

contractor

THE MONTHLY PUBLICATION OF THE BUILDING CONTRACTORS ASSOCIATION OF SOUTHWESTERN IDAHO

"Every man owes part of his time and money to the business or industry to which he is engaged. No man has a moral right to withhold his support from an organization that is striving to improve conditions within his sphere."
- Theodore Roosevelt -

Associate ~~OF THE MONTH~~



Mike Van Artsdalen
Blind Appeal, LLC

See page 6

Spike of the Month



Cody Weight
Solitude Homes

See page 7 for Spike list



March GMM

BCASWI Sales & Marketing Council
MEMBER ONLY EVENT

LUNCHEON
Thursday., March 17, 2016
The Riverside Hotel
\$15 per person
11:30 - 1 p.m.



"Economic Development in the Boise Valley"

Guest Speaker: Clark Krause, Boise Valley Economic Partnership

Topics to include:

- Overview of the Boise Valley Economic Partnership
- Trends & Growths being seen in the Boise Valley

Reservations requested. - Call 377-3550 or see registration sheet on page 9. No-shows will be billed.

GOVERNMENT AFFAIRS

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NAHB HONORS LOCAL HOME BUILDER

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CAPS I & II COURSE

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BUSINESS MANAGEMENT COURSE

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BOARD OF DIRECTORS

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Joe Atalla, President '16-17'
Juston Hall, First VP '15-16'
Craig Hammett, VP/Secretary '16-17'
Patrick R. Minegar, Associate VP
Jason Peery, VP/Treasurer '16-17'
Jon Hastings, Immediate Past President
Steve Weeks, Immediate Past Treasurer
Steve Martinez, RMB, Member at Large

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Abram Neider '16-17'
Ted Mason '16-17'
Dan Richter '15-16'
Cody Weight '15-16'

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Trey Langford '15-16'
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Ray Behrman
Terry Heffner
Dale Sullivan
Frank Varriale
Ramon Yorgason



President's Perspective

by Joe Atalla, Berkeley Building Company, Inc.

It has been a busy month at the BCA. Boise was host to the most recent Idaho Building Contractors Association Board Meeting February 10th through the 12th. It was an encouraging and informative few days, surrounded by board members who traveled here from across the state. As always it was great to get to know new people from the different associations, with everyone coming together to share notes and discuss common goals and challenges. Associate members met and discussed increasing membership numbers. Presidents and Executive Officers participated in a round table discussion on each of our association's wins to celebrate and challenges that we continue to face. One of our big wins being the recent growth of our association membership and the elevated involvement of those members.

In addition, Pat Minegar and Ted Martinez put together our annual luncheon with our legislators. There was a positive turn out and we believe, it served to strengthen our relationships. It seems as though we have a common goal on the issues that lie ahead. It is reassuring to know we have their support.

Mark your calendar now. The next Idaho Building Contractors Association Board Meeting will be hosted in Coeur d'Alene this June, where we will continue to strategize on our shared issues that lie ahead, ensuring a cohesive stance and front for the benefit of our industry. Strength in numbers.

Respectfully,
Joe Atalla



Executive Overview

by Frankie Hickman-Rice, Executive Vice-President

Young Adult Households – where are they?

Just another one of those “what?” moments. NAHB research shows that two million households headed by 25 – 34 year olds are

“MIA” from the current housing market but could have been active players. As of 2014, more than 20 percent of young adult’s ages 25 to 34, or 8.8 million, live in homes of their parents or parents-in-law. This represents a sharp increase since 2000 when less than 12 percent, or 4.6 million, lived with parents. Even going back to 1990, when the youngest baby boomers filled the 25-34 age bracket, those living with parents accounted for 12.2 percent, or 5.3 million.

The rising probabilities of young adults to live with parents undoubtedly coincide with several recent demographic trends, such as the growing tendencies of 25-34 year olds to marry and have children later in life.

