

BUILDING INDUSTRY SYNERGY

SEPTEMBER-OCTOBER 2018

- NEW CONSTRUCTION / REMODELING PRINT & ONLINE RESOURCE DIRECTORY
- THE HGHBA CONTINUES TO SUPPORT & GIVE BACK TO OUR COMMUNITY
- SOS HEALTH CARE INTRODUCES THE OAK TREE FARM COMMUNITY
- WINDOW & DOOR TRENDS ACROSS THE GRAND STRAND
- 2018 HGHBA GOLF TOURNAMENT REVIEW
- KITCHEN & BATH PRODUCTS & DESIGN
- 2018 - 2019 HGHBA CALENDAR OF EVENTS
- 2018 - 2019 BIS EDITORIAL CALENDAR

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South Carolina | Grand Strand

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Due To The Impacts From Hurricane Florence, The HGHBA Show In MBCC Was Rescheduled To October 12th - 14th & The Booth # Information For Our Partners In This Issue Remains The Same However The Dates Have Changed

Visit The
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(In Lobby Next To The Front Entrance)

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HGHBA Cares

The Horry Georgetown Home Builders Association sponsored the Myrtle Beach Chamber of Commerce's Police Appreciation Breakfast for the Horry County Central Precinct on Monday, August 27th. 'Train To Work' students enroll in a three week certificate course that teaches the skills and offers hands on training in Residential Construction & Carpentry. This is a FREE course!

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The Annual 2018 HGHBA Golf Tournament

The annual HGHBA Golf Tournament was held on August 2nd. The proceeds from this tournament and the raffle sales helped the HGHBA to donate \$3875.00 to Oak Tree Farm – an SOS Health Autism Community.

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Monarch Roofing & Monarch Solar Moves Into New Office Building

On August 22nd, Monarch Roofing & Monarch Solar celebrated the opening of their new office building with a ribbon cutting ceremony.

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2018 – 2019 HGHBA Calendar of Events & Recent HGHBA New Member Inductees

The schedule of all HGHBA related events for 2018 & the first four months of 2019. The HGHBA new member inductees from the August 21st luncheon meeting in RIOZ.

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Preview of the Building Industry Synergy Online Resource Directory

Visit www.BuildingIndustrySynergy.com to learn more about the companies shown in this directory available to assist you with your new construction or remodeling project.

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Kitchen & Bath Design

Building Industry Synergy reached out to several HGHBA members specializing in Kitchen & Bath Design to get their feedback on the latest trends they have noticed.

PAGE 18

Oak Tree Farm – A New Community in Conway for Adults With Autism

SOS Health Care, Inc., a non-profit organization that was founded in Myrtle Beach in 1989, is currently developing an affordable housing community (Oak Tree Farm) for adults with Autism and intellectual disabilities in Conway, South Carolina.

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Annas Development & Building

Custom home builder Jeff Annas has never built the same house twice. Jeff said, "I get tickled when people ask me, 'What comes with your standard home?'. My standard home comes with whatever you want." A native of Hickory, NC, Jeff had a 20-year corporate career in management before he founded Annas Development & Building in 2002. Jeff welcomes new construction and remodeling projects across the Grand Strand.

**2017
CONWAY CHAMBER
OF COMMERCE
PUBLIC AWARENESS
AWARD WINNER**

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Norbord's 2018 Thank A Framer Campaign

Norbord Inc. launched its second video to kick off "Thank a Framer" month this September.

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MBACC Brings Beach Renourishment Project to the Grand Strand

In May, the U.S. Army Corps of Engineers, Charleston District, awarded a \$34.8 million contract for the "Myrtle Beach Storm Damage Reduction Project." The project will place approximately 1.4 million cubic yards of material on Myrtle, North Myrtle, Garden City and Surfside Beaches.

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BBB – Reacting to Consumer Complaints

The Better Business Bureau website, www.bbb.org is always listed as one of the top sites to file complaints. More importantly, not to just file complaints, but to get resolutions. BBB's dispute resolution procedures were established based on Eight Standards of Trust.

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Trusted Window & Door Professionals Across The Grand Strand Talk About The Latest In Products & Design

The Grand Strand is fortunate to have several respected long term companies that continue to be a trusted resource for all building supplies including windows and doors.

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Long Time HGHBA Member Contract Exteriors Receives Prestigious Recognition

On August 15th, *Inc.* magazine revealed that Contract Exteriors is No. 1776 on its 37th annual *Inc.* 5000, the most prestigious ranking of the nation's fastest-growing private companies.

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The Annual HGHBA / Canfor Sponsored Fall Clay Tournament Will Be Held November 8th

The Fall Canfor Busting Clay with HGHBA tournament is scheduled for November 8th. The HGHBA is requesting raffle prize items to help sell tickets for this fundraiser. This year our benefactor is Fostering Kids. Space reservation for teams and sponsorship opportunities are still available!

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2018 – 2019 Building Industry Synergy Editorial Calendar

The schedule for the last issue in 2018 & the first five issues in 2019, as well as a brief preview of the topics that will be discussed & the space reservation & material submission deadlines for each issue.

The 2018 November/December Issue Will Include Editorial Features On Home Automation / Security / Elevators / Accessibility Equipment & Window Coverings / Treatment. The Material Close Date For This Issue Will Be Friday October 26th.

Building Industry SYNERGY SC - GRAND STRAND

2018 SEPT / OCT ISSUE

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Horry Georgetown Home Builders Association sponsored the Myrtle Beach Chamber of Commerce's Police Appreciation Breakfast for the Horry County Central Precinct on Monday, August 27th. The HGHBA Ambassador Committee helped greet and show appreciation to these hard working officers, detectives and administrative staff! Thank you again for all you do for our community.

Earn a Certificate in Residential Construction/Carpentry, Jobs in Horry and Georgetown Counties Are Waiting!

Class Offers: Learning the process of residential construction from start to finish, discussing the trades involved, exploring career opportunities, becoming familiar with the various trade tools and safety training.

Here in Horry County, we are facing a serious shortage of skilled tradesmen. While the construction industry is booming, the job market lags behind. When the construction industry slowed ten years ago, many of the skilled workers left our area and have not returned. Today, we cannot find enough skilled workers to fill open positions. While the building industry is experiencing steady growth, this growth could be accelerated if the employment pool was larger. The key lies in not just in finding workers, but finding workers who are skilled in their trade.

Horry Georgetown Home Builders Association, in conjunction with Horry-Georgetown Technical College, has found what they hope to be the solution. In a program referred to as 'TRAIN TO WORK,' students enroll in a three-week certificate course that teaches the skills and offers hands-on training in Residential Construction/Carpentry. It's a win-win situation. The course is free to attendees and employers gain an employee who knows the trade. No longer does a student enroll in a course in which they may or may not find employment in their field.

The jobs are waiting, what are you waiting for!

For more information, or to enroll in the free TRAIN TO WORK/Residential Construction/Carpentry Program, contact Continuing Education Office at Horry-Georgetown Technical College at (843) 477-2020 or via email ceinfo@hgtc.edu. Enrollment is currently underway. Classes start soon, and space is limited.



