

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*



Jeff Nafsinger
Robertson Supply

See page 6

Spike of the Month



Karen Ellis
Coldwell Banker TG

See page 7 for Spike list

Building Contractors Association of Southwestern Idaho

Annual Meeting of the Members

Board of Directors Elections

*November General Membership Meeting
Tuesday, November 15, 2016*

The Courtyard Marriott

\$18 Per Person

11:30 Luncheon

Reservation sheet on page 13.



Mark Your Calendar, Then
Mark Your Vote

GOVERNMENT AFFAIRS

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CHRISTMAS PARTY & 60
YEAR CELEBRATION
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ASSOCIATES COUNCIL
TAILGATE PARTY

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INDUSTRY AWARD
NOMINATION FORM

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BOARD OF DIRECTORS

EXECUTIVE COMMITTEE OFFICERS

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

BUILDER DIRECTORS

Heather Echevarria '16-17'
Dan Foutz '15-16'
Rod Givens '16-17'
Abram Neider '16-17'
Ted Mason '16-17'
Dan Richter '15-16'

ASSOCIATE DIRECTORS

Bud Browne '16-17'
Amy Hawkins '15-16'
Barb McDermott '15-16'
Mark Wilkins '16-17'

ACTIVE LIFE DIRECTORS

Todd Amyx, RMB
Bob Barnes, Jr.
Chris Conner, RMB
Tracy Dixon
Zach Evans
Steve Martinez, RMB
Ted Martinez
Chuck Miller
Patrick R. Minegar
Dave Mortensen
Kent Mortensen
Dennis Schaffner,
RMB
John Seidl
Burt Smith
Eric Smith
Wayne Stacy
Jeff Thompson, RMB

Larry Van Hees

Steve Weeks
Ron Whitney
Dave Yorgason
Jon Yorgason

LIFE DIRECTORS

Ray Behrman
Keith Borup
Bill Davis
Marie Hanson
Terry Heffner
Jerry Nemece
Dwayne Speegle
Dale Sullivan
Frank Varriale
Ray Westmoreland
Ramon Yorgason



President's Perspective

by Joe Atalla, Berkeley Building Company, Inc.

We have just wrapped up the Idaho Building Contractors Associations Fall State Board meeting. For those who aren't familiar, the State meetings occur three times each year, twice which are hosted locally by the Southwest Idaho BCA, and once at a rotating location. This session was hosted by our team at the Southwest Idaho BCA in beautiful McCall, Idaho...at the even more stunning Shore Lodge facility. And although much work was accomplished, we were lucky enough to do so while surrounded by beautiful Payette Lake views.

The event took place October 12th through the 14th with Presidents, Executive Officers and the Leadership Teams from across the State. As we gathered to address pending State business, it was also apparent what a great opportunity it was to learn from other colleague's personal business practices, as well as their work within their local Associations.

The next Winter Board meetings are scheduled to take place in February, here in Boise. I would greatly encourage you all to attend, participate and see first-hand what so many are all working to accomplish on the State level. It is an inspiring and dedicated group of men and women that come together to represent and protect our interests.

In addition to the Fall State meeting, we recently held our Annual BCASWI Building Products Showcase & 2017 Parade of Homes Contract Signing and Magazine Cover Auction at the Riverside Hotel. A sincere thank you to all of the Associates who so festively participated in both purchasing a booth, donating raffle items and showcasing your wears to make it an eventful evening for all in attendance. We couldn't do it without your incredible support and we look forward to an amazing 2017 Spring Parade season.

Respectfully,
Joe Atalla

BCA Executive Overview

by Frankie Hickman-Rice, Executive Vice-President

Welcome all generations!!!!

The uniqueness of our industry is that it encompasses all generations. Not just Millennials; not just Gen-X's and not just "boomers".

More and more I find myself with the opportunity to participate in a discussion that primarily addresses what is called the "next" generation. It always makes me proud to see that BCASWI has a HUGE involvement of the next generation assuming it is the "younger" group.

