

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*



Terri Harvey
Stewart Title

See page 6

Spike of the Month



Dan Richter
Avimor

See page 7 for Spike list

"2017 Casino Night"

MEMBERS ONLY

Thursday - February 16, 2017
Ferguson Bath Kitchen & Lighting Gallery
586 N. Locust Grove, Meridian Idaho



5:30 p.m.
\$20 per person
Builder and 1 Guest FREE!
Food & Beverages



Dessert Auction
(Proceeds to benefit
Scholarship Fund)

Event Sponsors:
A-1 Heating & AC, Blind Appeal, Blindsorce,
Disaster Response Team by Ultra Clean,
Ferguson Bath Kitchen & Lighting Gallery,
Mountain Land Design
& Source Mortgage



Reservations Requested by Feb. 13, 2017.
See reservation form on page 5.

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HOUSE CONSTRUCTION AS A
SELLING TOOL CLASS
PAGE 9

CSP CLASS
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EPA ISSUED 2017 CGP
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BOARD OF DIRECTORS

EXECUTIVE COMMITTEE OFFICERS

Juston Hall, President '16-17'
Craig Hammett, RMB, First VP 17'-18'
Dan Richter, VP/Secretary '17-18'
Patrick R. Minegar, Associate VP
Jason Peery, VP/Treasurer '16-17'
Joe Atalla, RMB, Immediate Past President
Steve Weeks, Immediate Past Treasurer
Dennis Schaffner, RMB, Member at Large

BUILDER DIRECTORS

Heather Echevarria '16-17'
Dan Foutz '17-18'
Rod Givens '17-18'
Jon Hastings, RMB, '16-17'
Abram Neider '16-17'

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Amy Hawkins '17-18'
Barb McDermott '17-18'
Mark Wilkins '16-17'

ACTIVE LIFE DIRECTORS

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Bob Barnes, Jr.
Chris Conner, RMB
Tracy Dixon
Zach Evans
Steve Martinez, RMB
Ted Martinez
Ted Mason
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

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



President's Perspective

by Juston Hall, Creekside Custom Homes

February will bring about better weather we can always hope. If you were in attendance at the January general membership meeting, Dave Yorgason treated us to a recap of 2016 and the impressive role the association plays in keeping housing within reach of all Idahoans. Not only that he reminded us that each house built employs so many different trades and puts so many different people and industries to work. We are in the process of revamping our web site so the current version of this is not up yet but can be sent to you if you reach out to the BCA office.

Membership is our big goal again this year. At the January board of directors meeting, 14 new members were approved for membership. That's a home run! We just need to keep doing that every month until we reach the year end.

If I were to choose a Theme for 2017, because according to Rhonda Abrams, author of "Successful Business Plan: Secrets and Strategies," having a theme for your year helps you focus on your goals. Entrepreneurs are optimistic by nature, so in a world that appears to have issues, a good theme might be ACTIVE OPTIMISM or FOCUSED ON THE GOOD AND THE GOAL. Either one works for me.

Our committees are off and running and our leadership is committed to making this a great year. I'm excited to be at the helm. Please feel free to contact us and give us your input and/or ask how you can get involved. I'm sure we can find a place for everyone.

Thank you for your support,
Juston Hall

BCA Executive Overview

by Frankie Hickman-Rice, Executive Vice-President

Congratulations, Chuck, another NAHB Award!

NAHB Honors Chuck Miller as 2016 Marketing Educator of the Year –

In recognition of his successful efforts to educate builders, remodelers and other industry professionals on sales and marketing strategies, the National Association of Home Builders has named Chuck Miller, CAPS, CGB, CGP, CGR, CMP, CSP, GMB, Master CSP, MIRM, the 2016 Sales and Marketing/Institute of Residential Marketing Educator of the Year.

President and CEO of Chuck Miller Construction Inc. in Boise, Idaho, Miller is a certified NAHB instructor and was a subject matter expert for revisions of a number of NAHB courses on residential marketing and business operations.

