



Building Industry Association  
of Fresno/Madera Counties, Inc.

# *BIA Fresno/Madera Counties*

## *UPDATE BULLETIN*

Volume 30, Issue 1 – January 29, 2021

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## **LOCAL**

### **Summary of November Discussions with the City of Fresno**

Meeting cancelled for January

### **Summary of January Discussions with the City of Clovis**

**Financing and Scheduling for the Sewer Force Main to Serve Heritage Grove** – Mike Harrison indicated that they were well along on preparing a report on the capacity needed to serve growth and reviewed the growth assumptions staff is using to determine when facilities will be needed citywide and, ultimately, the cost of those facilities. Mike requested feedback on the growth assumptions by Friday.

**VMT Guidelines and Mitigation Measures** – Sean Smith reported that a meeting with BIA representatives was scheduled for January 21 to begin the process of reviewing the mitigation measures and how each area of the City would be affected. Sean stated the goal of the Committee was to arrive at reasonable mitigation measures. However, Sean indicated that, based on current information, it was likely that most projects would be subject to a requirement for an EIR because it did not appear that many projects could meet the baseline VMT of 14.

**Changes to Development Standards for Small Lot Single Family Subdivisions** – Dave Merchen stated that the staff's recommendation on the changes to the single-family standards would be presented to the Clovis Planning Commission on January 28. Dave indicated that the request for 18 ft. wide garages and 1,800 sq. ft. lots was not being recommended at this time. Dave stated that the Commission would be informed of the request for an 18 ft. wide garage. Dave also stated that the 1,800 sq. ft. lot would require the creation of a new zone district and, as such, more work would be needed to develop objective standards for that size lot.

**COVID Restrictions Under Stay at Home Order** – Renee Mathis informed the group that no changes were contemplated and that, although in-person meetings could be accommodated, the staff was encouraging virtual meetings.



[www.nahb.org/ma](http://www.nahb.org/ma)

This link takes you to the NAHB  
Member Discounts page

# LOCAL

## Summary of January Discussions with the County of Fresno

### General Plan

**General Plan Review** – Will Kettler reported that they would be releasing the Notice of Preparation for the EIR for the General Plan and it was anticipated that the first public meeting would be in late January. Will noted that the scope of review work on the General Plan had not changed since the Board approved changes to the scope in 2018. Will indicated that it was anticipated that it would take about a year to complete the EIR process.

**Affordable Housing Incentives** – Bernard Jimenez indicated that the County had funds to assist in development of affordable housing and requested that anyone interested could contact him for more information.

**Permitting Process for Rebuilding after the Creek Fire** – Steve White stated that permits for the area of the Creek Fire would be flagged for priority, but only 3 applications had been submitted for plan review so far. Steve indicated that the cleanup of the sites was slowing the process. Steve noted that it was important that landowners be aware that any new building would have to meet current codes and regulations.

**Tax Sharing Negotiations between Fresno County and the City of Fresno** – Bernard Jimenez informed the group that County representatives had met with Mayor Dyer and his team to bring them up to date on the issues that needed to be resolved. Bernard indicated that they had received direction from the Board that the County would offer the same tax sharing formula as used in the agreements with the other cities in the County.

**Development Opportunities in the County** – Steve White indicated that there may be opportunities for housing development in the County in the future. Bernard Jimenez stated that with the new Regional Housing Needs Allocation (RHNA) the County may be required to designate additional land for residential development.

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# AROUND THE STATE

## California's 2021 Housing Laws: What You Need to Know

Holland & Knight

Although 2020 was a largely dismal session for laws intended to expand housing production and streamline CEQA, important legislation was enacted that affects entitlement processing, tenant evictions and density bonuses.

[READ MORE>>](#)

## NOTICE TO BUILDERS | \$2,000 45L energy efficient home tax credit extended through 2021

The recently passed Congressional spending bill includes an extension of the \$2,000 per home 45L tax credit through December 31, 2021. This is a clean extension and does not alter any of the provision's requirements.

[LEARN MORE>>](#)

## State leaders need to act on housing crisis in 2021

Capitol Weekly

"It's time for California to say yes to housing," Gov. Gavin Newsom boldly declared at his 2020 State of the State Address.

The governor was right. But in 2020, the Legislature's answer to our housing crisis was to say no to housing.

[READ MORE>>](#)

## Six Single-Family Trends That Will Take Off In 2021

BuilderOnline

Home builders had already begun to pivot their focus heading into 2020. After years of catering to luxury and move-up buyers, many builders found the new religion of entry-level homes. The result was median new-home prices finally losing some of their air, flirting with \$300,000 toward the end of 2019.

