



HomeBuilders
ASSOCIATION



Newsletter 2017 **AUG.**

SOUTHERN

"Professionals Committed To Excellence"



**September Meeting Details
Let's Get Together!**

PAGE 3

MORE FROM OUR SOCIAL MEDIA MEETING **PAGE 4**

SNHHBRA Leadership Nominations

We are pleased to announce the 2017-18 SNHHBRA leadership nominees.

Voting will take place at our September 13th meeting, please make it a point to be part of the process!

Installation of officers takes place at the October 4th meeting at Harvey Building Products.

President

Bryan Coulombe- Tailored Living

Vice President

John MacKinnon

Treasurer

Travis Terry-Travis Terry & Co. CPA

Directors

Judy Powell-JL Powell Construction, LLC

Jan Jacome-Crossroads Contracting

Jason Mlocek-Santo Insurance

James Degnan-Andersen Corporation

Paul Muckerheide-Granite State Hydroshield

National Director

Lynette Rogers

National Alt. Director

John MacKinnon

State Director

John MacKinnon



SNHHBRA

2016-2017 Leadership

President

Bryan Coulombe
Tailored Living

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Lynette Rogers
Homescapes of NE

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National Director

Lynette Rogers

Homescapes of New England

National Alternate Director

John MacKinnon

Mackinnon Construction

State Director

John MacKinnon

Mackinnon Construction



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Let's Get Together!

Summer is fading, but we're just gearing up!

We hope you'll join us at the first meeting of the season!

Wednesday, September 13th
5:30-7:30 pm

Come and see what's new at East Coast Lumber!

Catch up with SNHHBRA friends and other local building professionals. We'll be drawing a name for the September member spotlight piece, a great way to highlight your business and connect with other members. Dinner is included!

Reservations are required on or before Monday, September 8th.

Cost: \$20.00 pp member and \$25.00 non-member.

NEW FOR THIS SEASON: Credit card sales are still happily accepted, but we will no longer take cards at the door. If you wish to use a card, please call in your information and we will send an email receipt. Cash and Checks at the door are great!

THANK YOU MARKETING ALLY!



On Wednesday, August 17th, SNHHBRA member and marketing specialist Kirsten Larsen Schultz gave our members some great insight and information on Social Media and how it can be used to increase your company's exposure on the web.

She covered Facebook, Google Analytics, LinkedIn and introduced many to Alignable, socialpilot.co and buffer.com.

To learn more contact Kirsten at Marketing Ally:

kirsten@marketingally.net

Special thanks to Nate Bailey at Harvey Building Products for providing our meeting place at their showroom located at 344 E. Industrial Park Drive in Manchester, NH.



berkshirehathawayhs.com

20 Clubs Now Recruiting New Members



Be a part of one of the most exclusive and profitable programs NAHB has to offer - complete an application at **NAHB.org/why20clubs**



[Click Here For Full PDF Brochure](#)

Join other savvy builders who have made the commitment to help each other improve their businesses and their bottom line. The 20 Club program is looking to recruit new prospective members. If your profile fits the following criteria and you are the only builder submitting an application from your marketplace, now could be the time for you to become a member of NAHB's best kept secret in the industry

GROUP PROFILES

If your company matches one of these group profiles, please complete a 20 Club application or email your interest to 20clubs@nahb.org.

Custom Club

Average Square Footage = 1,500-3,000
Number of Units per Year = 1 - 10

Small Volume/Semi-Custom Production Club

Average Square Footage = 1,500 - 3,000
Number of Units per Year = 10 - 35

Remodeler

Average Sales Price per Job = \$20,000 and up
Average Annual Dollar Volume = \$750,000 - \$2,000,000

Benefits of Joining a 20 Club:

- Get advice on how to control costs and increase your margins
- See the results achieved by different management structures and styles
- Experience immediate understanding in discussions with builders or Remodelers who have similar operations

- Select meeting topics that are important to you
- Share new ideas that are helping builders make more money
- Get benchmarks by comparing financial information with similar builders
- Discuss how to improve customer service and marketing strategies
- Call members of your club any time for advice or ideas
- Get away from the daily grind to work on long-term management goals with your personal "board of directors"
- Identify new trends just as they are starting
- Learn about new business opportunities and how to profit from them
- Have ongoing access to the expertise and experience of other builders or Remodelers

DONAMISTICHELLI
Facilitator, 20 Club Program

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**FREE EDUCATION
AVAILABLE TO OUR
MEMBERS!**

GDS Associates is an NHHBA member looking for professionals involved with building codes who might be interested in attending a free workshop with available CEUs. The seminar, Energy Codes and Zero Energy Homes Training.

The presentation will be led by Bruce Bennett, a Principal at GDS Associates, and will cover building science and detailed code review, with an afternoon presentation on Zero Energy Homes. The workshop is free, and CEUs are available. Please see the attached flyer for workshop topic.

Thursday, September 14th from 8:30 am – 3:30 pm at Atkinson Resort & Country Club in Atkinson, New Hampshire.

Please feel free to contact Michael Woods with any questions. He can be reached by email:

michael.woods
@gdsassociates.com

or by phone at 603-391-0152.



Energy Codes and Zero Energy Homes Training

Thursday, September 14th 2017, 8:30 am – 3:30 pm

This full-day training will include a morning session on building science, followed by an overview and comparison of the Residential 2009 and 2015 Energy Codes. The presentation will also discuss Zero Energy Homes. Topics to include: reducing energy loads, high efficiency building shells, and considerations for mechanical systems, domestic hot water and renewables!

Breakfast and Lunch will be provided and CEUs are available!

Atkinson Resort & Country Club
85 Country Club Drive
Atkinson, NH 03811
Thursday, September 14th 2017
8:30am – 3:30pm
Breakfast & Lunch will be served

Space is limited for this free training and pre-registration is required:
Register online at:
<https://www.eventbrite.com/e/energy-codes-and-zero-energy-homes-training-atkinson-tickets-37105141477>

Or email Michael Woods at
michael.woods@gdsassociates.com

Thank you to our Sponsors!

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**THE
GRANITE
GROUP**
SOLID AS OUR NAME

The key to success in our organization
is attending meetings and connecting with other business professionals.

Calendar Of Events 2017

Save
The
Dates!

September 13th	East Coast Lumber - E. Hampstead Networking, BBQ, 50/50 raffle from 5:30-7:30 pm
September 28-29	NH Construction Career Days from 8:30 am-12:30 pm *Volunteers are needed to help with the students and activities* Please contact Lisa if you'd like to be a part of this great event!
October 4th	Harvey Building Products-Manchester showroom from 6-8 pm Networking-Light dinner-Installation of officers-50/50 raffle
October 12th	NHHBA presents the Cornerstone Awards Riverside Room - Manchester, NH Contact Jennifer for more info-603-228-0351
November 1st	American Cabinet Corp Methuen, MA Networking, dinner buffet, 50/50 raffle, from 6-8 pm
December 6th	Annual Silent Auction-Holiday Social and Toy Drive Executive Court Banquet Facility (next to the Yard Restaurant) from 6-9pm Delicious hors d'oeuvres and holiday dinner buffet to be served
2018	
January 9-11	NAHB – International Builders Show-Orlando, Florida
January 17th	Joint meeting with Greater Manchester Nashua HBRA Details to be announced
February 7th	TBD
March 2-4	NH State Home Show-Radisson Hotel-Manchester, NH

Put Your NAHB Membership to Work Now.

Money-saving discounts that benefit you, your business, and your family
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and many more.



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SUPPLYING HOME BUILDERS SINCE 1976



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