrates what can happen when people come together with a common purpose. The positive momentum continues because of each of you—our members, sponsors, volunteers, board of directors, and staff—who generously give your time, talents, and support.

If you've been considering joining the Franklin County Homebuilders Association, I invite you to give us the opportunity to earn your trust. We would be honored to welcome you into our HBA Family, where relationships matter, businesses grow, and communities become stronger together.

Thank you for your continued support and commitment to our association. Together, we're building far more than homes—we're building friendships, partnerships, opportunities, and a lasting legacy for the communities we proudly serve.

Steven Hayes

President

Franklin County Homebuilders Association

*Save
The
Date*

REMINDER

August 20

End of Summer Social

September 15

Craftsman Legacy
Scholarship
Reverse Raffle

September 23

Realtor Roundtable

September 29

Continuing Education
with Randy Pace

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

October 22

Clay Shoot Tournament

November 4

Builders Roundtable

November 5

Business After Hours

November 13

Continuing Education
with Randy Pace

November TBD

Annual Oyster Roast
hosted by
Triangle Risk Advisors

December 10

Annual Christmas Party,
Membership Meeting
and Toy Drive

NEW MEMBERS

***We're so happy to welcome the
following new businesses
who joined us in July 2026!***

Towering Pines Construction

Remax Legacy

Jason R. Burton Architecture

Sterling Law

St John Construction

AC Today HVAC

Cantiere Homes

LH Dickens & Son

Kaid Marketing & Design



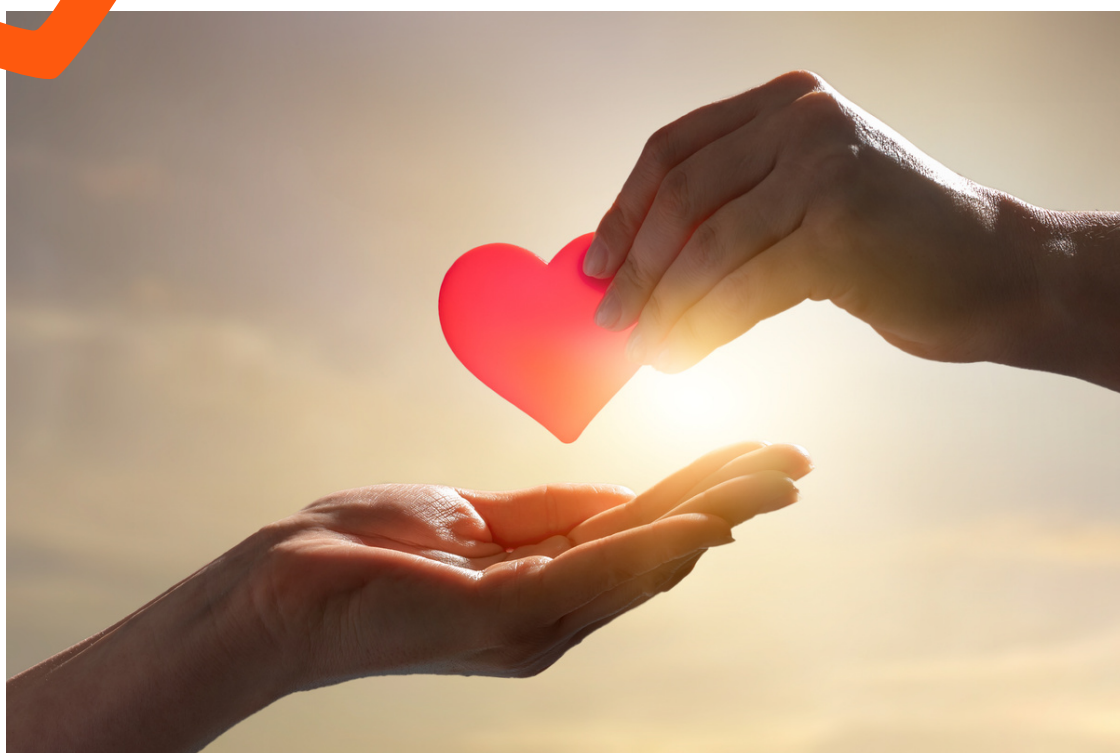
UPDATES TO AUGUST OFFICE HOURS

8/3	<i>closed</i>
8/4-8/6	<i>9am-1pm</i>
8/7	<i>closed</i>
8/24	<i>closed</i>
8/25-8/27	<i>9am-1pm</i>
8/28	<i>10am-4pm</i>



Franklin County
**HOME BUILDERS
ASSOCIATION**

**MORE THAN
NETWORKING—IT'S
ABOUT MAKING A
DIFFERENCE.**



Join fellow members for a relaxed evening featuring a special presentation on the power of community involvement. Hear firsthand how giving back can enrich your business, your relationships, and your community.