For the record, it is a proven fact that Association members of all generations will always want:

- Personal invitations/connections
- Opportunities to learn and grow
- Volunteer opportunities: "Micro-Volunteering"
- Collaborative discussion
- To **not be marginalized** as "young or old"

The needs and wants of our members still includes generating dialogue and engagement with each other; enjoying a culture of engagement; continue to align the BCA's mission with its product while adapting to a changing landscape.

Our current recruitment strategy is to ensure the association stays healthy and focus on all members while developing leadership. Sometimes we need a change and we do it. Even though it feels like all we did was update the name of the event. Truly it is whatever works that gives the product or event, the personality of those planning it and making it happen.

The doors and events are open to all. Come be a part of it.

A Look Ahead December

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

- 2 Christmas Party & 60 Year Anniversary Celebration, 5:30 p.m., The Riverside Hotel
- 8 Spike Club Christmas Party, 4 p.m., Spikes Only
- 13 • Executive Committee, 11:30 a.m.
• Builders-Codes Council/Developers Council/Government Affairs, 3 p.m., BCA
- 14 Associates Council, Noon, BCA, RSVP for lunch.
- 15 Membership Committee, Noon, BCA, RSVP for lunch.
- 21 Sales & Marketing Council, Noon, BCA - RSVP for lunch

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

BCASWI ASSOCIATION STAFF

Frankie Hickman-Rice,
Executive Vice-President

Autumn Gestrin-Blume,
Communications Projects Director

Heather Hooglander, Membership Director

Emily Covington, Receptionist



Membership The Foundation

Heather Hooglander,
BCASWI Membership Director

Welcome November!

Did you attend the Building Products Showcase in October? There was outstanding involvement from both Associate and Builder Members. It was a great time had by all. New to this event this year was a Hawaiian theme. The prize for the best decorated booth went to A Company Portable Restrooms. The prize was a one night stay to The Riverside Hotel, sponsored by The Riverside Hotel. Thank you to our other sponsor, a fishing trip raffle, sponsored by A-1 Heating and Air Conditioning. The winner was Mike Shannahan with Boise Building Company. And of course thank you to all of the vendors for their participation and helping to make this a memorable event.

If you missed your chance to come participate at the last event, mark your calendars for the following dates! November 12th is the 1st Annual Associates Council Tailgate Party. Come watch Boise State University take on Hawaii. This is not your typical tailgate party. It is actually being held at a venue called "The Tailgate". What makes this better than an actual tailgate is, there will be a buffet of tasty appetizers, warm place to sit to watch the game, and no lines at the porta potty! (Wooo hooo -there is indoor plumbing.) Sorry, no kiddos allowed at this event. For members only. Limited seating – sign up with Heather today!

November 15th is the November General Membership Meeting - "Annual Meeting of the Members, Board of Directions Elections." This is being held at The Courtyard Marriott on South Eagle Rd. in Meridian. Registrations are available online or contact Emily on details of how to get registered.

Believe it or not, start thinking Christmas! December 2nd at The Riverside Hotel, come celebrate 2 events. It is not only the BCASWI Christmas Party, but also the 60th Year Anniversary Celebration. There will be a few extra fun things planned this year, so you better not pout, you better not cry, you better not miss out, I will tell you why! It is a fun filled evening with awards, dinner, dancing and.....come see! Sponsorships and registrations are available now. Contact Emily at the BCASWI office to see how you can get involved in making this an unforgettable celebration.

As your Membership Director, I strive to deliver the best member experience possible. One way you can help me is by updating your company information. Keep your eyes out for the 2017 Online Verification Form. If you don't have any changes, there is no need to fill out the form. If you think you may have changes in the past year, please fill out the form and send it back to Heather. Updates are of vital importance to your membership. If you have questions about the information we have listed in our database for your member company, please do not hesitate to contact me.

How many cooks does it take to stuff a turkey?
One, but you really have to squeeze him in!

Happy Thanksgiving Everyone!

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.

