

Government should be a facilitator, not a roadblock



Kentucky Gov. Matt Bevin was a featured speaker at the HBAK Summer Meeting in Louisville in June. In addition to declaring that "Government should be a facilitator, not a roadblock for business," he promised to continue working with Kentucky builders and members of the construction industry. Above, Shirley Wiseman, Lexington, and Bevin converse. The meeting featured a Belle of Louisville social and discussions about issues affecting Kentucky's construction industry. See more pictures and wrap-up on page 10.

Gov. Bevin announces Red Tape Initiative

Gov. Matt Bevin recently unveiled his Red Tape Reduction Initiative, which asks cabinet secretaries, state employees and Kentucky businesses to identify unnecessary and costly state regulations.

In a luncheon meeting with small-business associations at the Governor's Mansion, the governor promised to review the more than 4,500 regulations on Kentucky's books. Representing the housing industry at the luncheon were HBAK Executive Vice President Bob Weiss and Government Affairs Director Anetha Sanford, along with Building Industry Association of Louisville CEO Pat Durham and Louisville Government Affairs Director Annie Dutton.

"While some regulations are very necessary and protect the public safety, others can stifle economic growth, impose unnecessary costs on businesses and impede private sector investment," Bevin told the crowd of business leaders.

"There are more than 4,500 regulations on the books," said Bevin, "and few of them have ever been reviewed to see if they are still effective and relevant. We will be reviewing all of those soon and are asking affected parties to do the same and communicate to us the ones that have outlasted their usefulness."

State regulations have been found to significantly increase the cost of new housing, said Weiss.

"NAHB economists have told us repeatedly that in some states, regulations account for almost 20 percent of the cost of a new home. Governor Bevin,

Multi-family building code reverts to 2009 code

Beginning July 1, the construction of all new townhomes and apartments that are three stories or less will be regulated under the 2009 Energy Code instead of the 2012 Energy Code.

The Kentucky Board of Housing, Buildings and Construction voted unanimously to make the move for multi-family projects after hearing testimony from the Home Builders Association of Kentucky about the difficulty builders were having as they tried to make numbers work from blower door testing in upper units of a project.

The change to the Kentucky Building Code, Chapter 13, added this exception to Section 1301.1.1: Group R-2, R-3 and R-4 buildings three stories or less in height above grade plane shall comply with Chapter 4 from the 2009 IECC.

Because of the change these multi-family projects will now coincide with all of the other single-family residential projects. The estimated cost savings per unit ranges from \$900 to \$1,300.

Because of the change, builders of these units will no longer have to reach a number set by a blower door test in each individual unit. Housing will still be energy-efficient but will cost the consumer less.

with his Red Tape Reduction Initiative, is going to ensure that Kentucky will not be one of those states," said Weiss.

HBAK President Marshall Todd has indicated that the HBA of Kentucky will participate in the governor's initiative.

"We look forward to working with Governor Bevin and will be reaching out to our local HBA leadership and executive officers to identify needless regulations that are standing in the way of affordable housing," said Todd.

The administration has set up a website, www.RedTapeReduction.com, for those interested in learning more about the initiative.

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Upcoming Schedule

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<http://bit.ly/1r5QMUj>
October 18, Bowling Green:
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November 7, Ashland:
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November 8, Pikeville:
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November 10, London:
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Thermal Envelope: Air Sealing and Insulation Principles

August 30, Louisville:
<http://bit.ly/22fJATg>
October 5, Paducah:
<http://bit.ly/1TNOIs2>
October 17, Bowling Green:
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HBAK member address changes should be directed to members' local HBAs.

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Welcome Cody Conley to the KBJ Editorial Board



Cody Conley is a builder member from Richmond. He, his father and brother are the owners of M.A. Conley Construction and have been building in Madison and surrounding counties since 2006. They build approximately 15 homes a year, ranging from starter homes to million-dollar homes. Conley is a graduate of the construction management program at Eastern Kentucky University and works with the company's clients during the building process. He recently attended his first HBAK statewide meeting and found it enlightening and encouraging and is looking forward to being a part of the KBJ planning process.



HBAK Fall Meeting

October 13-14
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Locals need to voice their concerns with outdated regulations

I recently had the opportunity to attend a luncheon at the Governor's Mansion with Gov. Matt Bevin where he announced his new Red Tape Reduction Initiative.

This initiative is a review of more than 4,500 regulations currently on the books in Kentucky and a peeling back, if you will, of the ones that do nothing but get in the way of doing business in the commonwealth. In other words, it will get rid of those that no longer have a purpose.

Bevin modeled the program on a similar initiative in British Columbia. Over a period of time, working with various business groups, the Canadian province managed to repeal 36 percent of the regulations that no longer made any sense.

Bevin has made it clear that his Red Tape Initiative is not a blue ribbon task

force that would study needless regulations. Instead, he is calling for business associations like ours to identify regulations that are no longer relevant and report our findings to the administration for action.

This is not an all-out assault on regulations. The governor realizes that some regulations are necessary to protect the public good. However, he also realizes that many rules were put into place years ago and have not been reviewed for relevancy since they were adopted.

For example, why do we need to adopt a new residential building code every three years? That rule was instituted more than 30 years ago. Our economists tell us that every time we adopt a new code it costs the builder, and ultimately the homebuyer, more to construct a new home, and there is very

little benefit. Why not adopt a code and then amend it as needed?