Rising college enrollment did not contribute much to the long-run trend of rising shares of young adults staying with parents either. Less than 13 percent of 25-34 year olds were enrolled in college or other school, as of 2014. The comparable shares in 1990 and 2000 were just slightly below, close to 12 percent. The share rose from 12 percent in 2007 to 14 percent in 2011 but came back down to under 13 percent by 2014. These short-term fluctuations suggest that college attendance among 24-35 year olds is cyclical, rising during the periods of high unemployment and declining as the economy improves, but contributing little to the long-run trend of rising shares of young adults living with parents.

Looking at 25-34 year olds who were able to strike out on their own and form their own households, the data reveal a shift toward renting and away from homeownership. Homeownership rates for this age group dropped from close to 47 percent in 2006 to 37 percent in 2014. This points at the lack of income growth for young adults as a factor undermining their economic ability for independent living and homeownership. The analysis shows that 25-34 year olds were most severely affected by stagnating incomes.

This takes us back to the opening sentence of Households headed by 25 – 34 years olds are missing in action in the current housing market. We will see how this plays out over time.

A Look Ahead April

**Members Only Meetings - For
membership information call 377-3550.**

*All dates, times and locations are subject to
change. Please call for confirmation - 377-3550.*

- 12 Builders-Codes Council/Developers Council/Government Affairs, 3 p.m., BCA
- 13 Associates Council/Membership Committee, Noon, BCA, RSVP for lunch.
- 19 Executive Committee, 11:30 a.m.
- 20 Sales & Marketing Council, Noon, BCA - RSVP for lunch
- 21 Board of Directors, 4 p.m., BCA
- 28 BCASWI General Membership Meeting - Parade of Homes Banquet, 5:30 p.m., Grove Hotel. Reservations required in advance.

BCASWI ASSOCIATION STAFF

Frankie Hickman-Rice,
Executive Vice-President

Autumn Gestrin-Blume,
Communications Projects Director

Heather Dase, Membership Director

Emily Covington, Receptionist



Membership The Foundation

Heather Dase,
BCASWI Membership Director

March is here!

It seems like winter has been taking its sweet time transitioning into spring. I don't know about you, but I am certainly done with Jack Frost nipping at my nose.

I would like to take a moment to thank all of our amazing sponsors for making the 2016 Associates Council Casino Night a "Hit". Alside Supply, BlindSource, Blu Fish Photography, Coltrin Central Vacuum, Countryside Design, Disaster Response Team by UltraClean, ESP Printing and Mailing, Fairway Independent Mortgage, Ferguson Bath, Kitchen & Lighting Gallery, Fuhriman Insurance Agency Inc., HomeStreet Bank, NexTitle, Overhead Door Co. of SWI, Premier Mortgage Resources, Roth Distributing, and Silver Creek Supply, THANK YOU!

If you are curious about the upcoming events for March, here's what's happening!

On Thursday, March 17th at The Riverside Hotel, join us for the Sales & Marketing General Membership luncheon meeting. This is where guest speaker from Boise Valley Economic Partnership, Clark Krause, will give a presentation on the economic development in the Boise Valley. The sign-ups are available on our website, I can email or fax you one, or "March" into our office and sign up today. Reservations and payment are required in advanced. This event is for members only.

March 17th also kicks off the Boise Spring Home & Garden Show. This is held at the Expo Idaho Fairgrounds. Members will receive a discount off membership dues with a verification from Spectra Productions. There will also be a BCASWI Guest night. Watch for more information on how to receive your guest pass to attend for free!

Are you hungry for more knowledge?

Come feed your minds and desire for the management skills that give industry leaders the edge! March 28th, 29th & 30th, join us at the BCASWI office for Business Management for Building Professionals, CAPS I & CAPS II. All 3 Courses are required in order to earn the CAPS certification. There are member and non-member fees available. Class sizes are limited. A registration and full payment is required prior to the deadline. The registration forms are available on our website, or contact Heather for more information.

It is that time of year again for the BCASWI Sales & Marketing Scholarship applications. This is open to all BCASWI members and immediate family members either continuing their education after high school or while they are still attending college. Scholarships will be awarded based on how many applicants received and the score given by the scholarship applicant reviewers. For an application and criteria for eligibility, visit our website. For more information, please contact Heather.