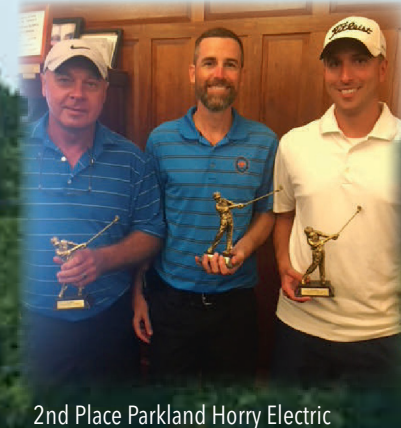
on the cover

Jeff Annas (middle) with homeowner's Larry & Joni Muse. Annas Development & Building was responsible for building the Muse's home in Grande Dunes. Larry & Joni were very pleased with their experience with Jeff and the construction of their new home. Joni says, "Jeff as an individual is top notch." Larry said, "Our relationship continues even though the house has been completed. Jeff responds immediately and follows up without any hesitation. He's an excellent guy to deal with." Staying on the cutting edge of quality, innovation, and technology is a priority for Annas Development & Building. Jeff built the first two NAHB Certified Green Built homes in Horry County. Jeff also builds certified IBHS Fortified for Safer Living homes as well. The customers across the Grand Strand that have relied on Annas Development & Building have wonderful things to say about their experience with the company and the subcontractors that Jeff works with. Whether you are looking to build a beautiful new construction home or to remodel your existing structure, Jeff Annas with Annas Development & Building will provide quality construction & bring professionalism & integrity to each job.

GOLF!



1st Place Overall Palmetto Brick Co.



2nd Place Parkland Horry Electric



3rd Place Parkland Horizon Homes



2nd Place Heathland 84 Lumber 3
Not Shown - 3rd Place Heathland WinDoor

SIXTY-Two Golf Teams weathered the chance of rain during the HGHBA 84 Lumber Golf Tournament on August 2nd! One shower did not hinder all of the fun had by everyone. A BIG THANK YOU to our Title Sponsor - 84 Lumber and the many others that made this event possible!

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Bloody Mary Bar - Clubhouse Norbord



Charity Golf Gun and Raffle sales raised \$3,875 for Oak Tree Farm - An SOS Health Autism Community.





On August 22nd, Monarch Roofing & Monarch Solar celebrated the opening of their brand new office building located @ 4336 Waccamaw Blvd. in Myrtle Beach with a ribbon cutting ceremony. Owner, Martin Pettigrew, was very humble and grateful with his comments, thanking all of those that have been a part of Monarch's efforts to grow the business. Congratulations Martin. We @ Building Industry Synergy wish you and your team many years of continued success!



FOR FURTHER INFORMATION ON MONARCH ROOFING PLEASE SEE PAGE 17 OF THIS ISSUE

Visit Us In Feature 5 To The Right As You Enter The Front Entrance To The Show In MBCC Sept. 21st - 23rd

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The new HGHB Associate member inductees @ the August 21st luncheon meeting in RIOZ were (left to right) Jeff Thompson (Carolina Energy Conservation), Roger Roy (Roy & Casper LLC) & Ken Baker (WMBF).



The new HGHB Associate member inductees @ the August 21st luncheon meeting in RIOZ were (left to right) Dan Scullion (Simpson Strong - Tie), Tyler Lysterly (Allied Air), Fredrick Baker (Carolina Energy Conservation), Jason Mertz (American Express), Britney McCarthy (Builder Member - Riptide Builders), Jeff Angel (Bloomin' Blinds), Juliet Casper (Roy & Casper, LLC), Bill Rouse (WMBF) & Brian Burton (Gale Contractor Services).

**HORRY
GEORGETOWN**
HOME BUILDERS ASSOCIATION

2018-2019 Calendar of EVENTS

SEPTEMBER

21-23 Home Improvement & Outdoor Living Show

OCTOBER

SC Careers In Construction Month

16 General Membership Luncheon
Student Chapter - New Members Installed
Clay Tournament Committee Meeting
24-25 Pathways2Possibilities - Myrtle Beach
Convention Center

NOVEMBER

8 Fall HGHB Clay Tournament
13 Annual Meeting / Membership Luncheon
Election Of 2019 Officers & Directors
15 HBA Of SC Legislative And Strategic Planning
27 HGHB Board of Directors Meeting

DECEMBER

TBD 10 Hour OSHA Certification Course
15 New Home Parade Deadline For Entry

JANUARY

10 Ad Deadline For New Home Parade Plan Book
15 General Membership Luncheon
Installation Of 2019 Officers & Directors
22 HGHB Board Of Directors Meeting

FEBRUARY

8-10 Home Show
28 New Home Parade Judging

MARCH

1-3 New Home Parade
8-10 New Home Parade
19 General Membership Luncheon

APRIL

4 Spring HGHB Clay Tournament
9 HGHB Board Of Directors Meeting
16 General Membership Luncheon

If you would like to join the Horry
Georgetown Home Builders Association or
just have a question call (843) 438-4124 or
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Visit Us In Booth's 710 & 614 September 21st-23rd In MBCC

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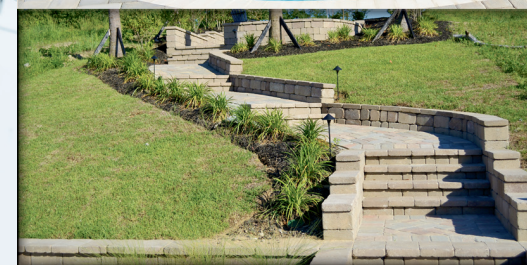


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Kitchen & Bath Design Trends Across The Grand Strand

by Susan Roush & Cynthia Mendenhall

When individuals start thinking about building a new home or business or remodeling an existing structure, the kitchen and bathroom typically are the first two rooms that get the most attention. The kitchen is always a focal point in any home to create and enjoy meals for family time or entertaining and the bathroom is a widely used space in the private quarters of the owners. **Building Industry Synergy** reached out to several HGHBA members specializing in Kitchen & Bath Design to get their feedback on the latest trends they have noticed & to also talk about what they have to offer in terms of products & services to homeowners, building contractors, architects and property management companies across the Grand Strand.

The professionals at **Prodigy Kitchens & Baths** bring years of experience and superb knowledge to the most important rooms of a home. Prodigy is a unique company in that it designs a client's dream, assists with product selection, and completes the entire construction phase. Whether your kitchen is outdated or your bathrooms need a little sprucing up, they offer everything needed to create the complete package: cabinetry, flooring, plumbing fixtures, countertops, sinks, shower enclosures, vanities, tile, and lighting fixtures.



Justin Dedio (left), Drew Kathleen Newman (middle) and Thomas 'Tom' Dedio (right) with Prodigy Kitchens & Baths bring over 50 years design experience to the area homeowners, building contractors and architects.

Tom Dedio, carries 37 years of experience into this new company, leading out on the construction and business functions. His son, Justin, holds a degree in architecture and takes charge of the showroom, products, and designs dream kitchens and baths for his clients using 3D modeling and rendering photorealistic plans, just like HGTV. Interior designer, Drew Newman, rounds

out the team with her experience in large scale projects and whole home renovations. The Dedios pride themselves on strong work ethic and an even stronger attention to detail. "We are not a quota company," Justin explains. "We like to give 100% of our attention to producing picture-book projects."