NEW MEMBERS

DBS WEB SOLUTIONS
DALTON SAVAGE

IDACAL PROPERTIES LLC
NIK BUICH

IDAHO REAL ESTATE ASSOCIATES
RON MCCONNELL

PREMIER SIGNS INC.
RYAN ANDERTON

S & B PLUMBING
SYLVAN SPENCE

SCHULTZ DEVELOPMENT
MATT SCHULTZ



AMYX SIGNATURE HOMES
TODD AMYX RMB

**TRADEWINDS GENERAL
CONTRACTING**
STEVE MARTINEZ RMB

OVERLAND LUMBER
BILL CURTIS JR

B & A ENGINEERS, INC.
JOSEPH D CANNING

LIFESTYLE HOME DESIGN & CONST.
MGMT
KENT MORTENSEN



THE LEAVITT GROUP OF BOISE, INC.
DWAYNE SPEEGLE

SEIDL HOME COMPANY, INC.
SARAH AND JOHN SEIDL

COLTRIN CENTRAL VACUUM
SYSTEMS
CADE COLTRIN

CHUCK MILLER CONSTRUCTION
CHUCK MILLER

SHADOW MOUNTAIN CONST., INC.
DONALD FLYNN



A-CORE OF BOISE, INC.

SCRIPPS
VICTORIA DEGROOT

RISCH PISCA, PLLC
JEREMY PISCA

CSC, LLC
DAVE MORTENSEN

BIG CITY INSULATION
MANUEL JIMENEZ

SILVERCREEK REALTY GROUP
AARON DOUGHTY

BELVEAL CONSTRUCTION SERVICES
BRENT BELVEAL

KYLE'S CUSTOM WOOD SHOP
STEVE MALLATT



GREAT FLOORS
MORRIS WEATHERFORD

CONTINUED ON PAGE 10



BCASWI Christmas Party & 60 Year Anniversary

Friday, Dec. 2, 2016
Riverside Hotel
(Chinden Blvd. - Boise)

5:30 p.m. - Dinner/Awards/Dancing

\$50 per person
Assigned Seating
Attire: After 5 or Business Casual

Reservations must be made and paid for
by November 28th.
Call Emily at the BCA - 377-3550.

Special Room Rates are available for this event. \$92 a night, includes breakfast. Contact the Riverside to make room reservations. Mention BCASWI Christmas Party to receive special rate.



In the spirit of giving, everyone is encouraged to bring a new, unwrapped toy for **Toys for Tots**.

- Sponsorships Available -

Reservations



- Please provide the following information:
 - Name of each person.**
Payment information (Visa/MC/Discover, check or cash) **All payments required in advance.**
- Assigned Seating.
- \$50 per person.
- Deadline for reservations is November 28th.
- Call 377-3550, fax 377-3553 or e-mail to reception@heritagewifi.com.

Company: _____

Names

- _____
- _____
- _____
- _____
- _____
- _____
- _____
- _____

____ Check ____ Visa/MC/Discover

_____ Exp. Date: ____ VCode: ____

Zip Code: _____

____ Dinners at \$50 each = \$ _____

Signature _____



Associate of the Month

Jeff Nafsingr, Robertson Supply

2016 marked Jeff's 17th year of working in the construction industry here in the Treasure Valley, along with a two-year stint in Western Washington. The majority of this time has been spent in the plumbing industry, however, the last three years has been spent working directly with Treasure Valley home builders to select appliances, central vacuums, and of course plumbing fixtures.

Jeff has spent the last four and a half years working for Robertson Supply. The company is an Idaho based, family owned company that has been in business for 68 years. Robertson Supply operates nine branches throughout Idaho and Eastern Oregon. The Boise branch boasts a newly remodeled 5000 square foot plumbing fixture showroom and will soon be opening an appliance showroom at the same facility.

Jeff has been quite active in the BCA of Southwestern Idaho over the last three years taking part in the Associate's council, The Fall Parade of Homes Committee, and the Building Products Showcase Committee. This October's Building Products Showcase will be the third year in a row that Robertson Supply has supported the BCA by having a booth at this great event!

In his free time, Jeff loves spending time with his family and taking them all camping as much as possible. He is also a huge fan of live music and spends as much time as he can with his wife, Whitney, attending concerts all over the Pacific Northwest.

BCASWI FEATURED TRADES OF THE MONTH

TRADE

MEMBER CO.