This month we will be moving our clocks forward, forcing us to spring ahead. Although we don't have much control over time, we can control what we do during our time. I challenge you all to "spring" in more often for membership involvement at BCASWI events and meetings.

Make it a great month!

New Membership and Renewals

The BCASWI wishes to thank the following new member companies and membership renewal companies. "Without Your Membership, We'd Be Lost!" If you have comments regarding any of these memberships, please direct them in writing to the Membership Committee, 6206 N. Discovery Way, Suite A, Boise, ID 83713. (Per the By-Laws, Art. 1, Sec. 2)

For a full list of members please go to the Classified Directory on our website at bcaswi.org.

BOISE RIVER REALTY
GERALD DALTON

HUSKEY LANDSCAPING LLC
BLAKE HUSKEY

MERIDIAN FENCE LLC
TRAVIS CHESLEY

RIMROCK ROOFING
JED ASTLE

RIVERROCK CONSTRUCTION, LLC
TERRY TORRENCE

WASHINGTON TRUST BANK
SANDRA MAJORS



SKYLINE COMP. DBA GREEN VILLAGE DEVELOPMENT
TUCKER JOHNSON

A-1 HEATING & AIR CONDITIONING
PAT MINEGAR

ROBERTSON SUPPLY, INC.
PAUL SMITH

INTERMOUNTAIN GAS COMPANY
GREG WEGNER

AMYX BUILDER, INC.
JOE AMYX

NAMPA FLOORS & INTERIORS
ROGER WILSON

US BANK HOME MORTGAGE
MICHAEL PREECE



KBOI TV
ROBERT TRUMAN

B & B ELECTRIC
TOM BROWN

FLAHERTY CUSTOM HOMES, LLC
JOHN FLAHERTY

NEXTITLE
KRIS MILLER

TAHOE HOMES, LLC

CONGER MANAGEMENT GROUP
JIM D CONGER

WOODHOUSE GROUP
ORSON WOODHOUSE



LEATHAM LANDSCAPES LLC
STAN N LEATHAM

CSC, LLC
DAVE MORTENSEN

MAJESTIC FLOORING & DESIGN
ROD BRADLEY

JOHN L. SCOTT BOISE
CRAIG GROVES

EAGLEWOOD HOMES, INC.
ABRAM NEIDER

HAYDEN HOMES, LLC
RYAN JENNINGS

ASBURY CONSTRUCTION
JOHN ASBURY

FRONT STREET BROKERS
MIKE TURNER



CONTEMPO TILE
BRIAN DITTO

ALTURAS HOMES, LLC
ROD GIVENS

ECHELON FINE HOME
AMY FOSTER DAVIS

TODD CAMPBELL CUSTOM HOMES
TODD CAMPBELL

TREASURE VALLEY DOOR & TRIM SALES
VIRGIL ROPP

NEW CASTLE REAL ESTATE GROUP
BETHANY URWIN

STONE SURFACES
BRIAN FARNSWORTH

WOOD BROTHERS TRUCKING
DARREN WOOD

PRO-PAC INTERIORS, INC.
SHAUN FITZGERALD

GROVERS PAY & PACK ELECTRIC
DAVID BLAYDON

GARDNER COMPANY
WESTON ARNELL

SILVERHAWK REALTY
BRENDA KOLSEN

NEIGHBORWORKS BOISE AND NHS COMM.
BUDDY COMPHER

GARDNER HOMES IDAHO
DAN FOUTZ

PAYNEWEST INSURANCE
KEVIN QUINN

CONTINUED ON PAGE 10

Associate of the Month

Mike Van Artsdalen, Blind Appeal, LLC

Mike came on board as Field Manager with Blind Appeal in October of 2015, at the invitation of his uncle, Blind Appeal co-owner. Mike reaches out to contractors and real estate agencies, and those involved in building, buying, selling, and designing homes to introduce them to Blind Appeal and the window coverings they offer. Mike's strong people skills and knowledge of the Idaho Building Industry have truly enhanced what Blind Appeal has to offer.