With this in mind, we are asking our local association leaders to come together and identify any needless regulations they encounter in the construction of a new home.

Some of the categories that need review include planning and zoning, building codes, water and storm water, business administration and finance, and taxes.

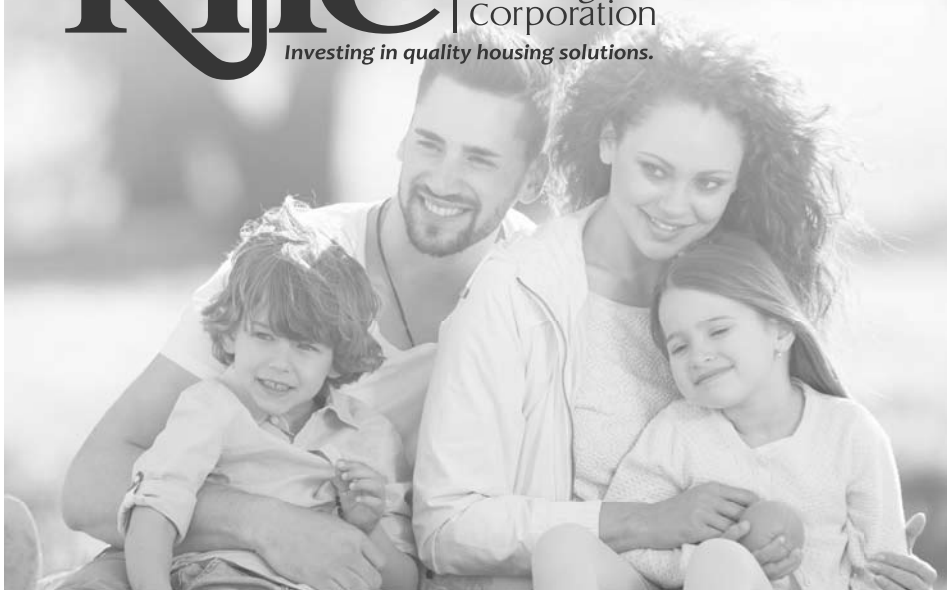
HBAK President Marshall Todd plans to review these identified state rules at our fall meeting in October and present a report to the governor about needless regulations in the housing industry.

To find out more about the initiative, go to www.RedTapeReduction.com.



Kentucky Gov. Matt Bevin

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Labor force development key issue

Hello once again from your HBAK president. I hope everyone is having a productive year. From my travels throughout the state, I am getting positive reports on new home starts, remodeling and some light commercial projects.

Our biggest concern is the lack of a labor force. There are many trades in the building industry, but we are seeing an increase in people retiring or going into other professions. A percentage of people in the building industry also went completely out of the business during the housing recession, and they are not coming back. What can we do as an association to fill this void?

At HBAK, we are working with the governor's office to secure funding for work force development and with Congressman Hal Rogers's office for funding so that our technical schools

and community colleges can help develop the skills needed in our industry. Rogers has secured \$4.5 million to retrain out-of-work coal miners for other careers. Hopefully we can train many of these already-skilled workers for jobs in the construction and housing industry.

HBAK is also co-sponsoring the Kentucky Construction Career Days on Sept. 20-21 at the Shelby County Fairgrounds. This event encourages high school students to consider the various careers in the construction industry. We would love for anyone to volunteer their time for this event as we expect more than 2,000 students to visit our booth.

Summer meeting

Our summer board meeting in Louisville June 13-15 was well attended.

We had great committee meetings and good discussions with our building commissioner Steve Milby and deputy commissioner Tim House. During a reception aboard the Belle of Louisville, four of our members split the \$8,000 jackpot.

Our board of directors meeting also was well attended, and Gov. Matt Bevin spoke and took questions on issues that affect our industry and our commonwealth. The governor explained his plans for tax reform, right-to-work legislation, pension reform, workforce development and healthcare reform.

The governor is listening to the needs and concerns in the building industry, and we anticipate there will be positive changes that help get our industry back where it should be.

As we look forward to the coming months, many of our members will be

attending the NAHB mid-year board meeting that will be held in Miami. They will be attending many committee meetings dealing with everything from codes to health and safety on the job site to environmental issues.

I would ask that you become more involved in HBAK. Nominations are now being accepted for various offices at the state level. The nominations committee will meet in late August.

For those of you who are already active in HBAK, I offer my heartfelt thanks. For those who are just getting to know us, I welcome you. Your comments and your ideas can help make HBAK an even stronger voice for all of us in the building industry across the commonwealth.



Associate Chair's Message

By Cheryl Stegman
Newport



Reaching out to associates statewide

Happy summer everyone!
First, I would like to thank everyone for your patience and understanding during my husband's surgeries this year. I am so lucky to be part of an organization of such caring people. Thank you from the bottom of my heart.

During our Associate Committee meeting in June, we had a lengthy discussion regarding communication. It has come to our attention that many members across Kentucky don't know about our state association meetings. In fact, many aren't even aware that they are members of HBAK because they don't realize that membership in a local association includes state and national membership.

We would like to open up the communication between all of the locals and HBA of Kentucky by encouraging all the local associations to send

their associate member contact lists to HBAK. That will allow us to communicate all of the opportunities and events open to them as well as the advocacy that is being done on their behalf. And, if you are an individual associate member, you don't need to wait for your local association to act on your behalf. If you would like to be added to the list, send your name and contact information to sherry@hbak.com.