Lenders:

Academy Mortgage Corp
Bank of the Cascades
Banner Bank
D L Evans Bank
Eagle Home Mortgage
Fairway Independent Mortgage
First Federal Savings Bank
Franklin American Mortgage
Guild Mortgage Company
HomeStreet Bank
Idaho Central Credit Union
Idaho Housing and Finance
Imortgage
Mountain America Credit Union
Mountain West Bank
National Residential Mortgage
Northwest Bank
Premier Mortgage Resources
Source Mortgage Inc.
Umpqua Bank Home Lending
US Bank Home Mortgage
Veristone Mortgage
Washington Federal
Washington Trust Bank
Zion's Bank

Gutters:

Rain Control Continuous Gutters

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 Hooglander - 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	282.5	
	Ted Martinez	264.5	
	Steve Martinez	258.5	
	Chuck Miller	258.5	
ROYAL SPIKES - 150	Chris Conner	208.75	
	Todd Amyx	205.5	
	Bob Barnes Jr.	190.0	
	Burt Smith	189.0	
	Kent Mortensen	175.5	
	John Seidl	162.0	
	Pat Minegar	154.5	
RED SPIKES - 100	Jeni Sexton	141.0	
	Frank Varriale	126.0	
	Wayne Stacy	123.75	
	Bill Davis	119.0	
	Ron Whitney	116.5	
	Justin Hall	113.5	
	Tracy Dixon	112.5	
	Marie Hanson	111.0	
	Dave Yorgason	110.5	
GREEN SPIKES - 50	Dale Sullivan	96.5	
	Dennis Schaffner	90.5	
	Billy Mahan	80.0	
	Eric Smith	73.5	
	Bob Barnes Sr.	69.25	
	Vicki White	60.0	
	Sarah Seidl	58.5	
	Zach Evans	58.0	
	Milford Terrell	57.5	
	Eric Stunz	56.0	
	Ramon Yorgason	52.5	
LIFE SPIKES - 25	Steve Weeks	44.5	
	Ray Rice	43.25	
	Dale Conrad	42.5	
	Craig Groves	38.5	
	Russ VanWagenen	35.0	
	Ted Mason	32.0	
	Erick Wadsworth	32.0	
	Dwayne Speegle	31.5	
	Dick Lierz	31.0	
	Jake Centers	28.25	
	Bud Fisher	26.0	
	BLUE SPIKES - 6	Trey Langford	22.5
		Joe Atalla	22.0
		Jon Hastings	22.0

**BLUE SPIKES - 6
(continued)**

Jeff Thompson	21.0
Cade Coltrin	19.5
Thomas Coleman	10.5
Craig Hammett	10.5
Mike LaRue	10.0
Karen Ellis	9.5
Tammy Schacher	9.5
Barb McDermott	9.25
Matt Knickrehm	9.0
Cody Weight	9.0
Reata Conner	8.0
Clay Boyce	7.0
Steve Edwards	6.5
Jon Yorgason	6.5
Don Flynn	6.0
Jeff Martell	6.0
Dan Richter	6.0
Shaun Urwin	6.0
Mark Wilkins	6.0

Candidates

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

4.5 - 5.5 Credits

Dan Clark
Danielle Cullip
Eric Evan
Rod Givens
Lars Hansen
Kevin Howell
Tammy Lanore
Brad Minasian
Rob Pearce
Jason Peery
Alicia Rodman
Stephen Sengelmann

3 - 4.0 Credits

Kevin Amar
Corey Barton
Mike Brown
Robert Bruno
Heather Echeverria

Nate Fehrenbacher

Joe Grubiak
Steven Hanson
Spencer Kofoed
Christine Langhorst
Tim Mallon
Trudy Mallon
PJ Nava
Abram Neider
Don Newell
Lance Snyder
Ingo Stroup
Marvin Ward
Ray Westmoreland
David Wipper

1.5 - 2.5 Credits

Martin Artis
Dennis Baker
Alan Berman
Bud Browne
Todd Campbell
Chad Christensen
Peggy Deffenbaugh
John Flaherty
Bryant Forrester

Dan Foutz

Matthew Gardner
Rick Garret
Don Hubble
Justin Hubble
Brenda Kolsen
Justin Mai
Brian Morkid
Clint Rogers
Jake Tunison
Steve Warren
Roger Wilson
Darren Wood

.5 - 1.0 Credits

Brent Belveal
Kami Brant
Corey Elitharp
Jason Lloyd
Sandra Majors
Jason Ramsey
Stan Ray
Chad Smith
Christal Smith
Ival Turner

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

59 homes and in September there were 46 homes.