20 AUG
530-730 PM

THE VENUE
16 S. MAIN ST
FRANKLINTON

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

Parade of Homes

IMPORTANT PARADE DATES

✓ **MAY 19** KICK-OFF COOK-OFF; EARLY BIRD ENTRIES & PRICING

✓ **MAY 20 – JUL 10** REGULAR PARADE ENTRIES & PRICING

AUG 3 FINAL DRAFTS (RENDERINGS); FINAL DRAFTS (ADS)
****EXTENDED****

OCT 2 JUDGING DAY

OCT 7 PARADE OF HOMES GALA

OCT 3–4 PARADE OF HOMES OPEN HOUSE WEEKENDS

OCT 10–11

OCT 17–18

FRANKLINCOUNTYHBA.COM

INFO@FRANKLINCOUNTYHBA.ORG
919.495.5295

ADVERTISE YOUR
PROPERTIES

2026 PARADE
GUIDE

COMING SOON

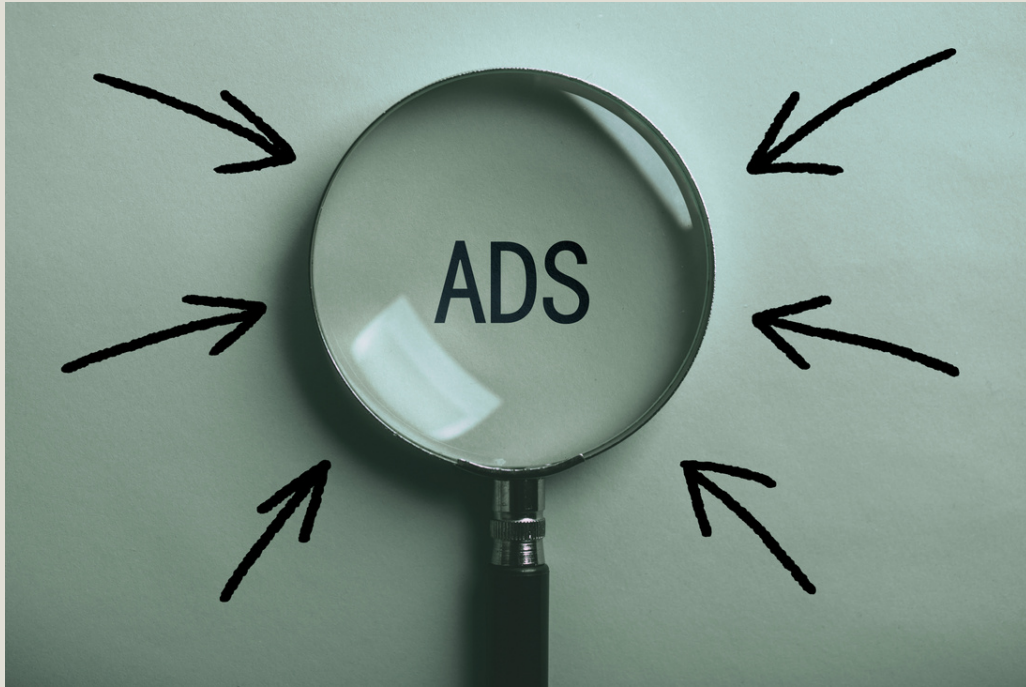
Beyond
THE PARADE

FRANKLIN COUNTY HBA

WWW.FRANKLINCOUNTYHBA.COM

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

Parade of Homes



Showcase Your Business in Franklin County's 2026 Parade of Homes Guide A Premier Home Building Event Magazine

Ad details on the next slide.

Contact us now to reserve your ad space!

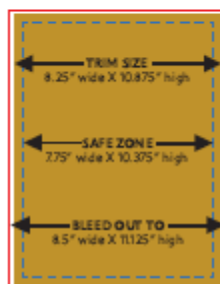
info@franklincountyhba.org



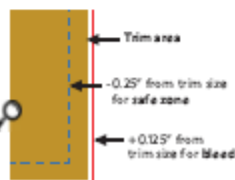
Parade of Homes

2026 ADVERTISING RATES + SPECS

AD DESCRIPTION	DIMENSIONS (WIDTH X HEIGHT)	MEMBER RATE	NON-MEMBER RATE
2-PAGE SPREAD <i>Only 2 available. First come, first served.</i>	16.5" X 10.875" + BLEED * (see details below)	\$1,600	\$2,000
FULL PAGE	8.25" X 10.875" + BLEED * (see details + diagram below)	\$900	\$1,100
1/2 PAGE	7.125" X 4.8125"	\$500	\$600
1/4 PAGE	3.4375" X 4.8125"	\$350	\$450
1/8 PAGE	3.4375" X 2.5"	\$275	\$350



* Diagram for Full Page ads that "bleed."



