



Building Industry Association
of Fresno/Madera Counties, Inc.

BIA Fresno/Madera Counties

UPDATE BULLETIN

Volume 25, Issue 11 – November 30, 2016

BIA ACTIVITIES

Annual Meeting—11/2/16



Chairman of the Board, Brent McCaffrey

BIA

On November 2nd the BIA held its Annual Membership meeting at The Palms Restaurant. There were approximately 50 in attendance. All enjoyed conversation with their fellow members and the meal provided. At the meeting the Professional Women in Building presented their scholarships for 2016.

The recipients are (from left to right) Samuel Bittner, Robert Wood (for Tyler & Trenton Wood), Shelbie Ohanesian, Linda Pickett, PWB Scholarship Chair, Jenny Wisner and Cesar Mendoza.



Attendees at
the Annual Meeting



2016 PWB Scholarship Recipients



This is “linked” direct to the NAHB Member Advantage page
—simply left click on the ad



Type

<http://www.newhomesource.com/biafm>
into your browser to get started

AROUND THE STATE



Homeowners twice as house rich as five years ago

CNBC

America's housing market is heating up again, fortifying the finances of current homeowners and frustrating potential first-time buyers.

After hitting bottom in 2012, home prices took off dramatically before leveling off a bit in mid-2014. In the last two months, though, they turned higher again. The amount of equity homeowners now have - the value outside their mortgage debt - has doubled in the last five years, according to CoreLogic.

<https://goo.gl/HC8Wnz>

Zillow: Renter at 50-Year High, but 50% Consider Buying

Builder

Zillow was out Monday with a new report on people who are in the market for a new place to live. Among its key findings:

--Renters make up a larger group of the U.S. population than at any time in the last 50 years. Last week, the U.S. Census Bureau reported the home-ownership rate rose very slightly to 63.5% in the third quarter of 2016 - barely edging up from a 51-year low.

-- More than half (58%) of all renters in the market for a rental home consider buying a home instead.

-- Renters spend an average of 10.4 weeks searching for a rental home or apartment, while the average buyer shops for about 17 weeks to buy a home.

-- Low-income renters take significantly longer searching for a new place to live - even in weak rental markets.

<https://goo.gl/AppRu3>

Housing's new normal: Low interest rates, shifting demand, coming wave of new homebuyers

Housing Wire

And that new normal means interest rates will be staying low, well below 5% for the next several years, amid shifting demographics bringing new homebuyers to the market.

"I think mortgage rates are going to be with us for a long period of time," Nothaft said. "The expectation in capital markets is no rate change from the Federal Open Markets Committee today. We may see an increase in federal funds rate in December."

Nothaft added that Wednesday's FOMC announcement could provide more of an indication on the willingness of FOMC members to increase rates before the year is out.

<https://goo.gl/REYOq0>



brag about your new found structural home warranty partner.

Patricia Raymer, Risk Management Specialist
916.365.6192 | praymer@2-10.com



LONG LIVE HAPPY HOMES™

2-10.com

AROUND THE STATE

More Americans Leave Expensive Metro Areas for Affordable Ones

Wall Street Journal

Americans are leaving the costliest metro areas for more affordable parts of the country at a faster rate than they are being replaced, according to an analysis of census data, reflecting the impact of housing costs on domestic migration patterns.

Those mostly likely to move from expensive to inexpensive metro areas were at the lower end of the income scale, under the age of 40 and without a bachelor's degree, the analysis by home-tracker Trulia found.

<https://goo.gl/3CZZwR>

Several Bay Area Cities OK Rent Control, Affordable Housing Measures

NBC Bay Area

A number of rent-related ballot measures across the Bay Area have achieved a green check mark.

Voters in Alameda, Berkeley, Oakland, Mountain View, Palo Alto and Richmond supported some form of rent stabilization or eviction protection legislation while only Burlingame and San Mateo favored a "no" decision.

Alameda's Measure A1, an affordable housing initiative which was placed on the ballot by a unanimous vote from the county Board of Supervisors, won by a margin of 72 percent to 28 percent. It needed a two-thirds majority to pass.