In the interest of extending the reach of building education to those who may represent the future of the industry, Miller presents NAHB's "Homes of Our Own" programs to teach children, young adults, parents and teachers about home building, environmental issues, and careers in home building industries.

"Chuck doesn't just talk about the importance of education. He also works to stay current, and even ahead, of industry trends so he can better teach the home builders, remodelers and other industry professionals who take these classes," said 2016 NAHB Education Chair William L. Shaw, Jr., GMR, CGR, GMB, CAPS and CGP, a Houston remodeler and NAHB instructor.

Chuck is active in the national, local and state. He has over the years served on several committees and in leadership positions. He currently is the trustee of the NAHB National Sales and Marketing Council and Chairman of the Boise HBA Ethics and Arbitration Committee, the local Sales and Marketing Council for our BCASWI.

He was recognized as the 2016 Designee of the Year award winner on Jan. 9 at the Designation Achievement Reception just before the 2017 International Builders' Show in Orlando.

We are proud of you, Chuck, and keep up the good work.

A Look Ahead March

Members Only Meetings - For membership information call 208-377-3550.

- 1 Public Relations Committee, 10 a.m., BCA
- 2 Certified Sales Professional Class, 8-5 BCA
- 8 Associates Council, Noon, BCA, RSVP for lunch.
- 9 Certified Sales Professional Class, 8-5 BCA
- 13 Membership Committee, Noon BCA, RSVP for lunch.
- 14 • Executive Committee, 11:30 a.m.
• Builders-Codes Council/Developers Council/Government Affairs, 3 p.m., BCA
- 15 Sales & Marketing Council, Noon, BCA - RSVP for lunch
- 16 • Certified Sales Professional Class, 8-5, BCA
• Board of Directors, 4 p.m., BCA
• Home & Garden Show Begins, 5-9, Fairgrounds
- 19 Home & Garden Show Ends, 11-5, Fairgrounds
- 23 March GMM, 11:30, Courtyard Marriott
- 29 Caps I Class, 8-5, BCA
- 30 Caps II Class, 8-5, BCA

All dates, times and locations are subject to change. Please call for confirmation - 208-377-3550.

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 February!

I don't know about you, but I am sure hoping for warmer temperatures this month. With the record breaking lows in January, there are 3 things that I am most thankful for. 1. Heat 2. Heat and 3. Did I mention heat?

Do you want to escape the cold and come to a "Hot" BCASWI event? There is a New Member Orientation and Casino Night event scheduled for February 16th at Ferguson's Bath, Kitchen and Lighting Gallery. There are flyers available and sign ups along with sponsorship opportunities for this event. If you have never attended, I "bet" you won't be sorry. You may be asking yourself, what can I expect at this event? The answer is easy, FUN! There will be Bingo, Black Jack, and raffle prizes given throughout the evening, beverages, food and a serving of networking. The Sales & Marketing Council will also be holding a dessert auction. All desserts that are donated, will be auctioned off at this event. All of the proceeds will go the the Sales & Marketing Scholarship Fund. So don't miss out on this "sweet" event. Sign up today!

Have you set any resolutions or goals for the New Year? The Sales & Marketing Council would like to help your

education goals. On Wednesday, February 22nd and Thursday, February 23rd, there is a "House Construction as a Selling Tool" Course at the BCASWI Office. Must attend both days to receive credits. There are sign ups available on our website, or contact Heather at the BCASWI office. A well fed mind is a positive reason to gain.

If you can believe it, the 2017 Spring Parade of Homes is very much on our close radar. The 2017 Parade of Homes builders should have received from the Associates Council a "Letter of Explanation" and a "Do Business with a Member" form. If you can take a moment to fill out the form, a minimum of 30 trade lines, member or non-member, must be filled in to qualify for 2 free dinners at the Parade of Homes banquet. The actual builder member must be present to receive the free dinners. You will also be entered into a random drawing for each BCASWI member used. So the more members you use, the more chances you have to win the random drawings for an awesome prize. There will also be 1 grand prize awarded to the builder who used the most members. In addition, the membership committee also benefits from these forms being turned in. They are used for recruitment tools to help grow our membership in order to keep our association strong! If you have not received information on the "Do Business with a Member" form, please contact me! Our goal is to receive as many of these as possible. Last year we received 11. We truly appreciate all of the forms returned, but are always striving to do better each year!