Follow the same bleed instructions, except:

- Trim size: 16.5" wide X 10.875" high
- Safe zone: 16" wide X 10.375" high
- Bleed out to: 16.75" wide X 11.125" high

Allow for the gutter by keeping all important text and focal elements at least 0.25" away from the center seam.

AD SPACE RESERVATIONS: July 17, 2026 | AD MATERIALS DUE: July 24, 2026 (Dates subject to change)

- After printing and trimming, the actual page size (trim size) is 8.25 inches wide X 10.875 inches high.
- If your full page ad goes to the edge of the page (bleed), add an extra 1/8 inch (0.125) on all sides — this area will be cut off by the printer.
- Keep all important text and images at least 1/4 inch (0.25) away from the edge so they aren't at risk of getting cut off by the printer (safe zone).
- Only full page and 2-page spread ads bleed.
- Make sure all ads and images are high quality (300 dpi) and use CMYK color for print (not RGB color).
- Preferred formats: PDF or JPG files, emailed to info@franklincountyhba.org.
- Advertising rates are net and final — no discounts or commissions apply. Full payment is due upon ad space reservation (invoiced by HBA).
- Advertising design services are available upon request.
- Advertisers and advertising agencies assume complete liability for all content of advertisements printed, and also assume liability for any claims arising there from made against the publisher. The publisher will not assume any liability for errors, omissions, or delays to advertisements.





Registration Now Open!



Leadership Conference
with Housing Forecast Breakfast



18 Education Classes
Approved for GC License Renewal CE



STARS Awards Gala
Celebrating Home Building Excellence



August 31 - September 2



Hilton Charlotte University Place

Learn More & Register:
www.CarolinaBuildCon.com

presented by:



NCHBA
NC HOME BUILDERS ASSOCIATION

CRAFTSMAN **LEGACY** SCHOLARSHIP

REVERSE RAFFLE

15
SEPT,
2026



AT
5:30
PM

JOIN US FOR AN EVENING OF FUN, FOOD, AND FUNDRAISING AS WE
BUILD UP THE NEXT GENERATION OF SKILLED TRADESMEN & WOMEN.
2026 SCHOLARSHIP RECIPIENTS WILL BE PRESENT.

GRAND PRIZE = **\$5,000.**

Honoring Craft
Building Futures



www.reallygreatsite.com



[@reallygreatsite](https://www.instagram.com/reallygreatsite)



123 Anywhere St., Any City



Franklin County HOME BUILDERS ASSOCIATION

REALTOR ROUND TABLE

CONNECT • COLLABORATE • CLOSE MORE TOGETHER

***"It's Not Buyer v. Seller...
It's Both Agents
vs. the Problems"***

Great transactions don't come from winning against each other—they come from working together.

Join local REALTORS® for an engaging round table discussion on how listing agents and buyer's agents can collaborate to solve problems, protect their clients' interests, and create smoother, more successful closings.



Better Agents
Better Clients
Better Community



WEDNESDAY
SEPTEMBER 23, 2026



NOON – 1:30 PM



**FRANKLIN COUNTY HOME
BUILDERS ASSOCIATION**
18 S. Franklin Street
Franklinton, NC 27525

WHAT TO EXPECT:

- ✓ Collaborative problem-solving
- ✓ Shared experiences & strategies
- ✓ Building stronger professional relationships
- ✓ Better outcomes for our clients



LUNCH PROVIDED BY



See you there!



PLEASE RSVP TO [INFO@FRANKLINCOUNTYHBA.ORG](mailto:info@franklincountyhba.org) BY 9/16/26

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

Parade *of* Homes

TWO THOUSAND TWENTY SIX

AWARDS *gala*

10 | 7 | 26

PINEHILL PAVILION

Tickets Available 8|15|26

www.franklincountyhba.com

THE VENUE

at South Main



Industrial Charm. Timeless Elegance.