Star: Residential Permits

Reports from Participating Jurisdictions:

Boise City: A printed report from Boise city was provided in Bob's absence. September single family units were up to 59 over last 2015 September number of 48; August single family was 63; duplex's September was down to 2 compared to 4 last month; total multifamily units were 0 compared to 156 in August. It also included single family permits in September are 25% above 2015 September; Single family housing permits issued in the 2016 calendar year are 7% above 2015. Fiscal year single family permits are 16% above Fiscal year 2015. The new impact fees will go into effect January 1st, 2017.

Meridian Building Department: Meridian's year-end permit numbers look like: multifamily down; commercial up, tenant improvements down; single family up: 90 commercial; 170 tenant improvements; 1368 single family; 50 multifamily, 13,846 permits total and 37,000 inspections. The updated submittal process to Meridian Building Services is in progress and is expected to be effective on December 1, 2016. Details will be available at the regular BCA meeting on November 8th. Updates will be given concerning cold weather concrete.

ACHD: in Karen's absence the written report was reviewed. Commercial: 40% increase over 2015; Residential, 19% increase over 2015. Final plats for September is 22 and the buildable lots for same time 675. There was also a short discussion on seepage beds and storm water treatment.

Ada County: Should hear from Ada County on the P/Z commission approving the 2025 plan. They also reported 33 single family, 12 remodel and 8 commercial current month. Meridian 310 lots and 43 plats, Eagle 133 lots and 18 plats; Star 109 lots and 15 plats; Boise 156 lots and 9 plats; total 825 lots and 94 plats.

Eagle: The cold weather treatment for concrete will also be discussed in November. In August there were

# Of Bldg. Permit	2016	2015	2014
October	17	14	27
November	15	7	8
December	17	18	8
January	10	8	24
February	17	20	17
March	20	21	17

# Of Bldg. Permits	2016	2015	2014
April	19	15	18
May	21	24	29
June	23	19	11
July	14	21	15
August	22	15	19
September	13	17	11
	208	199	204

Market report:

- New Construction median sales price down from \$326,662 to \$317,725
- Affordability of the median price is still down from last year at this time according to F/M and Fr/M.
- Inventory is up (775) over last month (749) and down over last year.
- Rolling average of sales is down over last month.
- Pending sales are down to 513 compared to 566 last month.

We learned that effective January 1, the Impact Fees for Boise City should be:

- \$509 Fire down from \$515
- \$235 Police up from \$151
- \$605 Regional Parks down from \$934
- \$864 Local Parks fee up from \$430
- Based on 2400 square foot home using an average of Local Park fees. Actual fee will vary **depending on which local Park Planning Area.**

**BCASWI
Associates Council
1st Annual Tailgate Party!**

Come join us at: The Tailgate Bar & Grill
815 W. Ann Morrison Park Dr. Boise
Saturday, November 12th, 4:00 pm
BSU vs. Hawaii



VS.



Cost: \$25.00 per person – after November 4th, \$30.00 – at the door, \$35.00
This includes an appetizer buffet, 2 beers or wells cocktails, and prizes given throughout
the game!

No children. Parking is available. Guest seating is limited. First come, first served.