In closing I always try to offer a quote. "The purpose of life is to live a life of purpose" – Unknown

Have a terrific February!

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

208 REAL ESTATE
PJ JOHNSON

BIG SPRINGS CONSTRUCTION LLC
BRETT AESCHBACHER

COLUMBIA BANK
ERIK PRAY

CORE FIVE DESIGN
IAN DONOVAN

GREENCASTLE HOMES
ADAM FUHRIMAN

HOFF COMPANIES INC.
TODD ARMSTRONG

IDAHO SUMMIT REAL ESTATE
ROBYN SHEA

MAGIC PLUMBING INC.
ERIN WHITING

MDR COMMUNITY MANAGEMENT SERVICE
MATTHEW DEROEST

MEDICINE ELK FRAMING
JAMES KREMER

PONTIFEX CAPITAL
LEE GIENCKE

THE LEGACY GROUP OF ACADEMY MORTGAGE
DAVE PERRY



HIGGINS & RUTLEDGE INSURANCE, INC.
GAIL JOHNSON

BRIGHTON HOMES
LARS HANSEN RMB

PROBUILD
GARRETT ALFORD

NAMPA FLOORS & INTERIORS
ROGER WILSON

US BANK HOME MORTGAGE
MICHAEL PREECE

KBOI TV
ROBERT TRUMAN



B & B ELECTRIC
TOM BROWN

OREPAC /TYVEK WEATHERIZATION SYSTEMS
ROSS PHARES

NEXTITLE
KRIS MILLER

IDAHO POWER COMPANY

AMY HAWKINS

ACADEMY MORTGAGE CORP
KELLY BEEBE



MCCALL CRAFTSMAN HOMES, INC.
STEVE MINOR

JAMES CLYDE CUSTOM HOMES
KASEY GIBBS

JOHN L. SCOTT BOISE
CRAIG GROVES

SMITH HORRAS P.A.
BILL SMITH

Building Contractors Association of Southwestern Idaho



General Membership Meeting - An Associates Council Event
MEMBERS ONLY



"2017 Casino Night"

Play Bingo & Black Jack

Thursday - February 16, 2017
Ferguson Bath Kitchen & Lighting Gallery
586 N. Locust Grove, Meridian Idaho

5:30 p.m.
\$20 per person
Builder & 1 Guest Free!
Food & Beverages



Door Prizes



Dessert Auction
(proceeds to go to the BCASWI scholarship fund)

Event Sponsors:

- A-1 Heating & AC, Blind Appeal, Blindsources,
- Disaster Response Team by Ultra Clean,
- Ferguson Bath Kitchen & Lighting Gallery,
- Mountain Land Design, & Source Mortgage

Reservations Requested by Feb. 13, 2017. Full refunds on cancellation within 72 hours. No-shows will be billed.

Reservations

E-mail reservations to hsciola@heritagewif.com, fax to 208-377-3553 or mail to 6206 N. Discovery Way, Ste. A, Boise 83713:

Company: _____
Name(s): _____

- Builder & 1 Guest FREE! (Builder must be present).
 Count me in to bring a dessert.
 Yes I will donate a door prize. Please contact me @ _____
 How do I become a sponsor of a table?

(please label items donated with your company name)

Attendees at \$20 each = \$ _____

TOTAL \$ _____

Check Charge my Visa/MC/Discover

Card# _____

Exp. Date: _____ Security Code: _____

Signature: _____ Zip: _____

Associate of the Month

Terri Harvey, Stewart Title

Terri was born and raised in Eastern Idaho, she moved to Boise to attend Boise State University where she attained a Bachelors in Marketing. After traveling and living in South Korea and southern United States, she is happy to call Boise home. Starting as a real estate agent in 2002, focused on new construction, her knowledge of the industry is extensive. Terri started at Stewart Title early last year and loves the escrow/title side too!