The team at Prodigy Kitchens & Baths notes some exciting trends in the industry. Overall, interior colors are moving away from grays and into lighter earth tones with brushed brass and matte black popular on the finish end. New shower designs are larger and easy-access or barrier-free. "It's exciting to see how technology is moving into the kitchen and bath industry," Justin adds. Smart home devices are hot, including many Alexa@-



enabled products. "Lighting is everywhere now," Justin said, "placed inside cabinets and drawers and even toe kicks." Quartz countertops are trendy in the Grand Strand area, with hardwood

countertops on the horizon. You need to see the natural walnut countertop in their showroom!



Prodigy is a luxury kitchen and bath showroom where you will find more unique and specialized products that appeal to mid- and high-end tastes. Central to their showroom, located in Pawley's Island, is a complete small house displaying a fully functional kitchen with integrated appliances, a full bathroom, and a laundry room designed to be super functional. Smaller vignettes round out the showroom. Prodigy Kitchens & Baths is also an exclusive dealer of the Galley® line of kitchen products, a unique design concept that changes the kitchen sink into a workstation to function as a prep, service, and cleaning station.

Homeowners appreciate the ease and efficiency Prodigy provides by taking care

(Continued on page 14)



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of every detail from start to finish. This is especially true for out-of-town owners who wish to renovate their beach getaway. Justin explains, “They can come in, sit down for a couple of hours, and leave with the whole package of materials for their renovation,” and the assurance of high quality construction. Prodigy makes kitchen and bath design easier for builders and contractors as well. “Cabinets, build-ins, flooring, tile, hardware – everything for the house is here, in one place,” Tom said of their showroom. “Builders can send us their clients and we will take care of all the details.”



Prodigy Kitchens & Baths is located @ 8435 Ocean Hwy. in Pawleys Island directly across from Pawleys Plantation.

The kitchen and baths are integral parts of any home. If you're ready for a major renovation, a little refresh, or if you are a builder eager to hand off the detail work, allow Prodigy Kitchens & Baths to assist. They will be with you through every part of the process.

Swift Appliance, in Murrells Inlet, SC, works with homeowners, homebuilders, remodelers, and property management companies. Kevin Swift, manager of the Murrells Inlet store is in a prime position to report on what these three entities need and want.



Swift Appliance is located @ 5190 Hwy. 17 Bypass in Murrells Inlet 2½ miles south of Waccamaw Community Hospital.

Kevin noted, “A big thing I've been noticing compared to a year ago is a lot of built ins.” By built-in, Kevin is referring to larger units like 36” 42” or 48” wide refrigerators that sit flush with cabinetry. “I've seen a lot of people putting in KitchenAid built-ins, which costs a little less than a Thermador.” He added, “Most of the cabinetry is still white with lighter



Kevin Swift manages the Murrells Inlet store.

tone marble or granite counters. Kevin also sees an uptick in the dual fuel pro-style range. “They're just meatier looking, like a professional oven.” Many builders buy the Swift KitchenAid package for the look and price point, though Swift does offer the Thermador line at a builder discount.

Individuals who are remodeling or updating their kitchens gravitate toward GE Monogram, Jenn-Air or Thermador. When remodelers seek advice, Kevin suggests, “Make a list of things you wished you had in your old kitchen. If it's a total remake, start with design and layout and figure if it's worth doing. Sometimes an appliance upgrade or new counters and appliances makes a whole new kitchen. If the remodel involves a total gut of the old kitchen, then Kevin advises making decisions starting with the floor, then cabinets, counters and appliances. Swift Appliance is known for educating consumers on the pros and cons of different appliance lines, including those that can be a problem for servicing.



Though stainless steel still reigns for color selection Kevin said, “Whirlpool has just released a color called Sunset Bronze,

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Amber Self works with customers and assists with the day to day operations of the business.

which is a more like a gold finish – a little brighter.” They have not seen black stainless take off, but KitchenAid has introduced colored ranges. People who are attracted to Bertazzoni ranges can also look at KitchenAid for a bold accent color.

For laundry needs, Speed Queen is a leader in appliance longevity. Kevin reported, “Speed Queen can last up to 25 years.” The brand is made in the USA and gaining in popularity.

Swift Appliance is a property management company's go-to contact.

Kevin said, “When an appliance breaks down, they want a replacement quickly. We keep as much as we can in stock. We even take our floor models to get to them as quickly as humanly possible.” Swift works with small and large property management companies. A manager that cares for a few private beach vacation homes has different needs than multi-unit long-term

lease properties. Swift Appliance has the inventory and experience to fit either end of the spectrum.

Brady Glass Solutions continues to be very much involved with bathroom remodeling throughout the Grand Strand. This is a major component of their business. Owner David Brady says, “I have noticed a lot of condominium remodels over the last couple of years.” He says, “The shower is the heart of the bathroom. You want that ‘wow’ factor in



David Brady with Brady Glass Solutions.

two main areas – the kitchen and bathroom, especially the master bathroom.” He continued, “The most popular trend now is definitely the seamless, frameless shower door. The barn door slider is also really becoming popular.” David explained that this type of door gives the appearance of a frameless sliding door – it is a sharp looking door with a trim header set down from the top edge of the glass.

The slider is a good alternative to the swing door for smaller rooms that have a 4' or 5' shower opening, because it does

(Continued on page 16)



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not protrude into the bathroom. David added, "This type of slider shower door was created to show off nice tile work." In tile design, David noticed it has moved away from the traditional 6" x 6" square tiles. He said, "Now they're taking 12" x 24" tiles and running them in a staggered vertical pattern." Herringbone is another popular layout, and the use of tile borders and frames create visual accents. Metallic and glass tiles give a special luster to a bathroom.



In overall bathroom design, David is seeing contemporary, clean lines using grays and neutrals for the base color. He added, "People are going with sleeker finishes such as brushed nickel and chrome and higher end fittings like champagne-bronze. A lot more quartz is being used for counters, along with undermount sinks."

Besides custom glass and shower doors, Brady Glass Solutions specializes



in custom mirrors. With mirrors David says, "We're getting requests for something we did in the early 2000s where we put lights and faucets through



The Brady Glass Solutions' showroom and manufacturing/fabricating shop is located @ 3825 Wesley St. in Myrtle Beach. (Turn onto Wesley St. @ the Meineke Car Care Center on George Bishop Pkwy.)

mirrors." Brady Glass Solutions also manufactures and fabricates insulated glass. "Fabricating insulated glass is truly about 50% of our business today", says David.