[READ MORE>>](#)



## AROUND THE STATE

### How will a declining population impact California?

CalMatters

In 170 years since statehood, California's population has always gone up. Even during the Great Depression, the state added population. Since 1940, it's grown, on average, by a half-million people per year. Suddenly, since 2017, that ever-increasing population growth has come to a crashing halt.

[READ MORE>>](#)

### Led by Lumber, Building Materials Prices Climb 5.4% in 2020

NAHBNow

According to the National Association of Home Builders' (NAHB) Eye on Housing, Random Lengths data suggests that the PPI for softwood lumber will increase more in January as rising prices in late December and the first half of January are accounted for.

[READ MORE>>](#)

### Make America California Again? That's Biden's plan

Los Angeles Times

California is emerging as the de facto policy think tank of the Biden-Harris administration and of a Congress soon to be under Democratic control. That's rekindling past clichés about the state — incubator of innovation, premier laboratory of democracy, land of big ideas — even as it struggles with surging COVID-19 infections, a safety net frayed by the pandemic's toll, crushing housing costs and wildfires, all fueling an exodus of residents.

[READ MORE>>](#)

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WE'LL BACK YOU UP.** 

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## **.How a structural warranty builds trust with prospects**

People buy from and work with people they trust. Trust can come from many places, like online reviews, a long legacy of success, and good experiences that create repeat customers. But many trust-building events are long term, and rightfully so. Besides doing top-notch work, what can home builders like you do to continuously build trust right now? A surefire way is to cover your homes with a structural warranty from 2-10 Home Buyers Warranty (2-10 HBW). Here's why.

### **A structural warranty promotes your quality and creates homeowner confidence**

Third-party validation is one of the best ways to build trust. When someone with authority outside your company can vouch for you, it adds authenticity to your claims. Even better, when that authority is an industry leader, it can be a differentiator for you.

2-10 HBW is the industry leader in structural warranties (also called builders warranties). In fact, 1 in 7 new homes in the United States has structural coverage through a 2-10 HBW structural warranty. When you provide a builders warranty from 2-10 HBW, you're telling your prospects three things.

I'm committed to building a quality home, and I back up my commitment to quality with a structural warranty.

I work with the industry leader in structural coverage, which means your house and your budget are safe from unexpected structural issues.

If you were to have a structural issue in a home I built, I have the best available solution.

Best of all, the industry leader, 2-10 HBW, can vouch for these facts. Not every builder qualifies to cover their homes with a 2-10 HBW structural warranty. Getting to do so is both a privilege and proof of the quality of your homes. That's a proven way to build homeowner confidence and trust in you.

### **A structural warranty lets you plan for the future**

Having a plan for your business' future is something every prospect expects from you. It shows that you have skin in the game, which means building houses that are safe, livable, and comfortable. Few people want to work with a business that doesn't intend to have sustained success. But few prospects would be interested in knowing the intimate details of your future plans. They just want an easy-to-digest, tangible way to know that you're building for the long haul.

A structural warranty from 2-10 HBW not only shows that you have a plan for the future but also that your future relies on their satisfaction.

That's because a builders warranty from 2-10 HBW provides solutions to unexpected problems that might occur years down the line. Instead of putting homeowners in a bad position if a structural defect occurred, a structural warranty takes liabilities off the homeowner's plate (and off yours). When prospects know that you have an industry-leading safety net for them, it builds trust.

### **It gives you a partnership with the industry leader**

Given a choice, everyone wants to work with the best. By providing a structural warranty from 2-10 HBW, you get a partnership with the industry leader. Working with the industry leader is an easily understandable, tangible way to build trust with prospects.

Additionally, providing a structural warranty from 2-10 HBW shows prospects that you're listening to them. Did you know that 94% of prospective home buyers are more likely to purchase a new home from a builder that offers a structural warranty? Also, 4 of 5 buyers value a third-party, insurance-backed structural warranty. By providing the industry-leading structural warranty from 2-10 HBW, you show you prospects that you listen. Listening is a proven way to build trust.

### **Bonus benefit: Protects your profit**

While your prospects may not trust you any more or less based on your profits, profit is still important to you. A structural warranty from 2-10 HBW protects your bottom line against expensive structural defects.

Learn how you can protect your business and add valuable selling points to your new builds with a [2-10 HBW structural warranty](#).

# ***BIA-Fresno/Madera Member Benefits***

**Three-In-One Membership**— When you join the Building Industry Association of Fresno/Madera Counties you also become a member of the California Building Industry Association (CBIA [www.cbia.org](http://www.cbia.org)) and the National Association of Home Builders (NAHB [www.nahb.org](http://www.nahb.org))

These associations work together to ensure sufficient affordable housing and to make the American dream of homeownership a reality. Your local, state and national memberships provide many valuable benefits, services and opportunities that range from advocacy, education, technical support, industry resources and the latest data and information.