We are also creating a Trade Show committee. I mentioned this idea in the last KBJ, and we're planning to include this event to display products and services during future state association meetings. Please let me know if you would like to serve on this committee. We will have our first official meeting at the Fall HBAK Meeting, which is scheduled for Oct. 13-14 at the Belterra Casino Resort and Spa in Indiana.

Thanks again everyone!

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From left, Honest Abe listens to Bill Hodges, Rob Peterson and Bob Marrett.



From left, Bob Marrett, John Miranda and Jack Freibert enjoy the cruise on the Belle of Louisville.



From left, Honest Abe waltzes into Val Claycomb's heart.

HBAK Summer Meeting Highlights



From left, Bill and Carlene Hodges, Abe Lincoln, and Margie and Robert Riggs pause during the evening on the Ohio River.



Janet and Mike Kegley meet a famous president and discuss politics.

HBAK thanks our Summer Meeting Sponsors

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Anetha Sanford and HBAK President Marshall Todd draw for a winner in the HIPACK/BuildPAC raffle.



Randy Noel, second vice chairman of the National Association of Home Builders, speaks to the members of HBAK.



Kentucky Gov. Matt Bevin shakes hands with Mark Miles above as Richard Stallings waits to greet the governor as well.



The top four finalists in the HIPACK/BuildPAC drawing decided to split the pot rather than take their chances at winning the entire amount as individuals. Shown above from left, are Chris Jarnigan, Ricky Wilson, Richard Miles and Stan Humphrey.

HBAK urges its members to be safe

As many of our members enjoy water sports and fishing during the summer months, the KBJ editorial board wants to remind you of the many hidden dangers that can turn a fun day on the water into tragedy.



**Boating and Marina Safety:
Avoid Electric Shock Drowning**



Unknowingly, many swimmers and boat and marina operators place themselves in the face of danger by swimming near electric-powered boats and docks. This innocent act of fun can turn tragic as electric shock drowning occurs each year. Raising awareness among marina and boat operators can help prevent electric shock drowning or other electrical injuries while out on the water.

What is electricity?

Electricity is the movement of electrons from one atom to the next through conductive material. Electricity's main goal is to return to the ground, even if that has to pass through your body to do so. Electricity always takes the shortest path to the ground and always takes the path of least resistance.

What is Electrified Water?

When electricity touches water the electricity moves throughout the water. This occurrence results from flowing electrical currents from faulty wiring in or near boats or docks. The water molecules themselves do not conduct electricity. However, the ions within the water carry the moving electrons throughout the water. These moving electrons create electrified water through a process called water electrification.



What is Electric Shock Drowning?

Docks and boats can carry sources of electricity. Faulty wiring or the use of damaged electrical cords and other devices not approved as shore or marine rated can cause the surrounding water source to become energized from electricity leakage. When a body contacts energized water it becomes the conductor of electricity and can cause complete loss of muscle control, ventricular fibrillation and electric shock death.

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Young Building Leaders offer free hotel to five first-time attendees at Fall Meeting in October

The Young Building Leaders met during the HBAK Summer Meeting to discuss how to promote YBL attendance at HBAK functions.

Those who attended the committee meeting are excited about the YBL's focus and want to encourage other young building members to become a part of this group at the state level and at the local level if it is available.

To encourage new YBLs to attend the HBAK Fall Meeting at Belterra

Casino Resort on Oct. 13-14, the YBL Committee will reimburse five first-time attendees the cost of their hotel rooms for this meeting. An application will be available at www.hbak.com and will also be available at local association offices.

Young Building Leaders, both builders and associates, should please fill out an application and make plans now to attend the HBAK Fall Meeting.

The Young Building Leaders participated in a fierce cornhole tournament during the recent Summer Meeting in Louisville. Representing their red and blue teams at top left are Jeremy Esposito, Steve Church, Tyler Buke, J.P. Delaney, Billy Doelker and Aaron McAndrew. At left center are Alex Jagoe, left, and Jon Wilson. At bottom from left are Aaron McAndrew, Billy Doelker and Jeremy Esposito. Thanks to Logan Lavelle Hunt for sponsoring the tournament.



Local Associations

Northern Ky. HomeFest

The Home Builders Association of Northern Kentucky has announced the location of its single site home show known as HomeFest Crown Point, presented by Florida Tile.

"Crown Point is one of the region's most exciting in-fill developments," said Brian Miller, executive vice president of the HBA. "The neighborhood is situated behind Lookout Farms, a community developed in the 1980s. The community is literally in the heart of all Northern Kentucky has to offer and coupled with the comfort and ease of newly built homes Crown Point is a must see.

"What is important for our visitors to know is that we are providing shuttle service from the Crestview Hills Town Center this year," said Miller. "Our guests must park at the Towne Center and board our convenient shuttle service to be taken to and from the site.

"We hope that our guests will take advantage of the dining, entertainment and shopping options available at the Town Center before and after their visit to HomeFest," said Miller.

"This year's homes range in value

from \$600,000 to more than \$1 million. Extensive entertaining, outdoor living spaces, and transitional comforts highlight the outstanding homes that have been created by the Registered Builders of our association," he concluded.

Dates and Times

Aug. 13-28

Saturdays noon-9 pm

Sundays noon-6 pm

Wednesdays-Thursdays 5 pm-9 pm

Fridays 3 pm-9 pm

The six homes on the tour are priced from the mid \$600s to more than \$1 million.