Brady Glass Solutions works with several Property Management companies in this area. "I appreciate the relationship that we have established with the Property Management companies. They keep us busy throughout the year", says David. In addition to the multiple bathroom remodels & installing glass shower doors, Brady Glass Solutions can handle any glass needs, including custom window systems, Curtainwall storefronts, CWS & PGT hurricane impact sliding glass doors and much more. ■



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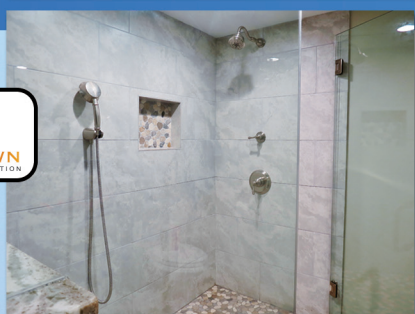
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Oak Tree Farm Welcomes Your Support

An SOS Health Care, Inc. Community

SOS Health Care, Inc., a non-profit organization that was founded in Myrtle Beach in 1989, is currently developing an affordable housing community for adults with Autism and intellectual disabilities in Conway, South Carolina. SOS provides 14 programs for children and adults Autism and intellectual disabilities across South Carolina. Oak Tree Farm, which will be on roughly 11 acres of land, will feature duplexes and apartment-style homes for about 90 individuals. Each resident will have a private bedroom and bathroom. Both the land plan and house plans have already been developed.



Oak Tree Farm will feature supports for individuals including a transition house, at which potential residents will stay overnight and learn how to live on their own with staff on-site. The community will feature a Life Skills Training Center, social skills development opportunities, a garden,

and walking trails. Oak Tree Farm will also have access to transportation via Coast RTA, a swimming pool, recreational and fitness activities, a job coaching program to assist individuals with entering the workforce, and more. The land for the community was specifically chosen for its close proximity to the grocery store, potential employers, police and fire departments, fitness center, and other community resources, all of which are within about one mile.

SOS currently has about 90 individuals on the waitlist for Oak Tree Farm, and has



recently begun its new Life Skills 2 Workshops for the group of individuals expected to move into the community after the first phase is complete. These 8-week

workshops are designed to focus on skills necessary for life at Oak Tree Farm and include collaborations with the police department to discuss safety, the fire department to train about fire prevention, local medical personal, and more. The workshops also focus on creating relationships among the potential residents to work together to solve problems.

Donations, grants, and corporate sponsors will fund the project, which is estimated to cost \$8.7 million. The community is being designed to be affordable for those with Autism and

intellectual disabilities, who frequently fall into HUD low-income housing criteria. Oak Tree Farm is the first development of its kind in the area. Currently, there is no national plan for housing for these individuals, who are often living with aging caregivers. SOS Health Care has submitted applications for permits with the City of Conway and has begun the bidding process for the infrastructure development. *For further information call (843) 449-0554 or you can learn more about Oak Tree Farm or donate at: <https://scautismhelp.com/oak-tree-farm>.*



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A True Custom Home Builder and Industry Leader



by Susan Roush



PHOTO © CHUCK GEE

The residence of Larry and Joni Muse built by Annas Development & Building is located in the Members Club community of Grande Dunes. This courtyard Mediterranean style home features a four-car garage, pool / spa area, and multiple outdoor living areas overlooking the private Members Club Golf Course.

Custom home builder Jeff Annas has never built the same house twice. Jeff said, “I get tickled when people ask me, ‘What comes with your standard home?’ My standard home comes with whatever you want.” A native of Hickory, NC, Jeff had a 20-year corporate career in management before he founded Annas Development & Building in 2002.

Staying on the cutting edge of quality, innovation, and technology is a priority for Annas Development & Building. Jeff built the first two



The focal point of the Muse home is the beautiful courtyard. It can be viewed from any room in the home. This area features a pool, spa, waterfalls, outdoor kitchen, fireplace and a large space for entertaining.

NAHB Certified Green Built homes in Horry County. Jeff also builds certified IBHS Fortified for Safer Living homes as well. IBHS (Institute of Business and Home Safety) was created by insurance companies needing to take action against catastrophic losses. Jeff explained, “I can build a house to withstand any of the five calamities endemic to our area [hurricane, wildfire, earthquakes, flooding and thunderstorms]. Home plans have to be created by a Fortified design & structural engineer, and built by a certified builder. There is a rigorous review and inspection process in order to get a certification stating a home is an IBHS Fortified for Safer Living home. This certification often translates to a savings of 20 % to 45 % on insurance premiums. Jeff said,

“I’ve built several IBHS Fortified for Safer Living homes. I tell people I don’t know if you’ll necessarily get the money back, but the peace of mind is nice. The safest place I could be if we had a Cat 4 or 5 storm would be my own house,” (which is an IBHS Fortified for Safer Living home).

In terms of building green homes, Annas Development & Building endeavors to implement NAHB National Green Building Standards at no or very low additional costs to the homeowner. Jeff is a Certified Green Professional. One of the certifications he is most proud of is that of Graduate Master Builder, “There are only nine of us in the state of South Carolina, and it’s the most difficult certification to get,” he said. Before beginning pursuit of this certification, a builder must have the Certified Graduate Builder (CGB) designation or the Certified Graduate Remodeler (CGR) designation with 5 years building experience; or 10 years building experience and successful completion of three CGB/CGR courses before earning the NAHB Graduate Master Builder title.

Annas Development & Building has constructed around 30 custom



The residence of Mark and Darlene Vesely built by Annas Development & Building is located in the Riviera section of Grande Dunes. Shown is the open floor plan living area with customized tray ceilings, faux accent painting, and double-sided linear fireplace giving the home a modern and sophisticated appeal.

homes in the past ten years in the Grand Strand area. Jeff said, “I don’t limit myself to any neighborhood, though people tend to associate builders with neighborhoods.” His own home is in Grande Dunes, and other builders have told him he’s “crazy” to live where he also builds, but Jeff sees things differently. He said, “I tell people at the end of the day, we’re going to be best friends, or I didn’t do my job.” Jeff’s perspective is different from many builders, “I’m going to see people out for dinner,

the grocery store, the mall; I don’t want to be ducking and hiding from people. I’d rather they come up and speak to me and tell me they’re really enjoying their home.”

The key to a successful building experience comes down to planning. Jeff advises clients, “If you’ll listen to me, plan, and do the things I tell you to do ahead of time, you’ll be surprised how less stressful it will be.” The rewards are unmatched for building custom and realizing one’s dream home. Jeff and his team will be present throughout the entire process. Annas Development & Building subcontractors are equally dedicated to total customer satisfaction.

When *Building Industry Synergy* spoke with several Annas Development & Building clients, there was remarkable consistency in their praise for Jeff as an individual, company subcontractors, and their building experience.

Larry Muse is no stranger to blue prints and construction. He had an engineering firm in New Jersey that did mechanical and electrical engineering for commercial clients. Larry and his wife Joni wanted a Spanish-style house. One of his



The residence of Kevin and Darlene Weaver is located in the Cherry Grove section of North Myrtle Beach. This raised beach-style home was built by Annas Development & Building. Jeff is able to work with a diversity of clients and is not limited by style of home or budget.

clients who owned a vacation property in Barefoot Resort, advised Larry to look at Grande Dunes. Their real estate agent referred them to three builders. Joni said, “Jeff stood out amongst the three.” Larry liked that Jeff had a smaller operation and they could enjoy more comradery with him. He added, “Being in the construction industry, Jeff had no issues with me talking with any of his subcontractors or being active with the house while it was under construction, which I appreciated. Quite honestly every one was extremely friendly and accommodating. Anything that needed to be revised, there was never any issue; it really worked pretty smoothly.”