Terri's 15 years of real estate/escrow experience makes her a great resource. She enjoys being actively involved in the BCASWI (Building Contractors

Association of Southwest Idaho).

In Terri's free time she loves nothing more than spending time with her daughter. She enjoys getting outdoors: Snowshoeing, x-country skiing, hiking, running, camping. She loves to cook and try new recipes, and eating them is the best part!

BCASWI FEATURED TRADES OF THE MONTH

TRADE:

MEMBER COMPANY:

Furniture Supply:

Commercial Home Furnishings
Jim's Appliance & Furniture
RC Willey

Accounting & Tax Service: Grow Rasmussen

Legal Services:

Risch Pisca, PLLC
Smith Horras P.A.
Spink Butler LLP
Weeks Law, PLLC

Advertising:

ESP Printing & Mailing
The Agency Creative Network

TRADE:

MEMBER COMPANY:

Engineering::

B & A Engineers, Inc.
Boise Cascade Corp
JUB Engineers, Inc.
KM Engineering LLP
LANDPRODATA
Osprey Building Performance
Tamarack Grove Engineering

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 - 208-377-3550.



<i>Status</i>	<i>Name</i>	<i>Members</i>
STATESMAN SPIKE - 500	Larry Van Hees Jerry Nemeč	613.0 584.0
SUPER SPIKES - 250	Dave Mortensen Ted Martinez Steve Martinez Chuck Miller	282.5 265.5 259.0 258.5
ROYAL SPIKES - 150	Chris Conner Todd Amyx Bob Barnes Jr. Burt Smith Kent Mortensen John Seidl Pat Minegar	209.75 208.0 190.5 189.0 175.5 163.5 155.5
RED SPIKES - 100	Jeni Sexton Frank Varriale Wayne Stacy Bill Davis Ron Whitney Juston Hall Tracy Dixon Dave Yorgason Marie Hanson	141.0 126.0 124.75 119.0 117.0 116.0 115.5 113.5 111.0
GREEN SPIKES - 50	Dale Sullivan Dennis Schaffner Billy Mahan Eric Smith Bob Barnes Sr. Vicki White Zach Evans Sarah Seidl Milford Terrell Eric Stunz Ramon Yorgason	97.0 91.0 80.5 74.5 69.25 60.0 58.5 58.5 57.5 57.0 52.5
LIFE SPIKES - 25	Ray Rice Steve Weeks Dale Conrad Craig Groves Russ VanWagenen Ted Mason Erick Wadsworth Dwayne Speegle Dick Lierz Jake Centers Joe Atalla Bud Fisher	45.25 45.0 42.5 39.0 36.0 32.5 32.0 31.5 31.0 29.25 27.0 26.0
BLUE SPIKES - 6	Jon Hastings Trey Langford Jeff Thompson	23.0 22.5 21.0

**BLUE SPIKES - 6
(continued)**

Cade Coltrin	19.5
Karen Ellis	11.5
Thomas Coleman	11.0
Craig Hammett	10.5
Mike LaRue	10.0
Cody Weight	10.0
Barb McDermott	9.75
Tammy Schacher	9.5
Reata Conner	9.0
Matt Knickrehm	9.0
Jon Yorgason	7.5
Clay Boyce	7.0
Steve Edwards	7.0
Dan Richter	7.0
Mark Wilkins	7.0
Daniel Cullip	6.5
Jeff Martell	6.5
Bud Browne	6.0
Don Flynn	6.0
Rod Givens	6.0
Kevin Howell	6.0
Shaun Urwin	6.0

Candidates

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

4.5 - 5.5 Credits

Dan Clark
Heather Echeverria
Eric Evan
Lars Hansen
Tammy Lanore
Rob Pearce
Jason Peery
Alicia Rodman
Stephen Sengelmann