Tickets can be purchased for \$10 at the event or for \$8 at area Remke Markets.

To preview HomeFest visit the Home Builders Association's website at www.homebuildersnky.com. A mobile app has been developed to showcase the many shows the association produces. Search "HBANKY" in the Apple App Store or on Google Play.

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HBA of Owensboro building Habitat's 125th house

By Danny May

This article and photo originally appeared in the June 2016 issue of Owensboro Living and is reprinted here with permission from the author and publisher.

Mike Ballard may be in charge of constructing Habitat for Humanity of Owensboro/Daviess County's 125th house, but if you ask him, he's more concerned about building a shack. To understand that statement, I'll let him explain it exactly the way he explained it to me on an April morning, as he stood next to studded walls in what was shaping up to be the living room.

"Joe dies and gets up to the pearly gates and meets Saint Peter. Saint Peter lets him in and takes him down the streets of gold past all these big mansions. Joe starts thinking, 'Hey, this is gonna be all right.' But Peter takes him right past the million-dollar homes, past the half-million-dollar homes, the \$100,000 homes, all the way down to the end of the street, where he finally stops at a tar paper shack and says, 'Well, this is where you're gonna live.' Joe is dumbfounded and says, 'How come?' So Saint Peter tells him matter-of-factly, 'Because you didn't send me anything to build with.'"

That story explains what guys like Mike Ballard are all about.

He put it very plainly, "At the end of the day, I think I've been given a talent that I'm good at, and I share it with a lot of people, including Habitat."

He does it not because the homeowner is deserving—although she is. (Mike didn't know who the homeowner would be when he agreed to the project.)

And he does it not because there will be public recognition (other than this article).

Obviously, Ballard's not going to make any money on this project, and he's not likely to get any future referrals from this job either.

It's simply because he wants to give back a little—send some wood up for his shack, as the story goes. "I've

worked hard, but I've been blessed tremendously, so I just thought it was time for me to give back."

He also does it because he can.

"I feel like it's my duty. It's something I think I need to do. I'm honored to have the ability to do what I do and be able to organize this project, but my biggest pleasure in doing this is that all these people who have helped on this project are my friends and Home Builders Association members. When I call, they always show up. We're doing this together."

Apparently all those friends like giving back, too.

Then again, Habitat is a pretty easy sell. Since its founding 40 years ago, Habitat's reach has extended to all 50 states and more than 70 countries, helping 5 million people around the world improve their housing situations.

Habitat for Humanity of Owensboro/Daviess County was founded in 1988 and now typically builds seven to eight houses a year. The 125th house was set to be completed in June. First Presbyterian Church has already started work on house No. 126. Owensboro Health is sponsoring houses No. 127 and No. 128.

Habitat boils down to bringing the community together to give shelter, self-respect and the hope of a better life. But make no mistake, the organization does not give houses to low-income families. After the application process, homeowners are expected to contribute 350 hours of "sweat equity" to be eligible for the program.

Ballard's goal was to finish the 125th house in 40 days. To keep it all on schedule, he drew his own schedule with a ruler and a marker on a whiteboard. Then he started making phone calls to his Home Builders Association friends.

It helps that he's coordinated Habitat houses before. In 2007, while Ballard was president of the Home Builders Association, he coordinated Habitat's 75th house. "I had heard about Habitat for years and always knew what they did but never had an opportunity to be involved. So I



Homeowner Casey and HBA member Mike Ballard stand in front of the 125th Habitat for Humanity of Owensboro project.

decided to do it since it just fell in my lap." He also coordinated the 100th Habitat house.

"It's been a pleasure doing it. Virginia [Braswell, Habitat's director] and her team are fun to be around," he said.

On a sunny day the first week of May, the future homeowner, Casey, took a break from mowing to walk me through her home-in-progress. By then, the drywall had been hung, taped, finished and painted. The floor was scheduled to be laid an hour after our interview. According to Mike's white board, they were two days ahead of schedule.

Casey obviously sees the finished product in her mind as she walks room to room. It's an open floor plan, where the kitchen transitions into the dining room and living area. "I want to put a small island and some stools right here," Casey said, standing beneath a pretty chandelier, unable to hide her excitement.

Casey's 3-year-old son, Champion, is mostly excited about seeing the work trucks at the construction site. But he knows which room is his.

"It's a lot more space than the house we're renting now. I know his bed is going in that corner, the dresser will go along this wall, and his toy box will go under this window," Casey said.

As the finish date nears, she can imagine driving into the driveway for the first time after work, unloading groceries, fixing supper and spending time with Champ in his new

bedroom.

She's been dreaming of and waiting for that day for a long time. It's been three years since Casey filled out her application to get on the list for a Habitat home. In that time, she has logged far more than the required 350 hours of sweat equity, and she is still volunteering time to Habitat.

"I've learned so much doing this. I've painted, hung siding and drywall, helped with landscaping," Casey said. "I think I'll always be involved. I want to help on the 'Women's Build' next year."

Growing up in low-income housing—her mother never was able to own her own home—this is a life-changing opportunity for Casey. "Instead of paying rent to someone else, I'll be paying on this house instead. Through Habitat, my payment will be \$350-\$400. It's amazing."

Casey estimates she's spent a little less than \$20,000 in rent the past 3 ½ years. "Can you imagine what I would have paid if I stayed there and rented another 10 years?"