Where charm meets celebration! Nestled in the heart of downtown Franklinton, our industrial-style space offers the perfect backdrop for weddings, showers, parties, and more. Modern elegance meets small-town warmth — making every occasion unforgettable.

Weddings

Corporate Events

Parties

- ✓ Spacious & Elegant Setting
- ✓ Customizable for Any Occasion
- ✓ Professional Event Support
- ✓ Convenient Location & Amenities

20%
HBA
Discount

LET'S CONNECT

 @thevenueatsouthmain

 The VENUE at South Main

 fchbaeventspace.com

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



A partnership built on purpose.

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 defeat 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



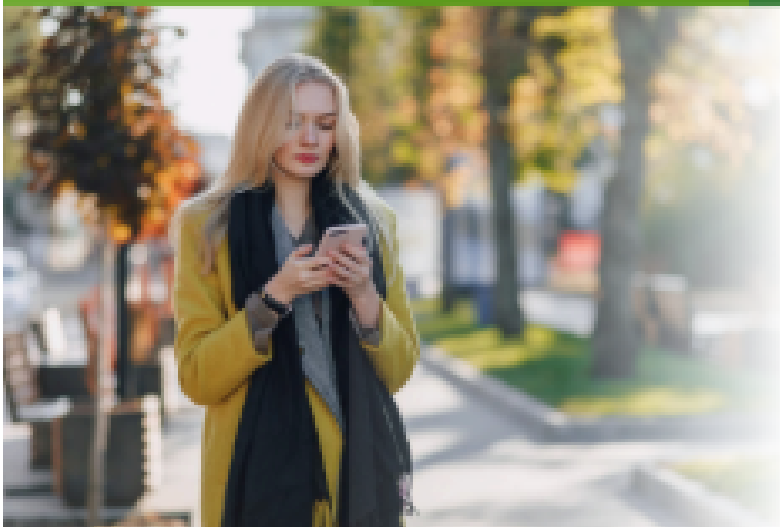
Claim form
support



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
and click the [Chat](#) icon to get started.



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

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
 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 1st** 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



NCHBA
NC HOME BUILDERS ASSOCIATION

+



businessolver

Benefits of Our Plan



Offered exclusively to NCHBA organizations, NCHBA Group Trust harnesses the collective buyingpower of ourmembersto gain accesstomore affordableandflexible health insurance.

Theplanoffers secureandstable rates underwritten by**BlueCrossandBlue Shield ofNorth Carolina**, the largest insurance network in the country.

Members are given a designated Account Manager through **Businessolver** to answer all their plan questions.

Key Services



Enrollment & Billing

- Benefitsolver® industry leader in eligibility & enrollment technology
- Single point of entry for all insurance carriers
- One combined invoice that includes all lines of coverage and is remitted to all carriers
- Built-in COBRA management efficiently processes information alongside other eligibility and enrollment data
- Employees can make their own benefit elections via self-service



Accounting

- Collection and payment of premium contributions
- Reconciliation for vendors and for each member group's account
- Monthly preparation of financial statements and reconciliations
- Record keeping for funds in and out



Risk Mitigation

- Accurate, secure files promptly transmitted to insurance carriers
- Regular audits to prevent costly errors
- Secure document retention system builds a solid paper trail



Compliance

- Annual audit and Form 5500 support
- Available 1094/1095 reporting support
- CMS and M-1 Filings are completed by the Trust at the Trust level

NCHBA Group Insurance Trust

919-676-9090

5580 Centerview Dr. Suite 415, Raleigh, NC 27606

www.ncnba.org



Have questions about your health benefits?

Here's a quick cheat sheet to know who to call!

Your Insurance Broker

Advises on specifics of your plan

- Recommends plan options
- Advises on your plan set-up and coverages
- Answers employer/ employee contribution questions
- Assists with claims questions and concerns
- Provides ongoing employer consultation
- Assists with open enrollment

Blue Cross and Blue Shield of North Carolina

Underwrites the policy and sets rates

- Distributes ID Cards
- Answers claims/benefits questions
- Pays claims
- Confirms if provider is in network
- Sets annual premium rates
- Determines plan design options
- Applies premium payments
- Provides Creditable Coverage Letter
-
-

Businessolver

Manages billing and eligibility

- Provides training on Benefitsolver
- Answers system questions for open enrollment
- Assists with employment changes
- Administers COBRA
- Produces invoices and posts to Benefitsolver
- Answers all billing questions

Your Association

Marketing and administrative support

- Accepts premium payments
- Remits Association premium payments to carriers
- Sponsors the Trust program
- Oversees Plan with the Trustees



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



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