3 - 4.0 Credits

Kevin Amar
Corey Barton
Mike Brown
Robert Bruno
Todd Campbell
Nate Fehrenbacher
Matthew Gardner
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
Brent Belveal
Alan Berman
Chad Christensen
Peggy Deffenbaugh
John Flaherty
Bryant Forrester
Dan Foutz
Rick Garret
Tyler Gustafson
Don Hubble
Justin Hubble
Justin Mai

Brian Morkid
Stan Ray
Clint Rogers
Jake Tunison
Steve Warren
Roger Wilson
Darren Wood

.5 - 1.0 Credits

Josh Anderson
Kami Brant
Dave Buich
Corey Elitharp
Dave Evans
Tina Hart
Terri Harvey
Greg Johnson
Jason Lloyd
Sandra Majors
Jason Ramsey
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

Reports from Participating Jurisdictions:

Boise City Building Department: The single family units are 53 no real changes otherwise. The new impact fees did go into effect January 1st, 2017. For the calendar year Boise City permits are up 7% over last year.

Ada County Highway District: Based on the printed report provided: the highway district reflected Commercial is a -9%; Residential is a +16% and overall a +4%. The number of final plats for December: 15 and the number of buildable lots: 400. Stormwater policy is meeting in 10 days to review the latest version.

Ada County Building Department: For permits pulled: the county has 74 mechanicals, 19 additions; 37 single family permits, 0 commercial. Number of Lots platted: Meridian 71, Eagle 117; Kuna 165; Boise 32; Ada County 24. Director of Services, Megan Leatherman, was introduced. Megan expressed that the commissioners want to improve on the communications with the builders. They are always open and paying close attention to turn around time.

Star Building Department: filed report from Cathy Ward

Month	2017	2016	2015	2014
October	18	17	14	27
November	15	15	7	8
December	17	17	18	8

Market Report

New Construction median sales price is down this month, \$307,862 reflecting a 4% decrease over last year this time. Affordability of the median price is a 23% which is down from last year at this time

Contractor • 8

according to F/M and Fr/M. Inventory is up (843) over last month (838) and up over last year. Rolling average of sales is up over last month. Pending sales are down to 440 compared to 473 last month.

Other Items discussed:

- DBS will do a presentation at the IBCA February board meeting.
- State Building Code update: there is a new director: Chris Jensen. He is covered up but seems to be on the same page with us as his predecessor.
- Top ten items were discussed and year end summary.

Don't forget this council meets the 2nd Tuesday of each month at 3pm at the BCASWI Office building. You are always welcome to join in.

MOFFAT HOMES CONSTRUCTION COMPANY
BOB MOFFAT

CLARK & CO. HOMES
DAN CLARK

M2 LAND, LLC
JUSTIN BLACKSTOCK



CBI, LLC
CHARLES BOWERY

ADERA HOMES, LLC
ALAN BERMAN

JAC'S HOME STAGING, LLC
JENNIFER CARRIER

MISSION COAST PROPERTIES ID INC.
LORNE DUTHIE

PRO-PAC INTERIORS, INC.
SHAUN FITZGERALD

IDAHO CENTRAL CREDIT UNION
ALAWNA TOWNS ATHERTON

GARDNER COMPANY
WESTON ARNELL

LANDMARK PACIFIC INVESTORS LLC
DON NEWELL

BOISE BASIN ELECTRIC
ALAN LUSK

WOLVERTON HOMES OF BOISE LLC
JACKIE METZGER

FRONTIER FENCE COMPANY
ANDREW HOHENLEITNER

AZURE PROPERTIES LLC
MICHAEL EISENBEISS

MADDYN HOMES
KYLE ENZLER

RIVERROCK CONSTRUCTION, LLC
TERRY TORRENCE

G MAN INSULATION
GERONIMO MARTINEZ

HUNTWOOD CABINETS
BRUCE BARZ

HUSKEY LANDSCAPING LLC
BLAKE HUSKEY

Nail the Sale with Construction Knowledge www.bcaswi.org

House Construction as a Selling Tool

Instructor(s): **Chuck Miller, GMB CGB CGR CAPS CGP MIRM CMP MCSP CSP**

Use the construction details of homes as a powerful selling tool. Designed with sales in mind, this course provides an overview of the process of planning developments and individual homes. It also reviews types and methods of construction, expanding your knowledge of the building process to enhance your future effectiveness in your sales career.