As for future plans, Casey plans to go back and finish her college degree, then get a full-time job.

And you can guarantee that Mike's future will include building more houses. He may be going on 73, but he has no plans of quitting. "I'll never stop building, because I love what I do."

As we finished our interview, Casey went back to mowing the grass—scratch that—her grass, in the first yard she'll ever own.

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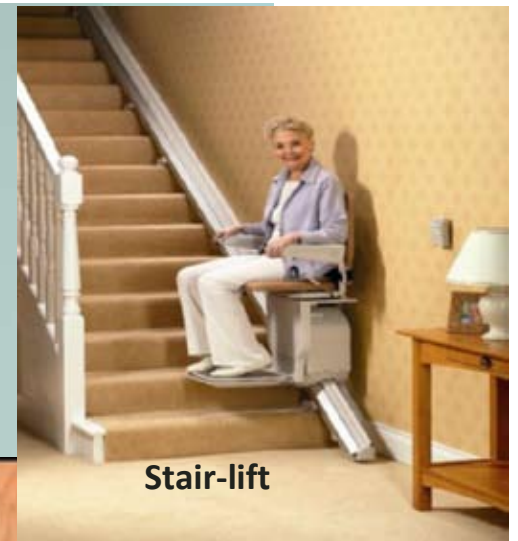
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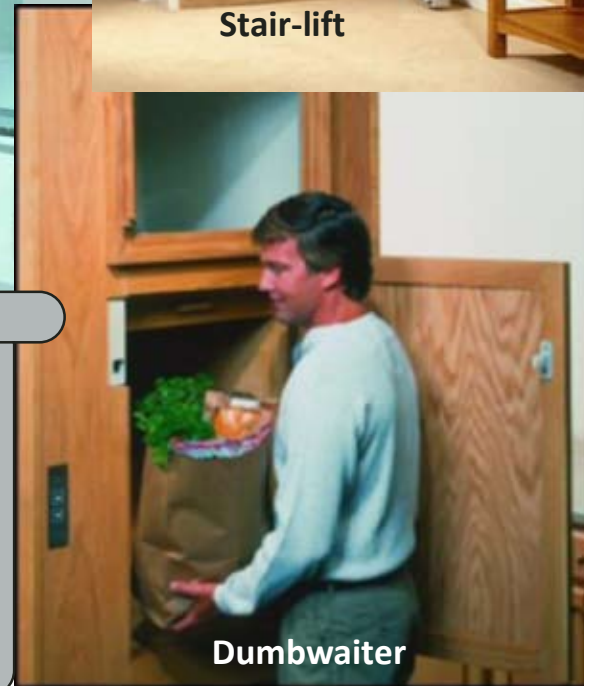
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Local Associations

Scott County builder Billy Brown dies at 80

Billy Boyd Brown, 80, passed away in May at his home. Born in 1935 in Harrison County, Brown was a general contractor and proprietor of Brown Custom Builders. He built homes, light commercial buildings and several churches over the years. He worked on the construction of the Calumet Trophy Room at the Kentucky Horse Park.

Brown was a founding member of and the first president of the Home Builders Association of Scott County. He was a member of The Church of Jesus Christ of Latter-Day Saints and he served on a three-year church building mission. He loved to fish and would go fishing any chance he got. He also enjoyed woodworking, farming, watching Western movies, music of all types



and serving as a Boy Scout leader.

Brown is survived by his wife of 60 years, Ruth Ann, four daughters, five sons, 34 grandchildren, 103 great-grandchildren and three great-great-grandchildren.

BIA of Greater Louisville names Pat Durham new E0

The Building Industry Association of Greater Louisville has named Pat Durham as its new executive vice president, replacing Chuck Kavanaugh, who retired in May.

Durham, outgoing president of the association's board, was chosen by a 12-member succession committee that focused on finding a candidate who would transition easily into the role, had a deep understanding of the association's objectives, had the right experience and would work well with current staff and members.

"Pat just fit the bill perfectly," said Don Kareem, current BIA president. "We feel this choice allows for a seamless transition of leadership at the BIA."

Before joining the BIA, Durham

worked in building, development and managerial positions at NTS Development, STM Development and Amos Martin Construction. He was also national sales manager for SerVend. Durham is a graduate of the University of Louisville.

The BIA of Greater Louisville includes more than 2,000 member companies, corporations and individuals involved in residential and commercial construction, remodeling and home improvement in Jefferson, Oldham, Bullitt, Shelby, Trimble, Henry and Spencer counties.

Spencer Karrick awarded Murray Riffie scholarship

The Home Builders Association of Kentucky is pleased to announce that Spencer Karrick has received the 2016 Murray Riffie Scholarship. Karrick is from Georgetown and is a graduate of Scott County High School. He is currently enrolled in the construction management program at Eastern Kentucky University in Richmond.

"I thought it was cool that I am receiving this scholarship named after someone who built so many homes in my hometown," said Karrick. The late Murray Riffie was a Georgetown builder who worked tirelessly to promote awareness of workforce development and the future of the housing industry and served as president of HBAK in 1997. The scholarship established in his memory is given each year through Eastern Kentucky University to a student pursuing a degree in construction management.

Karrick is interested in a career in construction because his grandfather, Leslie Sharon, a Georgetown-based builder, set such a good example for him. Sharon and partner Jimmy Stone owned Sharon and Stone Construction and the two built many homes in Georgetown and the surrounding area.