Reserve your seat today with Heather at the BCASWI office 377-3550 or email:
Hsciola@heritagewifi.com

Company: _____

Name: _____

Email: _____ Phone #: _____

_____ Tickets @ _____ each. Total = _____

Credit Card Visa / MC: _____

EXP: _____ VCODE: _____ ZIP: _____

_____ I am mailing a check to: 6206 N. Discovery Way Ste. A Boise, ID 83713

CONTINUED FROM PAGE 5

BRAHMA LLC
JUSTIN MARTIN

BOISE PREMIER REAL ESTATE
BRETT HUGHES

SILVERLINE, INC.
TYLER HESS

TREASURE VALLEY REALTY GROUP
LLC
BEN MYERS

FINAL TOUCH, INC.
ERIN MCMONIGLE

FAMCO
CHUCK OLIVER

LANDPRODATA.COM
KRIS TATKO

6 DEVELOPMENT LLC
DOUG MILLIGAN

TAMARACK GROVE ENGINEERING
PLLC
BRIAN SIELAFF

FRESH START HOME STAGING
BRENDA LYMAN

HIGH DESERT HARDWOOD
GRACE METSKER

Builder Confidence Remains Solid in October

Article Courtesy of NAHB

Builder confidence in the market for new single-family homes remained on firm ground in October, down two points to 63 on the NAHB/Wells Fargo Housing Market Index (HMI).

“Even with this month’s drop, builder confidence stands at its second-highest level in 2016, a sign that the housing recovery continues to make solid progress,” said NAHB Chairman Ed Brady.

“However, builders in many markets continue to express concerns about shortages of lots and labor.”

“The October reading represents a mild pullback from a jump in September, and indicates that the housing market continues to make slow and steady gains,” said NAHB Chief Economist Robert Dietz.

“Moreover, mortgage rates remain low, and the HMI index measuring future sales expectations has been over 70 for the past two months. These factors will sustain continued growth in the single-family market in the months ahead.”

Derived from a monthly survey that NAHB has been

conducting for 30 years, the HMI gauges builder perceptions of current single-family home sales and sales expectations for the next six months as “good,” “fair” or “poor.”

The survey also asks builders to rate traffic of prospective buyers as “high to very high,” “average” or “low to very low.” Scores for each component are then used to calculate a seasonally adjusted index where any number over 50 indicates that more builders view conditions as good than poor.

Two of the three HMI components posted losses in October. The component gauging current sales conditions dropped two points to 69 and the index charting buyer traffic fell one point to 46. Meanwhile, the index measuring sales expectations in the next six months rose one point to 72.

Looking at the three-month moving averages for regional HMI scores, the West increased two points to 75 while the Northeast, Midwest and South each posted one-point gains to 43, 56 and 65, respectively.

See more analysis in this Eye on Housing blog post. HMI tables can be found at nabh.org/hmi. More information on housing statistics is also available at housingeconomics.com.

The Building Contractors Association of Southwestern Idaho

2016 Industry Awards Nominations

This is your opportunity to nominate your choices for 2016 Builder, Associate and Company of the Year. Annual Industry Awards for the Building Contractors Association of Southwestern Idaho are based on:

- Contributions to the industry activities that serve to better the industry as a whole.
- Contributions to the BCASWI as committee chairs/members, membership involvement/recruitment and leadership roles.
- The measure of financial and physical support provided.

2015 Builder of the Year
Juston Hall, Creekside Custom
Homes

2015 Associate of the Year
Tracy Dixon, Overhead Door
Company of SWI

2015 Company of the Year
NexTitle



If you have someone in mind for any of these awards, please nominate them by completing this form and fax it to (208) 377-3553 or return it to:

6206 N. Discovery Way, Ste. A
Boise, Idaho 83713



DUE by November 14, 2016

From those nominated, one builder member, one associate member and one company will be selected.