At Blind Appeal, the showroom is brought to the customer in the convenience and comfort of their own home. Blind Appeal provides free estimates, bringing plenty of samples and styles from which to choose that will showcase each individual taste and style. Their lifetime service and satisfaction guarantees result in an optimal and ideal experience for their customers.

Blind Appeal offers primarily Graber, Lafayette, Alta, & Comfortex window covering products. They believe these products offer the highest quality with the overall best value. All of their products are from manufacturers that are strongly committed to their customers as well.

Mike holds a degree in Art Education and Visual Art from BSU which makes him perfect for our team as he has a history of working great with people, has an eye for aesthetics – in particular colors and products that look good in homes and businesses alike. His enthusiasm, skills, and energy make him an excellent addition to the team.

Mike is married to Kari, an RN for St. Luke's, and they have two sons, Brayden and Liam. His hobbies include ceramics, playing the drums,

biking, tennis, snow & water sports, and he and his family are actively involved in his Rock Harbor Church community.

Mike is a member of BCI, BCASWI, SRVBCA, BNI, WCR, & BRR. Blind Appeal is a member of BBB, and the Meridian and Nampa Chamber of Commerce. Check out their new website: www.BlindAppeal.com.

You can contact Mike at 208-871-8695 or email: Mike@BlindAppeal.com. You can also call the office at 888-1056.

BCASWI FEATURED TRADES OF THE MONTH

<u>TRADE</u>	<u>MEMBER CO.</u>
Framing Labor:	Scott Eastman Framing
Roofing Labor:	K.D. Roofing Inc. Signature Roofing LLC
Exterior brick:	Pacific Supply
Overhead Garage Doors:	Action Garage Doors Overhead Door Co. Of SWI
Floor Truss System:	Valley Truss Company
Roof Truss System:	Inteframe Components Roberts Truss Inc. Valley Truss Company

Each month the Membership Committee randomly draws BCASWI trades to list and feature on a board in the BCA conference room and in the newsletter. The goal is to show members who they can do business with as well as encourage signing up members used but not showing under the trade. For questions contact Heather Dase - 377-3550.



<i>Status</i>	<i>Name</i>	<i>Members</i>
STATESMAN SPIKE - 500	Larry Van Hees	613.0
	Jerry Nemeč	584.0
SUPER SPIKES - 250	Dave Mortensen	281.5
	Ted Martinez	262.5
	Chuck Miller	257.0
ROYAL SPIKES - 150	Steve Martinez	247.0
	Chris Conner	207.25
	Todd Amyx	198.5
	Bob Barnes Jr.	188.0
	Burt Smith	188.0
	Kent Mortensen	174.0
	John Seidl	159.5
Pat Minegar	153.5	
RED SPIKES - 100	Jeni Sexton	140.0
	Frank Varriale	126.0
	Wayne Stacy	121.5
	Bill Davis	118.5
	Ron Whitney	116.5
	Marie Hanson	111.0
	Juston Hall	108.5
	Tracy Dixon	108.0
	Dave Yorgason	105.0
GREEN SPIKES - 50	Dale Sullivan	96.5
	Dennis Schaffner	90.0
	Billy Mahan	79.0
	Karen Beamguard	77.0
	Eric Smith	72.5
	Bob Barnes Sr.	67.75
	Vicki White	60.0
	Sarah Seidl	57.5
	Milford Terrell	57.5
	Zach Evans	56.5
	Eric Stunz	54.0
	Ramon Yorgason	52.5
	LIFE SPIKES - 25	Robert Mortensen
Dale Conrad		42.5
Steve Weeks		42.5
Ray Rice		40.0
Craig Groves		37.5
Russ VanWagenen		32.5
Erick Wadsworth		32.0
Dwayne Speeple		31.5
Dick Lierz		31.0
Ted Mason		27.5
Bud Fisher		26.0