<https://goo.gl/FfrLlw>

L.A. developers grapple with affordable-housing measure passed by wide margin

Los Angeles Times

Organized labor and tenant groups won a victory Tuesday when Angelenos overwhelmingly approved Measure JJJ, a ballot initiative that imposed hiring and affordable housing requirements on developments that get exemptions from key city planning rules.

The measure, which passed with nearly 64% of the vote, was pitched by its backers as a way to add more affordable housing in an expensive city undergoing a development boom.

Opponents, led by development interests, argued the proposed regulations, however well-meaning, would have the unintended consequence of reducing housing production and worsening the affordability crisis. In particular, they raised concerns over the effect on small developments, because those projects often don't command the higher rent of larger ones, which often already use more expensive union labor.

<https://goo.gl/Ng5T8f>



AROUND THE STATE

Making California housing affordable again will require new laws, more avenues to build

The Mercury News

How can California increase the number of homes that people can afford?

By giving more money to cities that build sufficient affordable housing, some said at a housing summit last week in Los Angeles. Or cutting off funding to those that don't.

Or by allowing developers to bypass the local process in cities and counties with insufficient affordable housing. Allowing single-family homeowners to build and rent out granny flats. And by streamlining the approval process for affordable housing projects.

<https://goo.gl/442uoQ>

Californians fleeing high cost of housing

The Mercury News

California's warm weather, sunny beaches and world-class schools have lured people to the Golden State for decades, but rising home prices are turning that equation around. Data analysis firm CoreLogic says that for every home buyer coming into California, another three are selling their homes, packing up and moving out, CNN Money reported recently.

The trend of out-migration was also noted in a separate trio of reports released earlier this year by Beacon Economics. Beacon noted that 625,000 more U.S. residents left California between 2007 and 2014 than moved into the state. The vast majority ended up in Texas, Oregon, Nevada, Arizona and Washington.

<https://goo.gl/j11jai>

With Workers Scarce, More Home Builders Turn to Prefab Construction

Wall Street Journal

A persistent shortage of construction workers across the U.S. is prompting some of the nation's largest home builders to experiment with a model they once derided: factory production.

KB Home last month unveiled a model home equipped with an energy-efficient kitchen and a rotating audiovisual wall that serves either as a television or video-conferencing system for two adjoining rooms.

The high-end, high-tech components all were built in a manufacturing plant and meant to be assembled at the home site, requiring far fewer workers in the field.

KB's concept home represents the latest technological evolution in the residential construction industry, one of the U.S.'s last bastions of manual labor performed in the elements.

<https://goo.gl/QpqUH4>

AROUND THE STATE

Zillow Sees Increase in Homeownership in 2017

Builder Magazine

Zillow was out Tuesday with its look ahead to 2017, during which it says recent trends will reverse course as the housing market's economic recovery enters a new stage. Renting will become more affordable, more Americans will drive to work, and the home-ownership rate will bounce back from historical lows.

Moreover, Zillow thinks Millennials will play a significant role in increasing that home-ownership rate. Nearly half of all buyers in 2016 were first-time buyers, and millennials made up more than half of this group of buyers.

<https://goo.gl/NPlE11>

Teslas in the trailer park: A California tech city faces its housing squeeze

The Seattle Times

MOUNTAIN VIEW, Calif. -

If there is anything that just about every Californian agrees with, it is that it costs too much to live in the state. During the past few years, the price of buying a home or renting an apartment has become so burdensome that it pervades almost every issue, from the state's elevated poverty rate to the debate about multimillion-dollar teardowns to the lines of recreational vehicles parked on Silicon Valley side streets.

The town of Mountain View, Google's home, wants to do something about that. Given new marching orders from a reform-minded City Council that was swept into office here two years ago, Mountain View is looking to increase its housing stock by as much as 50 percent - including as many as 10,000 units in the area around Google's main campus.