Builder nomination: _____

Why are you nominating? _____

Associate nomination: _____

Why are you nominating? _____

Company nomination: _____

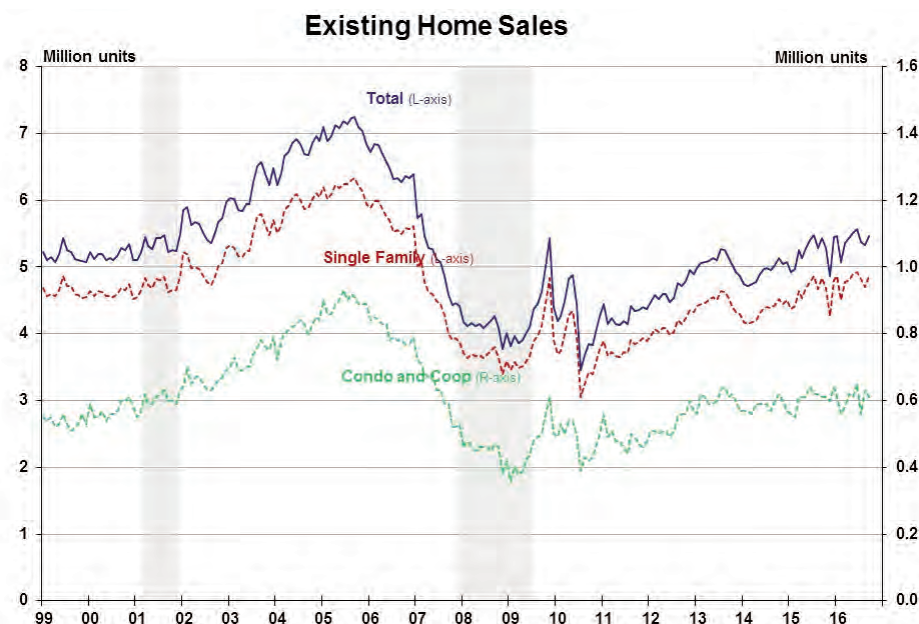
Why are you nominating? _____

**Winners will be announced and awards received at the 2016 Christmas Party,
Friday, December 2nd - The Riverside Hotel.**

First-Time Buyers Step Up

Article Courtesy of NAHB By Stephen Melman

Existing home sales, as reported by the National Association of Realtors (NAR), increased 3.2% in September and were up 0.6% from the same month a year ago, as first-time buyers seized a 34% share of sales. Total existing home sales in September increased to a seasonally adjusted rate of 5.47 million units combined for single-family homes, townhomes, condominiums and co-ops, up from a downwardly adjusted 5.30 million units in August.



September existing sales increased in all four regions, ranging from 5.7% in the Northeast to 0.9% in the South. Sales increased by 5.0% in the West in September, despite a 5.3% decrease in the August PHSI for that region. Year-over-year, September sales increased by 2.3% in the Midwest and 1.6% in the West, while falling 0.9% in the South. The Northeast remained unchanged year-over-year for September.

Total housing inventory increased by 1.5% in September, but remains 6.8% lower than its level a year ago. At the current sales rate, the September unsold inventory represents a 4.5-month supply, compared to a 4.6-month supply in August.

The August all-cash sales share was 21%, down from 22% in August and 24% during the same month a year ago. Individual investors purchased a 14% share in September, up from 13% in August and a year ago. The September first-time home buyer share of 34% was up from 31% in August, and 29% from the same month a year ago. Distressed sales, comprised of foreclosures and short sales, fell to 4%, the lowest rate since NAR launched that series in 2008.

The September median sales price of \$234,200 was 5.6% above the same month a year ago, and represents the 55th consecutive month of year-over-year increases. The median condominium/co-op price of \$222,100 in September was up 6.1% from the same month a year ago.

NAR attributed the September jump to buyers attempting to move prior to the beginning of the school year. As reported yesterday, builders continue to address the low inventory of homes as September single-family starts increased by 8.1% from August. Builder sentiment remains solid, suggesting positive prospects for new single-family sales in 2016.

Annual Meeting of the Members

Board of Directors Elections



\$18 Per Person
*Mark Your Calendar, Then
Mark Your Vote*

Building Contractors Association of Southwestern Idaho

*November General Membership Meeting
Tuesday, November 15, 2016*

*11:30 a.m. Luncheon - Courtyard Marriott (Balboa/Coronado Room)
RSVP to - 377-3550.*

Don't forget your Spike attire!

2017 BCA Board of Director Candidates

Builders: Rod Givens, Juston Hall and Dan Richter

Associates: Barb McDermott

Fax or e-mail reservations to Emily at 377-3553 / reception@heritagewifi.com. Full Names Required.

Company: _____

Name(s): _____

Check In Mail Charge my Visa/MC/Discover

Card# _____ Exp. Date: _____ Vcode: _____ Zip: _____

TOTAL: _____ lunch at \$18 each = \$ _____ Signature _____

No Shows will be billed.



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

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