BLUE SPIKES - 6

Jake Centers	24.0
Trey Langford	19.5
Jon Hastings	18.0
Jeff Thompson	18.0
Cade Coltrin	16.0
Joe Atalla	15.5
Thomas Coleman	10.5
Matt Knickrehm	9.0
Mike LaRue	9.0
Barb McDermott	7.75
Clay Boyce	7.0
Reata Conner	7.0
Tammy Schacher	7.0
Cody Weight	7.0
Karen Ellis	6.0
Don Flynn	6.0
Jon Yorgason	6.0

Candidates

Spike candidates are called "Tacks." Tacks must earn 6 credits to become a "Spike"

4.5 - 5.5 Credits

Danielle Cullip
Eric Evan
Rod Givens
Kevin Howell
Tammy Lanore
Jeff Martel
Brad Minasian
Rob Pearce
Shaun Urwin
Mark Wilkins

3 - 4.0 Credits

Corey Barton
Mike Brown
Robert Bruno
Kirk Ciccarello
Dan Clark
Steve Edwards
Nate Fehrenbacher
Jason Geisler
Joe Grubiak
Craig Hammett
Lars Hansen

Steven Hanson
Tim Mallon
Trudy Mallon
Abram Neider
Don Newell
Jason Peery
Alicia Rodman
Stephen Sengelmann
Ingo Stroup
Pat Waller
Marvin Ward
Ray Westmoreland
David Wipper

1.5 - 2.5 Credits

Kevin Amar
Dennis Baker
Kristen Booth
Heather Echeverria
John Flaherty
Bryant Forrester
Dan Foutz
Spencer Kofoed
Brenda Kolsen
Christine Langhorst
PJ Nava
Barb Perry
Dan Richter
Lance Snyder
Jake Tunison

Steve Warren
Roger Wilson
Darren Wood

.5 - 1.0 Credits

Martin Artis
Brent Belveal
Alan Berman
Kami Brant
Todd Campbell
Chad Christensen
Peggy Deffenbaugh
Matthew Gardner
Rick Garret
Don Hubble
Justin Hubble
Justin Mai
Brian Morkid
Jason Ramsey
Stan Ray
Clint Rogers
Chad Smith
Christal Smith
Jennifer Tiffany

According to the rules of the Spike Club program to become a Spike member, an individual must sign up 6 new members - which earns 6 Spike Credits - within two consecutive years. To retain that Spike status a minimum of one new member - which earns 1 credit (new or retention) - must be earned each year until a total of 25 credits have been earned - which triggers Life Spike status. For individuals that do not earn 6 credits by December of their second year of recruiting, all credits from the first year are forfeited.

Government Affairs

Reports from Participating Jurisdictions:

ACHD: Complete report provided via email but it shows December commercial down from November; Residential down from November; Final Plats for January 6 and buildable lots for January 77. Provided by Karen after the meeting.

Ada County Building Department – Total Reporting single family 36; commercial 3; 40 mechanical and 14 other building permits. A total of 6 plats and 7 signed. Number of lots for each city are: 66 Meridian, 30 Boise, 32 in Kuna and 13 in Star.

Meridian Building Department: 94 single family; multi-family at 20, and 1 commercial. Also, 14 TI; 366 Electrical and 13 apartments and 364 mechanicals.

Star: RESIDENTIAL PERMITS # of Bldg. Permits

Month	2016	2015	2014
October	17	14	27
November	15	7	8
December	17	18	8
January	10	8	24
February		20	17
March		21	17
April		15	18
May		24	29
June		19	11
July		21	15
August		15	19
September		17	11
	59	199	204

Miscellaneous discussion included: Letter to the Governor about Trade boards and public member appointments; side yard easements in residential and commercial taking 8 – 9 weeks; ACHD will begin the

second review of the Stormwater policy later this month. Boise City impact fee advisory committee still determining new fees and the BCA has expressed its concerns over these new fees. Another hot issue for ACHD is the Emerald/Executive expansion being discussed; ACHD 2nd year arterial corridor and intersection.