<https://goo.gl/nNIDF9>



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) and the National Association of Home Builders (NAHB 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: New Home Warranty Discount
- ◆ Ames Grenz Insurance Services: Dental, Medical and Vision Benefits
- ◆ BDx (Builders Digital Experience): List Communities/Homes for Free
- ◆ CBIA Workers Compensation Group Program: 5% Group Discount on Premium Rates
- ◆ CIRB Report: A Comprehensive Summary of Construction Permit Data for California: 20% Discount
- ◆ GM New Vehicle Purchase: \$500 Discount
- ◆ Member Rebate Program: Quarterly rebates on materials purchased
- ◆ APP: Fueling Program and Discounts
- ◆ FTD: 20% off floral arrangements and gifts
- ◆ Hewlett Packard Computers, etc.: Various discounts on notebooks, printers/scanners/handhelds, workstations, servers, storage third party options, FREE ground shipping
- ◆ NAHB Career Center: 20% off standard rates for job posting and 15% off human resources services
- ◆ NPP (National Purchasing Power): Verizon Wireless—up to 22% off standard rates (with 5 business lines), Expedia, Cradlepoint and Fastenal
- ◆ Avis: Up to 25% off rental cars and FREE Avis Preferred Service membership



Member Advantage at a Glance

www.nahb.org/ma

Houzz - Free access to Houzz Concierge Service, plus special discounts on local advertising programs and up to 10% off Houzz Shop products. Learn more at www.houzz.com/NAHBmembers.

FCA US LLC - A \$500 cash allowance for members, employees and household family members. This offer is good toward many new models in the Chrysler, Dodge, Jeep®, Ram or FIAT® vehicle lineup and is stackable with most current local or national incentives. Visit www.nahb.org/fca to learn more.

Lowe's - Visit www.LowesForPros.com/NAHB or call 877-435-2440 and register to save 2% on your Lowe's Accounts Receivable (LAR) purchases and free delivery on purchases over \$500. Save an additional 5% every day at the store when you mention the 5% at time of purchase and when using your LAR.

General Motors - \$500 private offer on most Buick, Chevrolet and GMC vehicles. Business owners receive a \$1000 private offer on select vehicles and may also qualify for additional incentives. Visit www.nahb.org/gm to find out more.

Marsh - Insurance coverage for members, employees and families including major and short-term medical, HSAs, income protection, critical illness, dental, vision, whole- and term-life, and AD&D through the individual marketplace. Group options for more than 50 employees available as well. Call 855-292-8849 or visit <http://Marsh.NAHBExchange.com>

G&K Services - Enjoy up to 20% guaranteed savings off standard pricing on uniforms, facility services, and direct purchase customized apparel. Visit www.eMemberBenefits.com/NAHB or call Your National Account Specialist at 713-967-6214 to request a quote or free site assessment.

AT&T, Verizon, Sprint & T-Mobile - Savings up to 35% including a free analysis of new and existing plans. Program offers free mobile to ANY mobile, free mobile device management, dedicated help desk support, and much more. Visit www.eMemberBenefits.com/NAHB or call 866-430-NAHB (6242).

2-10 Home Buyers Warranty - Visit www.2-10.com/NAHB or call 855-280-1328 to receive exclusive access to discounts on select products, including the Builder Backed Service Program and the systems and appliances warranty.

AXA Equitable - Offers full-service, low-cost retirement plans that can help reduce taxes while saving for life in retirement. Visit www.axa.com/nahb or call 800-523-1125, Option 3, Department 2046 and mention NAHB.

UPS Savings Program & YRC Freight - UPS discounts of up to 36% on a broad portfolio of shipping services. Savings of at least 70% on less-than-truckload shipments 150 lbs. or more with UPS Freight and YRC Freight. Visit www.1800members.com/NAHB or call 800-MEMBERS (800-636-2377) for more information.

TransFirst - Payment solutions with average savings of 16% per year. Web/mobile tools, credit card and eCheck processing and more. Free "Savings Analysis" call 800-613-0148 or visit www.TransFirstAssociation.com/NAHB.

Dell - Up to 30% off on all Dell computers. Call 800-757-8442 and mention NAHB or visit www.dell.com/nahb.