"My grandfather was very well-known for his quality work and craftsmanship," said Karrick. "Growing up, I realized that I had a passion for construction through my grandfather and decided that I wanted to join the industry."

"In my senior year of high school I had the opportunity to take a carpentry class at Southside Technical School in Lexington taught by Eric Highley. In his class, I learned how to do framework, and we built a small house at the end of the year."

Karrick's high school years were also highly influenced by his participation in a local church youth group. As a part of that group, he went on mission trips to help communities in need. Some of the mission projects included small construction projects, cleaning up communities and raising a community garden to help feed the poor.

"One mission that I remember the most was when our church went to Pikeville and helped some families down there who were in need of help with clean up and small construction projects," said Karrick.



Mac Crawford, left, presents the scholarship award to Spencer Karrick.

After graduating from high school, Karrick worked for Back Construction in Lexington, where he enjoyed working with the crew and the opportunity to work on a Habitat for Humanity house. Shortly after that, he joined the Kentucky National Guard, where he serves as a combat engineer.

"As a combat engineer, I specialize in explosives and operating and constructing bridges," said Karrick.

After basic training for the Guard, he worked for Crawford Builders in Lexington. Karrick has two years left to finish his degree at ECU and is working as a summer intern with Messer Construction.

"I have been very blessed to work for such great companies," said Karrick. "My heart is in construction, and I plan to always be honest with people and provide quality work. These are values that my grandfather always believed in and has passed down to me."

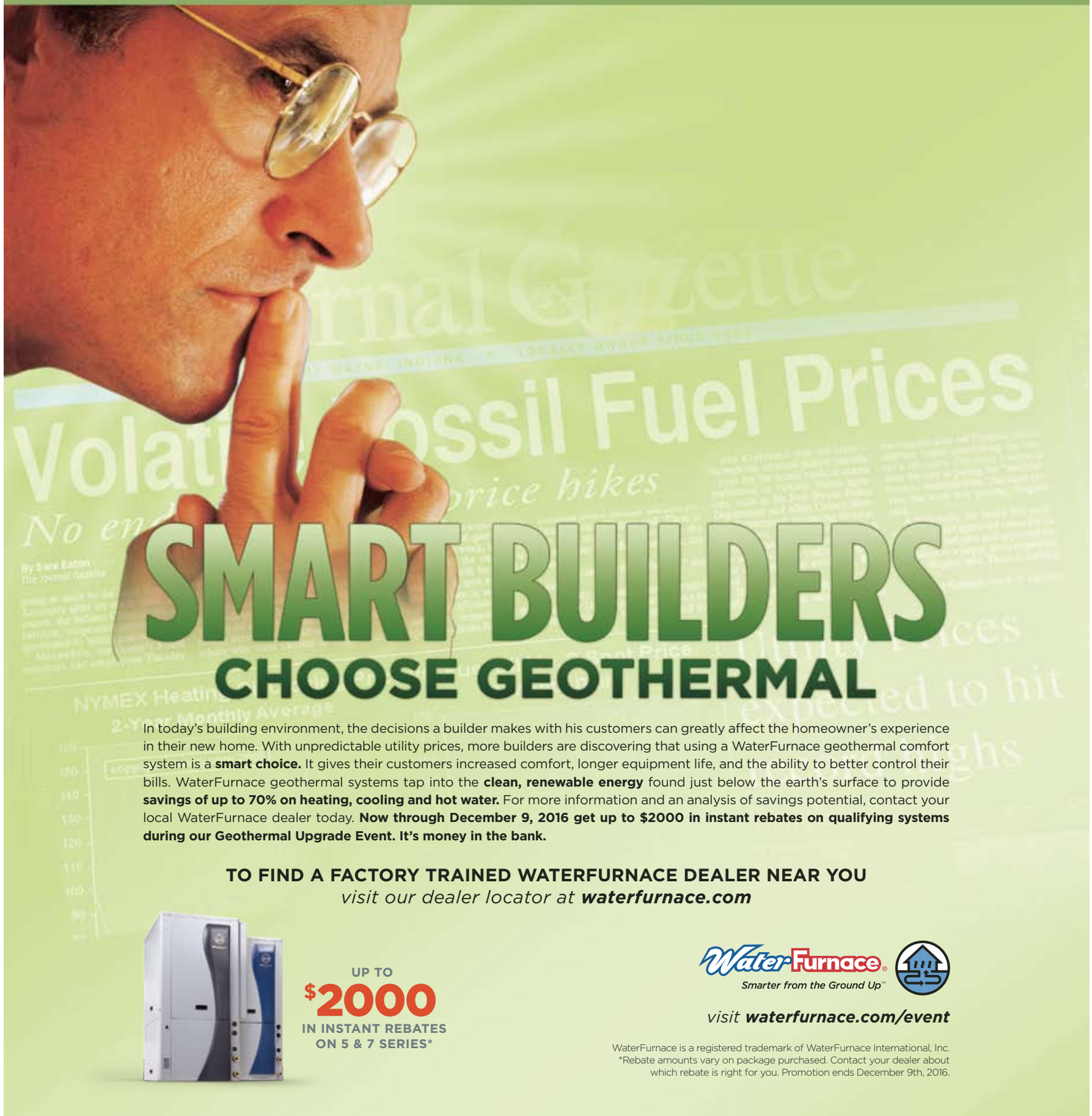
"Unfortunately, my grandfather is at the age where he is unable to share with me his carpentry skills," said Karrick. "But he has taught me a lot about faith and the love of God. To me, having faith and spreading the love of God is a skill that is much more important than any carpentry skill and will be much more valuable to pass down to others. I hope to go far in the construction industry, but I also want to go along the path that God is calling me to go."