**Advocacy**—Our advocates and member volunteers work year-round in your community, Sacramento and Washington, D.C. to encourage local government officials and lawmakers to provide incentives for people to purchase new homes and lower the costs of homebuilding, such as through fee reductions and eliminating high-cost regulations.

**Targeted Networking and Marketing Opportunities**—We encourage our members to *do business with members*. Local, state and national events also offer opportunities to build business relationships.

Our committees hold regularly scheduled meetings to fulfill tasks and goals.

Create brand awareness and make yourself known. Use your membership to promote your brand and market your business message to potential customers through advertising and sponsorships

## **Save Money**

- ◆ **2-10 Home Buyers Warranty:** Exclusive access to discounts on select products, including the Builder Backed Service Program and the systems and appliances warranty
- ◆ **Amazon:** Business-only pricing and products, Purchasing approvals and workflows, Improved spending visibility and Multiple payment options.
- ◆ **Lowe's:** Save 2% on Lowe's accounts receivable purchases, plus free delivery on purchases of \$500 or more
- ◆ **UPS:** UPS discounts of up to 36% on a broad portfolio of shipping services including air letters & packages, ground shipments, international imports and exports.
- ◆ **TSYS (formerly TransFirst):** Complete payment solutions with proven savings of 16% per year average. Web/mobile tools, credit card and eCheck processing, check services and more. Free "Savings Analysis" for members.
- ◆ **CBIA has an Affinity Program with Ames Grenz Insurance, to provide members with guaranteed issue medical, dental and vision plans. For details, please contact Reggie Conley at Ames Grenz Insurance Services at (916) 486-2900 or [rconley@amesgrenz.com](mailto:rconley@amesgrenz.com)**
- ◆ **The CIRB Report, a research service provided by the California Homebuilding Foundation (CHF), produces and distributes current and historical statewide building permit statistics for all 58 counties and 538 incorporated cities. Contact the ResearchTeam at 916-340-3340 or [CHF-CIRB@mychf.org](mailto:CHF-CIRB@mychf.org) for more information.**
- ◆ **Member Rebate Program:** Quarterly rebates on materials purchased
- ◆ **NPP (National Purchasing Power):** Verizon Wireless—up to 22% off standard rates (with 5 business lines), Expedia, Cradlepoint and Fastenal





## MEMBER SAVINGS PROGRAM at a glance

[nahb.org/savings](http://nahb.org/savings)

### AUTO

COMPANY	SAVINGS	PRODUCTS	INFO
GM	Save \$900 on most retail vehicles. Save \$900 - \$1000 per vehicle for fleet customers. Stackable with miles, tax, mail/label and fleet offers. NAHB Member and 1 household family/eligible.	Chevrolet, Buick, GMC	<a href="http://naahb.com/gm">naahb.com/gm</a>
FCA	2000 credit allowance per eligible vehicle. Stackable with miles, tax, mail/label and fleet offers. NAHB Member, employee and household family/eligible.	Chrysler, Dodge, Jeep, Ram and Fiat®	<a href="http://nahb.org/fca">nahb.org/fca</a>
NISSAN / BENLTY	Save between \$3,290 - \$39,500 per vehicle. Must be purchased in member's company name. NOT available with most National Office Member's Company Eligible.	Infinity	<a href="http://naahb.org/infinity">naahb.org/infinity</a>
PF GOODYEAR	Save \$5.00 on all 4 All Terrain T/AKO2 Tires. 24 Hour Mobile Assistance.	Tires	<a href="http://goodyear.com/naahb">goodyear.com/naahb</a>
GEICO	Exclusive member rates on auto and home insurance.	Insurance	<a href="http://geico.com/naahb">geico.com/naahb</a> 800.841.8974

### AUTO RENTAL

COMPANY	SAVINGS	PRODUCTS	INFO
AVIS	Up to 25% off base rates and FREE Preferred Service Membership.	Cars/trucks	<a href="http://avis.com/naahb">avis.com/naahb</a> 800.531.2332/NAHB_MEMBER
Budget	Up to 25% off base rates and FREE Fastbreak Bonus.	Cars/trucks	<a href="http://budget.com/naahb">budget.com/naahb</a> 800.283.4587/PCN62748570
HERTZ	Up to 25% off base rates and FREE Gold membership.	Cars/trucks	<a href="http://hertz.com/naahb">hertz.com/naahb</a> 800.554.2446/CD7151045