The market report synopsis: (1) New Construction median sales price is down to \$286,125 which is 11% from last month and 9% decrease over last year this time. (2) Affordability of the median price is still down according to F/M and Fr/M. (3) Inventory is down over last month but up over last year. (4) Rolling average of sales is slightly up 5.3 from 5.0 last month. (5) Pending sales are up over last month at 394 compared to 353 last month.

Other items being monitored:

Meridian Chinden Boulevard / US 20-26 task force is pushing for an expansion of Hwy 20/26 between Eagle and Black Cat. They are asking for letters of support from industry organizations, faith groups, businesses and private residents. (2) EPA Small Lot SWPPP monitoring (3) State Historical Society – is an enforced study on a building site in the foothills. Goal is to identify the historical and monitor the issue.

The second Tuesday of every month at 3pm this council meets and discusses those things impacting our industry at the regulatory level. Everyone is encouraged and invited to attend. At our BCA Office conference room, 6206 N Discovery Way, Ste. A.

BCASWI
MARCH GENERAL MEMBERSHIP MEETING

Presented by the BCASWI Sales & Marketing Council



“ECONOMIC DEVELOPMENT IN THE BOISE VALLEY”

Guest Speaker: Clark Krause, Boise Valley Economic Partnership

Topics to include: Overview of the Boise Valley Economic Partnership.
Trends & Growths Being Seen In the Boise Valley.

Thursday, March 17th

11:30 – 1:00 pm Luncheon

The Riverside Hotel

2900 W. Chinden Blvd.

Boise, ID 83714

\$15.00 per person, RSVP required in advance!

BCASWI Members Only!

Please fill out the bottom portion as your registration for the March General Membership Meeting. Please send with payment information to fax: 208-377-3553, email to Heather Dase at Hsciola@heritagewifi.com or mail to: BCASWI 6206 N. Discovery Way, Ste. A Boise, ID 83713.
Call the BCASWI office at 208-377-3550 for more information.

Company Name: _____ Phone Number: _____

Attendees:

Please charge my Visa/MC or Discover: \$ _____

Card#: _____ Exp: _____ VCode: _____ Zip: _____

Signature: _____

NAHB HONORS LOCAL HOMEBUILDER CHUCK MILLER AS 2015 MIRM OF THE YEAR



WASHINGTON, D.C., Feb. 3 – Idaho builder Chuck Miller, CAPS, CGB, CGP, CGR, CMP, CSP, GMB, Master CSP, MIRM, of Chuck Miller Construction, Inc., has been named the 2015 Master in Residential Marketing (MIRM) of the Year by the National Association of Home Builders. The MIRM represents the pinnacle of new home sales education because it represents years of industry experience, serious coursework requirements and a one-of-a-kind requirement for a successful case study to complete the designation. That means that there are not a lot of MIRM designees in the market, but those who are, are the leaders in their field.

Miller is past president and Life Director and the current chairman of the Building Contractors Association of Southwestern Idaho Ethics and Arbitration Committee, Sales and Marketing Council and Education Committee. The association recognized Miller as the 2003 Builder of the Year for his

service to the association, the building industry, and the community. Miller believes in life-long learning and has earned nine professional designations from NAHB. Miller is also a licensed instructor for NAHB Education.

“By presenting the Designee of the Year awards, NAHB honors individuals who fully embody our ideals,” said 2015 NAHB Education Chair Tom Stephani, CAPS, CGP, CGR, GMB and MIRM, an Illinois custom home builder and instructor. “These are our leaders. They incorporate innovative practices and techniques that ultimately benefit home buyers and home owners as they shine a positive light on our industry and inspire others through their commitment to excellence.”

“NAHB strives to improve professionalism among our members and elevate the industry through education. We strongly encourage builders, remodelers and other housing professionals to reach the next stage in their careers by earning an NAHB designation,” said Stephani. Chuck Miller and other leading industry professionals were recognized on Jan. 18 at the Designation Achievement Reception just before the 2016 NAHB International Builders’ Show in Las Vegas.