The HBAK scholarship committee is proud to support this young man's journey into the construction field and wishes him all the best in his studies.

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Member Profile

BUILDER



Glen Perkins

G.D. Perkins, Designer/Builder, Lexington

Lexington-based builder Glen Perkins' deep voice resonates with quiet pride as he speaks of work his company has been doing in and around Lexington in recent months. He spent a sunny June afternoon showing an HBAK staffer several projects, and his tour made it clear that Perkins still gets a kick out of solving a construction-style puzzle.

"Problem solving is what keeps me motivated," he said later as he spent a Saturday morning shuffling through paperwork. "I don't always get to spend as much time out on the job as I would like, but I enjoy getting a project going and planning how to tackle a particular

problem. And when the need arises, the design aspect appeals to me too."

A life director at the association's local, state and national levels, Perkins has served on the HBA of the Bluegrass executive board numerous times because, as he puts it, "in a small association, you just sort of take turns." His service on the state association's executive board culminated in a term as president in 2009. Because his business was a bit slower, he was able to focus more time and energy at the state level.

"The timing of it was good for me," said Perkins. "I wasn't quite as busy then, and we were able to work it in and carry on. I just didn't take on as much work as I could have that year. But that was fine. I enjoyed my year as HBAK president, and it was very rewarding. In the association overall, from local on up to state, you develop very close and lifelong friendships. I wouldn't have traded that for anything really."

The tour he gave of his company's projects proved that even after his stint as president, his company has plenty of

At left, one of Perkins recent projects was renovating a home in Harrison County that was built in 1792. Perkins was able to preserve original beams and flooring while giving the family a contemporary space.



work to do.

Among the projects was a whole house remodel in Lexington's Chevy Chase neighborhood. "We basically gutted the original house, and in the middle of it all they decided to raise the roof, so we added a half story with a full dormer above an existing garage," said Perkins.

This company is also doing several projects in the Lansdowne and Glendover neighborhoods and a garden project at Maxwell Place, the University of Kentucky president's residence. "We do a lot of small projects at U.K.," said Perkins. "On this job, we built custom Brazilian hardwood gates for the garden at Maxwell Place."

He estimates that his company has completed more than 75 jobs for UK across campus, from the Singletary Center for the Arts to Commonwealth Stadium. "They've all been little projects, some more challenging than others. But we've built a nice relationship with the university," he said.

Light commercial projects are a large part of Perkins' portfolio, which is little surprise given his background in construction engineering. Perkins learned his trade from his father, a builder in Monticello who did not encourage his son to continue in his footsteps. "He didn't think there was enough money in it," said Perkins.

Perkins attended Somerset Technical School and Somerset Community College and wrapped up his education at UK, before he joined a Lexington engineering firm.

After building a few houses for himself and friends, he was straddling two careers. Eventually, he made the switch to full-time builder. Because of his background in engineering, he can offer design services as well.

Some of his recent commercial projects in Lexington include the La Petite

Delicat bakery on Ashland Avenue, where French macaroons blossom in a pastel palette against a clean, white backdrop; Gigi's Cupcakes, where Perkins worked with a franchise architect to create the bakery's signature style; and the Local Taco, where casual dining flows seamlessly between outdoor and indoor dining areas in temperate weather. Perkins said many new jobs come as a result of previous work. "I've built dozens of rental properties for them [the owners of Local Taco] around UK in past years, and so they called me to work on this project too."

"Almost all our work is by word-of-mouth or repeat customers," said Perkins. "I built a house for a couple out in Shannon Run, and when they sold the house many years later, the new owners asked me to come back and make some updates. The realtor said, 'What? You're still talking to your builder?' But it's true that we do have good relationships with our clients."

Perkins obviously has good relationships with his employees as well; two of them have worked with him for more than 30 years. He describes his company as deliberately small and says that he often turns down work to maintain quality and a work environment that he's comfortable with. He's a member of the HBA of the Bluegrass and works in several counties, including Fayette, Jessamine, Whitley, Boyle and Marion. In the residential market, he sticks to custom builds and steers clear of speculative projects.

Perkins and his wife, Mary Robin, have a little getaway on Lake Cumberland in Pulaski County, and they try their best to get away from work and do nothing when they can. But Perkins said he has no plans to retire any time soon, and it's clear that he has a lot of construction puzzles yet to solve.



Above left, Perkins talks to the owner of La Petite Delicat bakery. At right, Perkins stands before the Brazilian hardwood gate in the garden of Maxwell Place.

Member Profile

ASSOCIATE



John Sizemore

2-10 Home Buyers Warranty, Lexington

John Sizemore is well-known to anyone who regularly attends HBAK meetings. A conversation with him often begins as a light-hearted exchange, but it doesn't take long to realize that this industry veteran knows a lot about the issues that face home building and that he is passionate about preserving the industry.

A Harlan native, Sizemore graduated from Harlan High School, joined the U.S. Air Force and returned from the service to attend Eastern Kentucky University, where he earned his bachelor of business administration degree in 1979. He moved to Lexington and became a stock broker.