Larry dabbled in architecture and design as a hobby and created a CAD floor plan to get the design ball rolling. Ultimately their courtyard-style home in the Members Club of Grande Dunes has all the amenities and luxuries one could hope for. Larry loves his five-car garage (with lifts) that supports his car-enthusiast / builder hobby. Joni said, “I feel there are so many wonderful elements about the house. I love the



Homeowners Bob and Nelda Heatherley talking with Jeff Annas inside their beautiful home found in the Seville Community of Grande Dunes. After building the Heatherley's home a few years ago, Bob and Nelda have become more than just clients; they have become good friends. That is typically the case for most clients of Annas Development & Building.

arches, I love the courtyard [the pool is in the courtyard for optimal privacy and access from every room in the house]. They built a feature wall with custom cabinetry and a 6" linear fireplace that is particularly soothing to view and use.

The client who recommended the Grande Dunes to Larry and Joni is going to build a house there and has decided to use Jeff Annas as the builder. “It's come full-circle,” Joni

said. “Jeff as an individual is top notch.” The Muses home has been shown many times by Jeff to other potential clients. Larry said, “Our relationship continues even though the house has been completed. Jeff responds immediately and follows up without any hesitation. He's an excellent guy to deal with.”

Bob and Nelda Heatherley came to meet Jeff in a rather serendipitous manner. About five years ago, Bob and Jeff had a mutual friend who was holding a garage sale. Bob told the friend, “I sure would like to find a good builder.” Jeff arrived at the sale at the same time and the mutual friend made the introductions telling Bob, “He's not only a good builder, but he's a good friend, and he's honest.”

Much like Joni and Larry Muse, Bob had interviewed other builders. Bob recalled, “They were good builders, but they didn't have the time to give me the attention that I felt I needed to have my house built correctly.” For that reason he also liked the idea of going with a smaller contractor. Bob gave perhaps the biggest endorsement of all when he said, “If I built another house, I'd



To complement the open floor plan of the Heatherley's home, an expansive all seasons area was added for entertaining and relaxation. The natural light and the ability to open and close the screened windows allows this area to be utilized throughout the year no matter the season.



The residence of Barbara Beech and Jean Laskowski built by Annas Development & Building is located in the Dye Estates community of Barefoot Landing in North Myrtle Beach. One of their favorite features is the kitchen with its expansive island featuring a round oasis bar for dining or just catching up.



Shown is the master bath area in the Annas Development & Building model home located in Grande Dunes. This master bath area features granite countertops, porcelain tile floor, jacuzzi tub surround, and walk-in shower area. A very large wall-to-wall mirror with recessed lighting and window to access natural light, highlight one side of the master bath.

have Jeff build it. We've been here five years and there are no settling cracks anywhere in the house. Is that not amazing? Jeff takes so much pride and attention; he's conscientious and one of the best builders I've ever seen."

In 2016, Kim and Zhen Ridgway built their home in Plantation Point with Annas Development & Building. Kim corroborated many of the remarks made by others. Kim said, "Jeff was on the jobsite every day and personally cleaned the site on a regular basis during construction. He remained very much involved in the details for every aspect of construction. The subcontractors were excellent. If we ever called Jeff with a question and left him a message, we received a response right away. The original completion date for our home was by



The front exterior of the Beech and Laskowski home found in the Dye Estate community of Barefoot Landing in North Myrtle Beach.

the Thanksgiving holiday & our home was actually finished by Labor Day. We love our home!"

Annas Development & Building

also does substantial remodeling projects and additions. Dr. Randall Haynes and his wife Laurie purchased an existing home in



Jeff Annas with homeowners, Kim (right) and Zhen Ridgway (middle) outside their home in Plantation Point. The Ridgway's once again tell Jeff "We love our home".



The family room area in the home of Kim and Zhen Ridgway features an open floor plan with a beautiful customized coffered tray ceiling.



Annas Development & Building also does custom remodeling and restoration projects. Recently, Jeff was contacted by owners Lee and Cindi Gardner to remodel their newly purchased condo in the Pelicans Landing community in Myrtle Beach. Shown is the before and after photos of the master bath after remodeling was completed.

Plantation Lakes in 2016. They hired Jeff to complete some major remodeling projects, especially the master bath. The scope of work also included removing old floors and installing new floors throughout the home. A new pantry was installed in the kitchen, handrails and stair treads on the foyer stairs were renovated, as were the fireplace and existing entertainment center. Randall said, "Jeff Annas was referred to us by a local interior designer. When we first met Jeff, I had a gut feeling that this was the right fit for us, and I am very happy we acted on that feeling. Throughout the remodeling process,



Shown is the before and after photos of the kitchen area in the Gardner condo. Annas Development & Building installed new granite counter tops, stone back splash, stainless steel appliances, porcelain wood-look flooring, and custom cabinetry giving this kitchen an updated and modern look.

PHOTO © CHUCK GEE



BEFORE



Randall and Laurie Haynes of the Plantation Point subdivision of Carolina Forest, contacted Annas Development & Building to assist with the remodeling of their home. Pictured is the before and after photos of the master bath area. Jeff, working with the Haynes' and interior designer, Rhonda Eason, was able to turn this master bath into a functional masterpiece.

Jeff was on top of everything. He was very attentive, prompt in addressing any questions, honest and up front in all of his communications with us. My wife and I were very pleased with the quality of the subcontractors that Jeff uses. We would not hesitate to recommend Jeff to any customer looking to build a home or complete a remodel project."

Annas Development & Building offers a Quality Builders Warranty and is a member of the Better Business Bureau of Coastal Carolina. The company is an Accredited Business with BBB earning an A+ rating. ■



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Norbord's "Thank A Framer" Campaign Is Giving America More Framers To Thank

Norbord Inc. launched its second video to kick off "Thank a Framer" month this September. This video follows the process of manufacturing oriented strand board (OSB) from the forest to the construction site, paying homage to workers in the supply chain along the way. It aims to highlight the vital role framers play and supports Norbord's efforts to ease the construction labor shortage.



With over 200,000 construction jobs vacant, the home building industry needs to train more Americans to fill these positions. Last year, Norbord launched the #ThankAFramer Campaign to raise awareness and donated 1.1 million dollars to the Home Builders Institute (HBI) to train



framers to alleviate the labor shortage.

"Last year's Thank A Framer video has been an enormous success with over 4 million views," said Peter Wijnbergen, Norbord's President and CEO. "Thanks to our partnership with HBI, we have already graduated students from training centers in Houston and Tampa who will be the next generation of framers to join the workforce. We will continue to partner with the HBI to train more Americans to become framers."

To support the campaign, visit thankaframer.com to watch the video and join us in our mission to create awareness and encourage young people to enter the trades. **Please See The Back Cover Of This Issue For Further Information.**

Norbord Profile

Norbord Inc. is a leading global manufacturer of wood-based panels and the world's largest producer of oriented strand board (OSB). In addition to OSB, Norbord manufactures particleboard, medium density fibreboard and related value-added products. Norbord has assets of approximately \$2.1 billion and employs approximately 2,750 people at 17 plant locations in the United States, Canada and Europe. Norbord is a publicly traded company listed on the Toronto Stock Exchange and New York Stock Exchange under the symbol "OSB". For further information call Craig Doehner @ (919) 523-1619 or email Craig.Doehner@Norbord.com. ■

MYRTLE BEACH AREA CHAMBER OF COMMERCE



An Investment to Protect Our Most Important Resource

by Jimmy Gray, *Director of Government Affairs, MB Area Chamber of Commerce*

The 60 miles of pristine beaches and white sand that make up the Grand Strand are our most important and treasured resource.