As a graduate of this course, you will be able to:

- Speak the language of home building
- Explain the entire land development process, from platting and sediment control plans, through building approval and construction
- Scan plats or architectural plans and understand at a glance what they mean

Designation Credit:
Master CSP

Continuing Education Credit:
CAPS; CGA; CGB; CGP; CGR; CSP; CMP; GMB; GMR; Master CSP; MIRM



February 22 - 23, 2017
8:00 AM - 5:00 PM

**Building Contractors Assoc
of SW Idaho**
6206 N Discovery Way Suite
A
Boise, ID 83713



Additional Information

February 22 - 23, 2017
8:00 AM - 5:00 PM

This course has been approved for 12 hours of Realtor Continuing Education Credit by the Idaho Real Estate Commission



To Register

BY PHONE
(208) 377-3550

BY FAX
(208) 377-3553

BY MAIL
6206 N Discovery Way
Suite A
Boise, ID 83713

ONLINE
<http://www.bcaswi.org/events/up->

Registration Information

(one form per attendee)

NAME _____
COMPANY _____
ADDRESS _____
CITY _____
STATE _____ ZIP _____
PHONE _____ CELL _____
FAX _____

E-MAIL ADDRESS _____

Please note: It is NAHB's policy not to share or sell its e-mail addresses.

Fees and Payment

- NAHB Member \$325 Non-Member \$425
- Check made payable to: BCASWI
 MasterCard Visa
 Discover Card

CREDIT CARD NUMBER _____

EXP. DATE _____ CSV NUMBER _____

NAME ON CARD _____

SIGNATURE _____

Cancellation Policy

Registration is refundable if cancelled up to 5 business days prior to the course.

NAHB Action Alert: EPA Finalizes 2017 Construction General Permit

On January 11, 2017, EPA issued the 2017 Construction General Permit (CGP). The 2017 CGP takes effect on February 16, 2017, and will stay active for 5 years.

Background

- EPA's CGP, although applicable in only New Mexico, Idaho, Massachusetts and New Hampshire and other limited jurisdictions, it serves as a model for most states in developing their own construction stormwater requirements.
- Both developers and builders must seek coverage under the Construction General Permit (CGP) for active construction that disturbs more than one acre, or less than one acre within a larger common plan of development.

NAHB Engagement on the 2017 CGP

- NAHB submitted detailed comments on EPA's 2017 draft Construction General Permit (CGP) on May 26, 2016.
- HBAs from four states testified directly to EPA over early concerns with the permit. NAHB received over 30 comments from individual members and worked closely with EPA over the last six months to communicate detailed industry response to this proposal. NAHB Land Development and Environmental Issues Committee members met earlier this year to discuss problems in detail and propose solutions.
- NAHB recently met with the White House Office of Management and Budget (OMB) to represent construction industry concerns. This conversation focused on potential costs of new expanded liability provisions under this permit (see below).

Good news – Wins for builders

- **EPA acknowledged, for the first time, that individual details of a SWPPP are not directly enforceable.** Thanks to new clarifying language in EPA's

2017 CGP, enforcement is now much clearer under this permit. Within Section 7 EPA emphasizes that SWPPPs are intended to serve as a flexible “external tool” to carry out permit responsibilities, and that the SWPPP itself does not create new permit terms or conditions or, “establish the effluent limits that apply to your site's discharges”. NAHB is thrilled that EPA listened to builders concerns; clarifying years of confusion in the field over whether or not individual specifications in a site's pollution prevention plan create or equate to permit limits. Under the new language, SWPPP documents must still meet minimum criteria outlined in Section 7 of EPA's permit, and must still be updated regularly to reflect changing site conditions.