CONTINUED FROM PAGE 5 - MEMBERSHIP RENEWALS

GUERDON ENTERPRISES LLC
RICK MURDOCK

BANNER BANK
DAVID BARCLAY

VALLI HI CUSTOM HOMES LLC
MIKE CAVEN

AD RESIDENTIAL DESIGN AND DRAFTING
KYLE HALL

COLLINS TRUWOOD SIDING & TRIM
BILL MOYER

EAGLE HOME MORTGAGE
JENNY BATHURST

MADDYN HOMES
KYLE ENZLER

TRIDENT HOMES LLC
TRACY SKIDMORE

LANDMARK PACIFIC INVESTORS LLC
DON NEWELL

There's Reason to Be Excited About the U.S. Housing Market

“Momentum builds again after return to a post-recession pace.”

Luke Kawa , Bloomberg Business

Economic data and corporate earnings reports released on Tuesday make it easy to remember why the housing market is expected to be one of the U.S. economy's bright spots for years to come.

Home Depot Inc. and Toll Brothers Inc. reported their calendar fourth-quarter 2015 results before the market opened, both exceeding analyst estimates on the top and bottom lines. Douglas Yearley, chief executive officer of Toll Brothers, said a dearth of labor crimped the luxury-home giant's operations by extending build times, a sign of strong activity in the sector. During an interview on Bloomberg TV, Yearley noted that he didn't see any recessionary conditions in the U.S. but cautioned that volatility in financial markets was beginning to weigh on deals.

A larger-than-expected decline in new home purchases last month, tied to a drop in contract signings in the western U.S., was seen as a return to a steadier post-recession pace. Persistent job creation, signs of bigger wage growth and cheap borrowing costs are buoying sales and helping alleviate the weakness in factory output tied to sluggish global demand.

"There's no question that some buyers have been a bit hesitant as they watch what's going on in the global markets," Yearley said. "There's a real disconnect right now between the housing market—and our particular business, which is the luxury housing market—and the broader markets."

While the downdraft in equity prices won't make Americans feel any richer, home price appreciation should help cushion the blow.

The S&P/Case-Shiller Home Price Index rose 5.74 percent year-over-year in December, with metropolitan areas that include Portland, Ore. and Denver up by double digits on an annual basis. Analysts at Bespoke Investment Group observed that strength in home prices isn't concentrated in coastal cities. For example, home prices across the country are rising at a faster clip than New York City.

"After soaring relative to the rest of the country in the 2000s and during the housing crash, New York housing is back to the previous relative price level we saw in about 2000," wrote Bespoke. Borrowing from a certain Republican presidential candidate, the analysts concluded that, "In a certain sense, home price appreciation outside major cities is 'making middle America great again.'"

Meanwhile, existing home sales for January inched up to a seasonally adjusted annualized rate of 5.47-million, a tick shy of the July 2015 post-recession peak.

"Home sales are at cycle highs, but the market still seems mainly to be dominated by supply constraints," said Johnny Bo Jakobsen, chief analyst at Nordea Markets. "Thus, at the current sales pace, it would take only four months to clear the supply of homes on the markets. This suggests that home prices generally still continue to rise at a solid pace."

Guillermo Roditi Dominguez, portfolio manager at New River Investments, pointed out that the plethora of activities that tend to accompany home sales (such as appraisals, renovations, new furnishings, and moving costs) provide a significantly positive economic impulse.

Home Depot is certainly one of the beneficiaries of those ripple effects. The home improvement giant extended its stretch of same-store sales increases to a whopping 19 consecutive quarters, raised its dividend by 17 percent, and guided for revenue growth of as much as 6 percent. Carol Tome, the retailer's finance chief, was less worried than Toll Brothers about this year's market roller-coaster ride, saying on a conference call that she hasn't seen any evidence of a negative wealth effect to date.

According to her boss, Home Depot CEO Craig Menear, the cyclical and structural stars continue to align for the company's U.S. business.

"Turning to the macro environment, while 2016 consensus U.S. [gross domestic product] growth projections have moderated, we continue to see positive signs in the housing data, with home price appreciation, housing turnover, and household formation being the key drivers of growth for our business," he said.