As such, Myrtle Beach Area Chamber of Commerce and our local elected delegation, understand the importance of protecting and preserving our number one attraction. These beaches support our local economy and bring millions of tourists to the Grand Strand year-after-year. Our beaches also serve as a barrier to protect more than \$3.5 billion worth of oceanfront property and provide a habitat to sea turtles, shore birds and marine wildlife.



In May, the U.S. Army Corps of Engineers, Charleston District, awarded a \$34.8 million contract for the "Myrtle Beach Storm Damage Reduction Project." The project will place approximately 1.4 million cubic yards of material on Myrtle, North Myrtle, Garden City and Surfside Beaches. Work began in August and is expected to be completed no later than December 2018.

As a former federal employee, I know just how difficult and complicated it is to secure funding from the federal government. After a busy hurricane season in 2017, which rocked the coast and other destinations far worse than the Grand Strand, we are grateful to receive this investment into our most important resource.

From North Myrtle Beach to Surfside Beach

to Washington, D.C., there are so many different officials that played a pivotal role in securing this investment for our region. Congressman Tom Rice, U.S. Sens. Lindsey Graham, Tim Scott and their staffs secured this funding from the federal government. City leaders from the North Myrtle Beach City Council, Myrtle Beach City Council and Surfside Beach Town Council advocated for the funding and were critical in securing these precious dollars. Horry County Council and Horry County Government staff played a vital role in working with the Army Corps of Engineers on the plans and timeline. The U.S. Army Corps of Engineers, Charleston District is on the front lines and working to address questions and concerns from area residents and visitors. And lastly, our elected delegation in Columbia from both the S.C. House

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and Senate are working in the budget process to secure state resources to protect the beaches.

The beaches will be open throughout the construction process. You'll be able to see the construction taking place, which could prove to be an outstanding educational opportunity for parents to teach their children about the importance of natural resource preservation.

For information on the beach renourishment project, including a map with real-time process of construction, go to visitmyrtlebeach.com/things-to-do/beaches/beach-renourishment. ■



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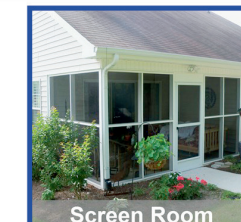


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Reacting to Consumer Complaints

by Dr. John D'Ambrosio, President/CEO
Better Business Bureau of Coastal Carolina

It's easier than ever for your customers to air their frustrations about a business. There are so many different platforms they can use and it's a bit of a challenge to monitor all of those sites while doing all of the day to day things that you must do while running your business.

Some of the most commonly sites used to list complaints include Google, Yelp and Facebook. These sites allow any complaint to be posted without any oversight. And once people start jumping on and adding their comments, the thread can get out-of-hand quickly. These websites offer no solution. It's frustrating and easy to ignore the complaint and let it fall to the bottom of the to-do-list.

There's also the Better Business Bureau website, www.bbb.org. BBB's site is always listed as one of the top sites to file complaints. More importantly, not



Dr. John D'Ambrosio (left) and Building Industry Synergy publisher, Trey Trembley (right), enjoy catching up @ the Monarch Roofing / Monarch Solar ribbon cutting ceremony on August 22nd.

to just file complaints, but to get resolutions. BBB's dispute resolution procedures were established based on Eight Standards of Trust. Our procedures are designed for consumers to file complaints against accredited and non-accredited businesses.

BBB is more than a portal to filing a complaint, so it's necessary for you, the business owner, to understand the BBB process. BBB's mission is to be the leader in marketplace trust. One of the ways that helps us to be that leader, is our 'vetting' and resolving' complaints process.

There are some issues that BBB does not handle. For example, we do not deal with employer or employee disputes, discrimination claims, matters already litigated, issues that challenge the validity of local, state or federal law, matters that are not related to marketplace issues or government agency and postal service complaints.

It is important that you know that we verify customer reviews, both positive and negative. When BBB receives and verifies a complaint, it is submitted to the business within two business days. The business is asked to respond within 14 days, and if a response is not received, a second request will be made. The customer is notified of the business's response when we receive it (or notified that we received no response). And, complaints are usually closed within 30 business days.

You, the business owner, has the opportunity to turn a complaint into a satisfied customer, so it's very important once you receive a complaint to take the time to respond. As soon as the steps are taken and the complaint is resolved, the case is closed. We recommend that you keep records of attempts to resolve complaints, whether through BBB or on any other social media platforms.

If attempts at resolving a complaint fails, BBB offers mediation to work with both sides to come to a mutual agreement. A BBB professionally trained mediator will work through the process with each party. Meeting locations are chosen by the BBB at convenient times for confidential sessions. Mediators strive to clarify the problem and to find solutions to help both parties.

When a consumer makes a complaint against a business on BBB, that complaint does not automatically lower the business's rating. How that business responds to the complaint, the length of time it takes for the business to respond and/or take-action, and if the business makes a good-faith effort to resolve the complaint is taken into consideration.

BBB Accredited Businesses and non-accredited businesses go through the same process, because your BBB rating cannot be bought. An Accredited Business that gets numerous complaints

without resolution faces revocation and it is very likely to get a lowered rating. The same goes for non-accredited businesses.

It's a digital world and BBB offers both the business and the consumer a platform to come together over differences. By connecting the consumer with the business, following BBB standards, usually remedies the issue. Consumers get the chance to vent and be heard, while business owners are given the opportunity improve customer relations and advance their company's image.

About the BBB: The Better Business Bureau of Coastal Carolina is located at 1121 Third Ave., in Conway, SC and covers the counties of Darlington, Dillon, Florence, Georgetown, Horry, Marion, and Williamsburg in South Carolina and Bladen, Brunswick, Columbus, Cumberland, New Hanover, Pender, Robeson, and Sampson in North Carolina. For more information about becoming an Accredited Business, call (843) 488-2227 or <https://www.bbb.org/myrtle-beach/accreditation-application>. ■

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Window & Door Professionals Across The Grand Strand Gaining The Trust & Respect Of Area Building Contractors, Property Management Companies & Homeowners

by Susan Roush & Cynthia Mendenhall

The Grand Strand is fortunate to have several respected long term companies that continue to be a trusted resource for all building supplies including windows and doors. Local building contractors, architects, property management companies and homeowners have come to rely on the expertise of the sales representatives and managers of these fine companies for all of their window and door needs.

For more than 60 years, **84 Lumber Company** has been known as a powerhouse for all things construction, but many people do not realize the true extent of their window and door selections. Steve Rusinovich, General Manager of the Myrtle Beach store since April of this year, is certain his company will meet everyone's needs for windows and doors, both new builds and replacements.