- **EPA will not require builders to publish SWPPPs publicly online.** NAHB members worked with EPA to explain in detail the many costs and risks associated with uploading large, complex documents containing detailed site data without a proper system for screening confidential business information. In response, EPA's 2017 permit kept public transparency provisions the same as in the 2012 permit – builders must store a copy of their SWPPP onsite and be prepared to pass on to EPA for public inspection upon request.
- **EPA dropped plans to require “joint” SWPPPs for builders within the same common plan of development.** Again, EPA was reasonable on this issue as well, listening to case studies presented from New Mexico HBA and other NAHB affiliates who used real word examples to demonstrate that coordinating site compliance documents between multiple firms for months, even years would be next to impossible.
- **EPA withdrew new confusing additions to the Notice of Intent (NOI) compliance form.** Additions asking builders to identify multiple outfall latitudes and longitudes, as well as acres of impervious surface were removed from the draft CGP NOI EPA presented earlier this year.

Major Changes to Liability for Sites with Multiple Operators

- **Expanded liability provision poses problems for**

builders on sites with multiple operators. Despite protest from NAHB and other industry groups, EPA introduced controversial language in the 2017 CGP that considers all builders on shared sites “jointly and severely liable” for compliance with permit terms, including failures of “shared” treatment ponds and other features receiving flow from multiple properties. NAHB filed comments arguing this type of liability framework is both unworkable and illegal, since operators often work on a site at different times, and cannot legally or physically control the activities of others. New language in the 2017 CGP not only differs substantially from previous EPA precedent in the 2008 and 2012 CGP, but wanders from how the majority of State programs administer their own CWA permit programs. This provision could have devastating effects for single family home builders in particular, since even the smallest of sites could be at risk for neighboring CWA violations ringing in at over \$50,000/day, regardless of whether the operator is in compliance with all permit terms within their property limits. NAHB plans to work through all possible avenues to challenge this decision.

Other changes in EPA’s 2017 CGP

Operators must post a sign or notice informing the public on how to contact EPA to obtain a copy of the SWPPP, and how to contact EPA if stormwater pollution is observed.

Tighter stabilization timelines for sites choosing to disturb more than five acres at once. EPA heeded calls by environmental groups to further restrict stabilization timelines by incentivizing larger sites to phase their operations and disturb only up to 5 acres at any one time. Those sites disturbing more than five acres at once must adhere to a stricter 7-day (rather than 14 day) stabilization schedule.

Regarding inspection frequency, EPA’s 2012 language presenting a choice between weekly inspection and biweekly inspection was retained. Operators have the option to either (1) conduct a site inspection once every seven (7) calendar days; or (2) conduct a site inspection once every 14 days and within 24 hours of the occurrence of a storm event of 0.25 inches or greater. New to this requirement is a provision requiring those operators choosing the 14-day timeline to

inspect after occurrence of runoff from snowmelt “sufficient to cause a discharge”.

Prohibition against non-stormwater discharges of external building wash down waters containing hazardous substances, such as paint or caulk containing polychlorinated biphenyls (PCBs).

Requirements for cover or “other appropriate temporary stabilization” for all inactive piles that will be unused for 14 or more days.

Waste container lids must be kept closed when not in use at the end of the business day. For those containers that do not have lids, operators must provide cover or “similarly effective means” to minimize discharge of pollutants.

For sites discharging to polychlorinated biphenyl- (PCB) impaired waters, operators must minimize the exposure of any building materials containing PCBs to precipitation and stormwater.

For operators of existing sites: If you are an operator of a site with 2012 CGP coverage where construction activities commenced prior to February 16, 2017, you will be required to submit a new NOI for coverage under the 2017 CGP using NeT-CGP by May 17, 2017.