CAPS I & CAPS II

Certified Aging in Place Specialist

(6 CE credits each)

*Bus. Mgmt. for Bldg. Prof. course is required to obtain CAPS Certification



March 29th & 30th, 2016
Location: BCASWI Office
6206 N. Discovery Way Ste. A Boise,
ID 83713
Time: 9:00 a.m.—5:00 p.m.

Registration Info.
\$250 Members
\$275 Non-Members
(EACH CLASS)
*Payment must
accompany registration

Instructor: Chuck Miller, GMB, CGB, CGR, CGP, CAPS, MIRM, CMP, MCSP, CSP, EMT
Chuck Miller Construction

About the Course: This 2-day program CAPS I & CAPS II teaches the strategies and techniques for marketing, designing and building aesthetically enriching, barrier-free living environments. CAPS addresses the communication and technical needs to a specific market.

Benefits of the CAPS Designation

- Listing in a searchable, national CAPS directory from NAHB and AARP websites.
- Marketing & Customer Service tools to gain access to the burgeoning aging-in-place market.
- Technical knowledge
- Greater understanding of the aging-in-place population.

To register please fill in information below and email to: HSciola@heritagewifi.com or contact Heather at 377-3550 for more information

Name: _____ Phone: _____

Address: _____

Email: _____

() Check enclosed () Charge Visa/MC or Discover \$ _____

Card #: _____ Exp: _____

3 digit # _____ Signature: _____ ZIP _____

Building Contractors Association of
Southwestern Idaho

Business Management for Building Professionals

March 28th, 2016

9:00 a.m. to 5:00 p.m.

\$250 Members/\$275 Non-Members

Place: BCASWI Office (see bottom of flyer for address)

Instructor: Chuck Miller, Chuck Miller Construction
GMB, CGB, CGP, CAPS, MIRM, CMP, MCSP, CSP,
CGR, EMT



Learn the management skills that give industry leaders the edge. The course will give you a solid foundation in those best business practices so valuable to smaller businesses: planning, organizing, staffing/directing and controlling. By using case studies and sample forms, your instructors give you the practical and applicable tools for management success. As a graduate of this course, you will be able to:

- Discuss common business challenges and learn practical tips and tools to overcome them
- Explain the three basic functional areas within a company
- List the five main tools used to improve business
- Apply each of the five P's to the three functional areas of the business
- Identify methods of recruiting, interviewing, training and retaining quality personnel
- Apply the key measures of business performance to your own business

To register, fill out the form below and fax back to Heather at 377-3553.

Company: _____ Ph: _____

Student Name: _____

Address: _____

Visa/MC/Discover #: _____

Exp: _____ Sec. Code: _____ Zip: _____ \$ _____

Signature: _____

BCASWI 6206 N. Discovery Way, Ste A. Boise, ID 83713

Ph: 208-377-3550 or Email: hsciola@heritagewifi.com

BCASWI Mission Statement and Goals

Statement

The Building Contractors Association of Southwestern Idaho is a nonprofit organization dedicated to promoting the responsible development of our community. Utilizing the collective strengths and talents of our members, we represent the American Dream politically, economically and professionally.

Mission Goals

- To be the respected voice of the building industry.
- To be the deciding factor in political, legislative and regulatory matters.
- To be the leader in protecting and enhancing the quality of

life through effective stewardship of the land.

- To be the resource for members to enhance business opportunities.
- To be the leader in promoting partnerships with the community groups, related industries and governmental entities to accommodate an expanding economy.
- To provide educational opportunities for the professional advancement of its members.

IT'S GOOD BUSINESS TO DO BUSINESS WITH A MEMBER.

PLEASE TAKE NOTE OF OUR MEMBER ADVERTISERS WHO SUPPORT OUR PUBLICATIONS.



THE BUILDING CONTRACTORS ASSOCIATION OF SOUTHWESTERN IDAHO

6206 N. Discovery Way, Suite A • Boise, Idaho 83713

Phone: (208) 377-3550 Fax: (208) 377-3553

Website: www.bcaswi.org E-mail: bca@heritagewifi.com