84 Lumber's Myrtle Beach General Manager, Steve Rusinovich (left), & Market Sales Manager, Raymond Goodman (right).

When choosing windows, builders and homeowners all look for three common attributes. According to Rusinovich, local customers want low maintenance, energy

efficiency, and quality windows with safety ratings to withstand the winds and weather of the coast. "Our windows are rated DP50, and we also offer impact glass," he added. Vinyl windows are currently their biggest seller with customers having the opportunity to choose from a myriad of top suppliers like Ply Gem, Jeld-Wen, Silverline, and Anderson. Windows are available in all shapes, sizes, and grid

patterns. The company has noticed more interest in color options with white, copper, and sandstone the most popular. "And we can order windows that are black on the outside and white on the inside," Steve said.

84 Lumber Company can supply any door need or desire you have as well. They provide doors for the front entry of your home, as well as interior, patio, garage, and other exterior



doors. By far, the most popular option lately has been the Therma-tru Smooth-Star fiberglass door. "Fiberglass is a great choice for our area," said Rusinovich, "as the fiberglass construction makes the doors more maintenance-free and very energy efficient." These doors are paintable and do not rust, warp, split, or crack which means they will hold up to the east coast climate better than most others.

The company has a strong sales team led by Raymond Goodman, a long-time HGBA member. "Raymond has been with our company and active in the community his whole life. He clearly knows and understands the specific needs of living on or near the coast," explained Rusinovich. The two have noticed some trends in the window and door



Raymond Goodman (middle) talks with Steve Rusinovich (left) and the warehouse manager about a door in stock at 84 Lumber's Myrtle Beach location.

market. First, people are including many more windows, and often adding transoms above large window-walls. Grid pattern options have changed in the past few years, and the prairie-style grid is regularly requested. In the way of doors, 84 Lumber has seen a rise in order for custom door, most often with decorative glass.



84 Lumber is located at 811 Lumber St. in Myrtle Beach.

"We've seen more and more homeowners adding a lot of patio doors that can be stacked or split, opening their home up to their backyard living space."

In addition to everything you could want in windows and doors, 84 Lumber Company offers a complete line of hardware, engineered wood millwork options, and a whole line of QuickTie products that increases the safety of your structure and speeds up installation, saving you time and money. The Myrtle Beach store opens early with everyone in place to help you until 6 p.m. Stop by to experience firsthand the impressive line of doors and windows they offer.

Working with an independent, family-owned company like **Eastern Building Supply** is always a good idea, especially when that company has connections to Richards Building Supply, a large, national supplier. That gives builders, homeowners, and property managers personalized service with limitless options. Manager David Jimison says one fact is still true of his company, "We are big enough to be competitive and yet small enough to care." And that is the type of company you need after nature's furies. "The bigger companies want to take on the bigger jobs, especially after hurricanes and storms,

and that leaves the smaller guys hanging. We are there for those folks...the smaller guys," David explained.



Eastern Building Supply's General Manager, David Jimison (right), talks with his warehouse manager, Brock Baker (left).

Eastern Building Supply specializes in all things exterior. Jimison added, "If it's on the outside of a home or business, we've got it." And that is very true in the area of windows and doors where everyone will be able to find what they seek. For homeowners, that will almost always be better energy efficiency, while property managers tend to look for more economic solutions, and builders are more interested in design and color options.

(Continued on page 34)

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That's why Eastern Building Supply is so excited to announce they are a certified dealer of Stergis Windows and Doors, a company who combines the best materials and technologies to create "the most energy efficient, longest lasting, and best eco-friendly doors and windows." The partnership, created less than a year ago, allows Jimison and his team to meet the needs and desires of every customer. Homeowners are especially happy to find the perfect windows for their retrofits and remodels.

Stergis offers a strong selection of recommended glass options for coastal areas. The DP50 rating covers many milling options



David Jimison is very pleased with the wide options of windows and doors that the Stergis line brings to the table.

and is available in all sizes. They also offer impact-rated windows which Jimison explained, "During a hurricane, a 2" X 4" may break a window but will not go through it." Stergis' DP50 and impact glass not only meets required local codes but protects your family and home better.



Stergis has created an impressive sliding door available up to 16-feet wide and 8-feet tall that comes fully assembled, meets DP50 ratings, and is available with impact glass. This would make a great feature for homeowners and businesses. Eastern Building Supply does work with many commercial properties installing storefronts and curtain walls. Jimison also reminded, "We have a door shop where we can manufacture any door you desire." That is located in Goldsboro, NC.

Now offering some of the very best windows and doors on the market, Eastern Building Supply is also a great place to find whatever you need for the outside of your home: roofing, gutter materials, siding, decking, and more. Touch base with David Jimison, or his sales staff of Larry Hacker and Jody McAfee, or better yet, stop by the Myrtle Beach store to see the display and samples of their new Stergis line.

Builders FirstSource prides itself in keeping up with the latest trends with materials and service in the building industry. When it comes to doors, local market sales manager, Joe Pezzullo, says, "We are one of the only suppliers in the local area that actually has its own manufacturing capability locally.



Builders FirstSource manufactures many of their interior and exterior doors in the Conway location.

We manufacture most of our interior and exterior doors in our Conway facility."

Due to the size of their facility, Builders FirstSource can stock a wide range of products such as door slabs, hinges, glass patterns, sidelites and transoms. Joe added, "We keep a wide range of different door styles, hinge finishes and casing profiles. This allows us to support the inventory needs of the local builder, better respond on quick turnaround orders when necessary, along with the added flexibility to address any changes that might arise."



For exterior doors Joe noted, "The largest trend [aside from going to fiberglass over metal or wood] is that the industry has really moved towards a Craftsman-style design. In years past, we saw a lot more radius window and doors, circle tops over windows and doors, and round columns on the front of the house. The industry has really squared itself off by



Joe Pezzullo is the local Market Sales Manager for Builders FirstSource.

moving to square and rectangular shapes for transoms, sidelites, and columns."

Joe added that doors are always evolving and have long been a focal point on the front of a house. "We see a lot more 8' tall entry doors than we saw 5 or 10 years ago. Doors are always evolving and they are always a focal point. Another trend shift is on the back of houses. Joe said, "Builders are incorporating large multiple panel sliding doors." View is everything from ponds to golf courses and large 12' to 16' wide and 8' tall sliding patio doors are being installed in greater numbers. "That used to be a feature of the custom home builder, but now you're seeing a lot of production builders incorporating sliding panels – or at least making it an option."

With the return to a healthier housing market, specialty millwork that used to be the

sole domain of custom builders is now seen in lower priced homes. Joe said, "We're seeing wainscoting in the dining room, coffered ceilings, and multi-piece chair rails. We are also seeing more utilization of wrought iron balusters." Along the Craftsman-style theme, square wood picket balusters and square newel posts are routinely replacing rounded forms on stairways.

Another perennial favorite, the lowcountry style, calls for shiplap and bead board paneling inside. Joe summed up, "With consumers having more money to spend



The main local branch of Builders FirstSource is located at 651 Century Circle in Conway (Behind Lowes on Hwy. 501).

again, products are being reintroduced that had been stripped away during downturn."

For Further Information Regarding Builders FirstSource Please See The Back Cover Of This Issue. ■

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Inc. Magazine Unveils Its 37th Annual List of America's Fastest-Growing Private Companies—the Inc. 5000



On August 15th, Inc. magazine revealed that Contract Exteriors is No. 1776 on its 37th annual Inc. 5000, the most prestigious ranking of the nation's fastest-growing private companies. The list represents a unique look at the most successful companies within the American economy's most dynamic segment—its independent small businesses. Microsoft, Dell, Domino's Pizza, Pandora, Timberland, LinkedIn, Yelp, Zillow, and many other well-known names gained their first national exposure as honorees on the Inc. 5000.