NAHB will continue to analyze the new permit and report on any developments.

Further NAHB Resources:

NAHB Final Comments: EPA’s Proposed 2017 CGP:
<http://www.nahb.org/~media/1B40E1085F514C9CA0F752E27CD28FE0.ashx>

EPA Resources:

EPA’s 2017 Construction General Permit and Related Documents: <https://www.epa.gov/npdes/epas-2017-construction-general-permit-cgp-and-related-documents>

Certified New Home Sales Professional

Instructor(s): Chuck Miller, GMB CGB CGR
CAPS CGP MIRM CMP MCSP CSP

Master the craft of successful selling. This professional-level course is designed for specialists in new home sales. You will gain a broad understanding of the home building business, discuss consumer psychology and learn the advanced techniques used by real estate veterans for greeting, closing and overcoming objections.

As a graduate of this course, you will be able to:

- Understand the Critical Path to Successful Selling in the new home sales environment
- Explain the basic construction features that benefit the home buying process
- Utilize elements of effective communications in the selling environment
- Expand your knowledge of the legal aspects of the real estate business and fair housing guidelines

Designation Credit:
CSP; Master CSP

Continuing Education Credit:
CAPS; CGA; CGB; CGP; CGR; CSP; CMP; GMB; GMR;
Master CSP; MIRM

This course has been approved for 21 hours of Realtor continuing education credit by the Idaho Real Estate Commission.



**Building Contractors Assoc
of SW Idaho**
6206 N Discovery Way Suite
A
Boise, ID 83713



Additional Information

This course consists of 3 modules to be taught on three consecutive Thursdays
 March 2, 2017
 Module 1: The Art and Science of Selling
 March 9, 2017
 Module 2: Understanding New Home Construction
 March 16, 2017
 Module 3: Selling Skills for New Home Sales Professional
 You must attend all three modules to receive credit for the course



To Register

BY PHONE
(208) 377-3550

BY FAX
(208) 377-3553

BY MAIL
6206 N Discovery Way
Suite A
Boise, ID 83713

ONLINE
<http://www.bcaswi.org/events/up->

Registration Information

(one form per attendee)

NAME _____
 COMPANY _____
 ADDRESS _____
 CITY _____
 STATE _____ ZIP _____
 PHONE _____ CELL _____
 FAX _____

E-MAIL ADDRESS _____

Please note: It is NAHB's policy not to share or sell its e-mail addresses.

Fees and Payment

NAHB Member \$375 Non-Member \$475

Check made payable to: BCASWI
 MasterCard Visa
 Discover Card

CREDIT CARD NUMBER _____

EXP. DATE _____ CSV NUMBER _____

NAME ON CARD _____

SIGNATURE _____

Cancellation Policy

Registration is refundable if cancelled up to 5 business days prior to the course.

Trump Administration Cancels FHA Mortgage Premium Cuts

NAHB - Filed in Housing Finance on January 23, 2017

The Trump administration, in one of its first policy actions, issued a mortgagee letter from HUD on Jan. 20 cancelling a decision made by the Obama administration to lower Federal Housing Administration (FHA) annual mortgage insurance premiums by 25 basis points to 0.60%.

NAHB supported the lower insurance premium rates because it would make home loans more affordable, particularly for creditworthy young families and first-time buyers. FHA's financial reserves have improved during the past two years, and NAHB believes the lower premium structure would help to ease stubbornly tight credit conditions in the mortgage market

as well as mitigate the rise in mortgage rates during the past few months.

While the association strongly supports the new administration, NAHB was aware that President Trump would not see eye to eye with us on all housing-related issues.

NAHB remains in constant contact with the administration and will work with the Trump team on this issue as they do their own analysis on the strength of the Mutual Mortgage Insurance Fund. The association will encourage HUD to reinstate the premium reduction in the months ahead.

Meanwhile, NAHB remains fully engaged with the administration regarding important housing concerns, including regulatory reform, housing finance reform and tax reform.

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



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