### BUILDING MATERIALS

COMPANY	SAVINGS	PRODUCTS	INFO
HOME DEPOT	Member 2% off Levels Account, Business or Business Account. FREE Delivery of \$500 Plus Orders. 2% off all stores using LAR or LSA.	Building materials	<a href="http://www.homedepot.com/naahb">www.homedepot.com/naahb</a> 877-555-5441

NAHB Members Saved  
over **\$25,000,000** last year

## BUSINESS MANAGEMENT

COMPANY	SAVINGS	PRODUCTS	INFO
TBSYS	Up to 20% off	Software, books, e-books and e-check processing	800-233-1110
SMALL BUSINESS	Up to 40% off	Computers and Hardware	nahb.org/nahb
Office Depot	Up to 20% off in-store and online shipping over \$70	Office Supplies	nahb.org/office depot 855-817-6811 x2837
houzz	10% off trade program purchases, 20% off Local Marketing Advertisng, free access to co-designer tools, free business cards	Marketing Solutions, Building Products	houzz.com/members
CONSTRUCTION JOBS	20% discounts on standard rates	Job Listings	nahb.org/jobs 410-261-1344
24 HOUR RIVERS WARRANTY	Save 10% on full service products and services	Home Warranty	24hr.com/nahb 866-281-1328
UPS SHIPPING	Flat Rate Pricing, 45% discount on weekly shipping, 25% for ground commercial residential	Business Shipping	UPS.com/nahb 1-800-950-8375
YRC	Address 20% off Less Than Truckload (LTL) shipping over \$2000	Project Shipping	YRC.com/nahb 1-800-YEARBERS
Kabbage	\$200 gift card when you qualify for a business line of credit up to \$75,000	Small Business Loan	kabbage.com/nahb
amazon business	Additional business savings when you open an Amazon Business account	General Business Products	amazon.com/nahb

## SHOPPING AND ENTERTAINMENT

COMPANY	SAVINGS	PRODUCTS	INFO
TICKET MONSTER	Up to 20% off	Theme Parks, Music Tickets, Concerts, Water Parks, Golf Cards	members.tcm.com/nahb/program (877) 579-1201
SANTITAS	One Year Membership up to \$24.95	Milkshakes and Desserts	nahb.org/santitas (877) 579-1201
ON THE BORDER	Save 10% on top of any online specials	Meats, Fresh Fruit, Sides	ontheborder.com/nahb
FTD FLOWERS	20% off floral arrangements and gifts	Flowers and Gifts	ftd.com/nahb (800) 234-1111 (toll-free)

## NAHB ASSOCIATION DISCOUNTS

COMPANY	SAVINGS	PRODUCTS	INFO
IESB	Up to 50% off three fee waiver Up to 25% off the \$4,000 fee for IESB	Trade Show	bulkreshow.com
NAHB CONTRACTS	Up to 10% off contract rates	Legal	nahb.org/nahbcontracts
NAHB ECONOMIC SERVICES	50% off annual subscription	Real estate and housing data	housingeconomics.com
NAHB BUILDERBOOKS	10% off books, Up to 40% off research	Books	nahbbooks.com
NAHB ONLINE EDUCATION	Up to 10% off seminars; up to 50% off online courses	Education	nahb.org/education

Discounts are as of 8/31/2019 and subject to change at any time. Visit nahb.org/savings for latest deals and to find the offers.

# MEMBERSHIP

BIA recognizes and appreciates new and renewing members  
Please call them if you are in need of services they provide.

**Renewing Members**

**K Hovnanian Homes, Inc.**

**WELCOME NEW MEMBERS**

**\*\*\* NONE \*\*\***



**Thank You!**

**DO BUSINESS WITH MEMBERS  
KEEP YOUR INDUSTRY STRONG**

**We're Sorry To See You Go!**

Do you know any of these members? Call and urge them to renew their membership today!

**These memberships are set to expire  
on 1/31/2021**

**\*\*\* NONE \*\*\***

Member... just wanted to thank you for...

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TSP offers...  
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### **PROFESSIONAL WOMEN IN BUILDING**

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Wilson Homes

## *Calendar of Events*

### **February**

- |           |   |
|-----------|---|
| 1         | BIA/Madera County Committee—2:00 pm—Conference Call |
| 3         | BIA Board of Directors—8:45 am—Conference Call      |
| 10        | BIA/Fresno Committee—3:00 pm—Conference Call        |
| <b>15</b> | <b>BIA OFFICE CLOSED</b>                            |
| 17        | BIA/Clovis Committee—9:00 am—Conference Call        |
| 17        | PWB Executive Committee—12:00 noon—Zoom Meeting     |
| 18        | PWB Learn at Lunch—12:00 noon—Zoom Meeting          |
| 24        | BIA/FMFCD Committee—9:00 am—Conference Call         |