"We are very honored and humbled to have Contract Exteriors named to the prestigious Inc. 5000 list. From our inception in 2009 to today, we have been determined to be an industry leader by focusing on providing the best customer experience possible which has

allowed us to continuously grow," says Randy Hann, President and CEO of Contract Exteriors.

As an award winning remodeling company, Contract Exteriors specialized in the replacement of Roofing, Siding, Decking, and Windows. With the commitment to the local economy, Contract Exteriors has added more than 90 full-time jobs with plans on adding more.

Not only have the companies on the 2018 Inc. 5000 (which are listed online at Inc.com, with the top 500 companies featured in the September issue of Inc., available on newsstands August 15) been very competitive within their markets, but the list as a whole shows staggering growth compared with prior lists. The 2018 Inc. 5000 achieved an

astounding three-year average growth of 538.2 percent, and a median rate of 171.8 percent. The Inc. 5000's aggregate revenue was \$206.1 billion in 2017, accounting for 664,095 jobs over the past three years.

Complete results of the Inc. 5000, including company profiles and an interactive database that can be sorted by industry, region, and other criteria, can be found at www.inc.com/inc5000.

"If your company is on the Inc. 5000, it's unparalleled recognition of your years of hard work and sacrifice," says Inc. editor in chief James Ledbetter. "The lines of business may come and go, or come and stay. What doesn't change is the way entrepreneurs create and accelerate the forces that shape our lives."



Randy Hann

The annual Inc. 5000 event honoring the companies on the list will be held October 17 to 19, 2018, at the JW Marriott San Antonio Hill Country Resort, in San Antonio, Texas. As always, speakers include some of the greatest innovators and business leaders of our generation.

About Contract Exteriors

Founded in 2009, Contract Exteriors, the fastest growing exterior remodeling construction company throughout the Carolina's was established to meet the growing needs of quality, service, and customer experience for homeowners and builders. Focusing on residential remodeling and new construction,



Contract Exteriors specializes in Roofing, Siding, Decking, and Windows, and holds the highest manufacturer certifications and accreditations within the remodeling industry. With offices located in Hilton Head, SC, Charleston, SC, Myrtle Beach, SC, Wilmington, NC, and Raleigh, NC, Contract Exteriors is best situated to service all customers with their exterior needs throughout North and South Carolina.

For further information, visit www.ContractExteriors.com, call Eugenia Marshall, VP of Sales & Customer Experience @ (843) 357-9234 or email E.Marshall@ContractExteriors.com.

More about Inc. and the Inc. 5000 Methodology

The 2018 Inc. 5000 is ranked according to percentage revenue growth when comparing 2014 and 2017. To qualify, companies must have been founded and generating revenue by

March 31, 2014. They had to be U.S.-based, privately held, for profit, and independent—not subsidiaries or divisions of other companies—as of December 31, 2017. (Since then, a number of companies on the list have gone public or been acquired.) The minimum revenue required for 2014 is \$100,000; the minimum for 2017 is \$2 million. As always, Inc. reserves the right to decline applicants for subjective reasons. Companies on the Inc. 500 are featured in Inc.'s September issue. They represent the top tier of the Inc. 5000, which can be found at <http://www.inc.com/inc5000>.

About Inc. Media

Founded in 1979 and acquired in 2005 by Mansueto Ventures, Inc. is the only major brand dedicated exclusively to owners and managers of growing private companies, with the aim to deliver real solutions for today's innovative company builders. Inc. took home the National Magazine Award for General Excellence in both 2014 and 2012. The total monthly audience reach for the brand has been growing significantly, from 2,000,000 in 2010 to more than 18,000,000 today. For more information, visit www.inc.com.

The Inc. 5000 is a list of the fastest-growing private companies in the nation. Started in 1982, this prestigious list has become the hallmark of entrepreneurial success. The Inc. 5000 Conference & Awards Ceremony is an annual event that celebrates the remarkable achievements of these companies. The event also offers informative workshops, celebrated keynote speakers, and evening functions.

For more information on Inc. and the Inc. 5000 Conference, visit <http://conference.inc.com/>.

For more information regarding this article contact Inc. Media & Drew Kerr @ (212) 849-8250 or email DKerr@Mansueto.com. ■

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The Fall Canfor Busting Clay with HGHBA tournament is scheduled for November 8th. 2018 Chairman of the Clay Committee, Berkley White says, "It is like golfing with guns, you have different stations with a variety of challenges." The tournament can be a well-attended fun-filled day with a client or you can reward your staff with a team building day.

This clay shooting event will take place once again at Backwoods Quail Club in Hemingway, SC. We always have a large group of participants so get your registration in early.

Every Fall the Horry Georgetown Home Builders Association has a CANFOR Busting Clay with HGHBA Tournament and during the event raffle tickets are sold to benefit a designated charity. Winners get a variety of prizes such as gift cards, hunting gear, grills, coolers, and much more. The HGHBA is requesting raffle prize items to help sell tickets for this fundraiser. This year our benefactor is Fostering Kids.

Contact Dee Nesbit at (843) 438-4124 or email Dee.Nesbit@hghba.com to obtain Clay Tournament registration forms, donate raffle items or learn about the sponsorship opportunities!



EDITORIAL CALENDAR 2018-2019

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- WINDOW COVERINGS & TREATMENT ~ Exterior & Interior

Space Reservation: October 19 Material Close: October 26

JANUARY / FEBRUARY ISSUE 2019

Distributed to show attendees @ the 2019 HGHBA February Home Show from BIS booth in the lobby next to the front entrance to the show in the Myrtle Beach Convention Center February 8th-10th.

- LOCAL BUILDING SUPPLY
- SUNROOM / ENCLOSURE / SCREEN ROOMS
- SITE WORK / BRICK / CONCRETE / PAVING

Space Reservation: January 4 Material Close: January 11

MARCH / APRIL ISSUE 2019

- FLOOR COVERING
- ENERGY EFFICIENCY

Space Reservation: March 1 Material Close: March 8

MAY / JUNE ISSUE 2019

- PLUMBING INSTALLATION
- FINANCIAL~ Residential & Commercial Lending

Space Reservation: April 26 Material Close: May 3

JULY / AUGUST ISSUE 2019

- OUTDOOR LIVING SPACE ~ Landscaping / Pools & Spas / Hardscapes / Outdoor Kitchens / Fireplaces / Lighting
- EXTERIOR PRODUCTS ~ Roofing / Siding / Specialty Products

Space Reservation: June 21 Material Close: June 28

SEPTEMBER / OCTOBER ISSUE 2019

Distributed to show attendees @ the 2019 HGHBA September Home Improvement & Outdoor Living Show from BIS booth in the lobby next to the front entrance to the show in the Myrtle Beach Convention Center.

- BATHROOM & KITCHEN DESIGN
- MILLWORK ~ Doors / Windows / Specialty Products

Space Reservation: August 16 Material Close: August 23

Each issue is directly mailed to target audience and posted online 30 days from material close date.

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