"It was a very up-and-down career, and it was those years that really matured me," he said.

Five years later, Sizemore went to work as a mortgage banker and in 1989, he began to represent 2-10 Home Buyers Warranty, which at the time was new to the new construction marketplace.

"There was only one warranty program in existence then, so I saw a tremendous opportunity," said Sizemore. "I was already working with real estate

agents through mortgage banking, and when this came along it was attractive to me because I could work with real estate agents and builders."

Sizemore said 2-10 provides builders with three key business components: risk management, marketing and adherence to regulatory requirements.

"We save the builder time and money by limiting the total cost of disputes and claims," said Sizemore. "It puts you in a prepared mode and gives builders consistency through a clear process of dispute resolution."

In terms of marketing, 2-10 focuses on results of a National Homebuilders Association study, which showed that 80 percent of home buyers prefer a third-party warranty to a builder's verbal warranty.

"Offering a third party a written warranty is key to creating a balanced transaction that protects both builder and buyer, contained in a legal liability contract. Further, a warranty differentiates you from other builders in the same market," said Sizemore.



John Sizemore and Rocky Pusateri

In regard to regulatory requirements, 2-10 meets and exceeds the requirements of Kentucky law, which holds a builder liable for structural defects for seven years.

"It also allows builders outside of metropolitan areas where most counties do not enforce building codes to qualify for VA and FHA loans," said Sizemore. "And for those builders who build in code-enforced counties, 2-10 assumes the structural liability upon the date of closing for 10 full years, with no liability or deductible to the builder."

"In a place like Fayette County where the codes are enforced, if you go with a VA or FHA loan, the warranty may not be mandatory but the builder will be bound to those government agencies for one year on materials and workmanship, two years for mechanical systems and four years on the structure. One should ask, do you want to be obligated to a federal institution?"



From left, Jerry McGrath, John Sizemore, Todd Johnson, and Glenn Findley

Association involvement

"As soon as I was hired as a 2-10 representative that automatically put me in a situation to get involved in the home builders association to grow the market," said Sizemore. "As you get deeper involved on the local level, then you are naturally pulled in to serving the whole state, and work on the state and national levels."

Sizemore has chaired and served on many association committees, sometimes simply to stay abreast of what's important to the industry. He's been nominated an NAHB Associate of the Year and was chairman of the national Associate Members Committee.

"It's important to educate builders and individuals who are not as active on issues that can affect their business because legislation and regulation can really have an impact on their business whether they be an associate or a builder member," he said. "I always take the stance that if it affects a builder,

then it will affect an associate."

Sizemore believes the association will continue to play an essential role, but that it will need to make changes in the way it communicates with members.

"Without the service of the home-builders associations, our jobs would be impacted and the cost of homes would far outreach a lot of buyers' potential," said Sizemore. "I don't see that changing. But lifestyles will change and that will change the way we communicate with each other."

"I think the industry just needs to stay in focus with each generation because each one is different. When I was new, everybody was interested in getting together and doing things together. Today, it's more about family, and our members don't have time to do that. Trying to communicate more effectively with the different demographics is critical."

Life away from work

Sizemore is the proud father of a son, Alex, and a daughter, Amber, and has three grandsons.

A day off for Sizemore would include a workout and time spent reading his Bible. His faith is important to him, and he is concerned about the lack of empathy he witnesses in the world around him. "I just wish more people would be more caring and understanding and compassionate. We've got to work with people. We need to be patient and lift people up."

It's clear that Sizemore makes an effort every day to do just that, lift people up, through his easy laugh and energetic approach to whatever he's doing. He wants to promote local home-builders associations for the positive things they bring to the families in their communities. And it seems like he's got a good 26-year start to that goal.



Jim Cutter and John Sizemore

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Mold Awareness & Basic Mold Testing

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Each builder/remodeler submitting an entry must agree to allow the details and pictures on each entry to be used in presentations, publications, or in any way necessary to promote the "Kentucky Design and Remodeling Awards" and the Home Builders Association of Kentucky.

Each builder submitting an entry must secure the written permission of the project's owner (homeowner). You can download this form below.

All entry documents including photos shall become the property of the Home Builders Association of Kentucky and shall not be returned unless specifically requested.

The deadline for registration is August 2, 2016.

To register simply click "Register" – you will then be linked to Woofoo.com. You will then be guided through the registration process.

You have until September 23, 2016 to enter your project. When you are ready to submit your project you will click "Submit Project" – there you will link to Woofoo.com where you will write your project summary and download your photos. All projects must be received through Woofoo by September 23, 2016. It is a good idea to email Lora (lora@hbak.com) after registering and entering your project just to make sure it came through successfully.

Judging shall be held in late September 2016.

A \$60.00 fee must be paid for each entry. You may send a check to HBAK (1040 Burlington Lane, Frankfort, KY 40601) or call Donna at HBAK (800-489-4225) to give her a credit card number. Entry fees are due by August 2, 2016.

This entry fee is non-refundable.

Projects entered in contest must have been completed after January 1, 2015.

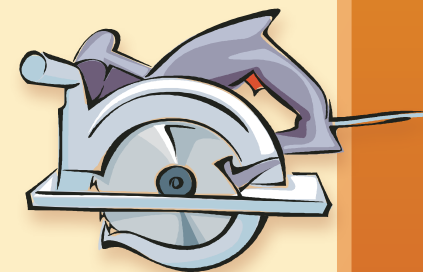
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