Associated Petroleum Products (APP) - Earn \$0.015 for EVERY gallon purchased using the APP Fuel Card program. Visit www.associatedpetroleum.com/nahb to enroll or call 800-929-5243, Option 6 and mention NAHB.

GEICO - Exclusive NAHB discounts for members on auto insurance. Visit www.geico.com/disc/nahb or call 800-368-2734. Mention NAHB for auto, homeowners, and commercial auto quotes.

Hertz - Up to 20% off on rental cars and FREE Gold Plus Rewards membership. Visit www.hertz.com/nahb, or call 800-654-2200 and use CDP# 51046.

Avis - Up to 25% off rental cars and FREE Avis Preferred Service membership at www.avis.com/nahb, or call 800-331-1212 and use AWD code G572900.

Budget - Up to 20% off rental cars and FREE Budget Fastbreak at www.budget.com/nahb, or call 800-283-4387 and use BCD code Z536900.

Version 1.13.2016



DISCOUNT PRICING for BIAFM MEMBERS

The BIA of Fresno/Madera Counties partners with NPP to provide discounts on products and services. NPP negotiates the rates, and makes them available to BIAFM members.

NPP MEMBERSHIP IS FREE.

Available products include:

Wireless Service
Office Supplies
Travel
Maintenance & Repair

Tech Devices
Fleet Management
Remote Surveillance
and more...



Access the nation's largest and most reliable 4G LTE network.

Corporate Discount - 22% discount on eligible wireless calling plans \$34.99 and higher (five line minimum, two corporate lines required).

\$20 for 3GB data on 3G/4G devices or **\$30 for 5GB** with Mobile Hotspot on 4G smartphone devices for corporate subscribers.

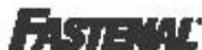
Text Message Offer - 250 per month for free, 500 per month for \$5, or unlimited per month for \$10.

Employee Discount - Up to 18% discount on eligible wireless calling plans \$34.99 and higher (15% discount, plus 3% if enrolled in paperless billing and My Verizon).

Accessories - 25% discount on select accessories.

***Eligibility Requirement:** Company must be a commercial construction company, home builder, remodeler or other trade craftsman.

All Verizon Wireless offers are for a limited time only and are subject to equipment availability. Verizon Wireless reserves the right to change or modify all offers at any time without notice. All terms and conditions are subject to and governed by Verizon Wireless' Agreement with Customer including, but not limited to, Customer eligibility requirements. Every effort is made to ensure the accuracy of the Verizon Wireless offers, however, Verizon Wireless is not responsible for any errors or omissions.



Discount pricing on maintenance, repair and operating supplies.

Local products and service at over 2,600 stores.



Exclusive savings with the world's largest online travel agency.

Save 5% on hotel bookings—over and above Expedia's industry leading prices.



The nation's leading provider of online legal document services and legal plans to families and small businesses.

15% discount for NPP members.

HOW TO GET STARTED

Signing up to be an NPP member is free and easy:

- Visit www.mynpp.com, click on "Join Now."
- Select "Company," then "Construction," then "Residential."
- Select "HBA-Home Builders Association" from the Association dropdown menu and complete enrollment.



**National
Purchasing
Partners**

800.810.3909
mynpp.com
customerservice@mynpp.com

MEMBERSHIP

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

Renewing Members

**United Security Bank
Gary Gianniceta, Civil Engineer**

WELCOME NEW MEMBERS

***** NONE *****



Thank You!

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 11/30/16*

**Carlson Calladine & Peterson, LLP
Comcast-Xfinity Communities-California
Developers Research
Villines Group, LLC**

DO BUSINESS WITH MEMBERS
KEEP YOUR INDUSTRY STRONG

2016 Board of Directors

Brent McCaffrey, Chairman

Matt Smith, Secretary/Treasurer

McCaffrey Homes

Woodside Homes

DIRECTORS

Arakel Arisian
Arisian Group

Greg Bardini
Morton & Pitalo

John Bonadelle
Bonadelle Neighborhoods

Terry Broussard
Broussard Associates

Nick Bruno
Valley Development Company

Mitch Covington
R. M. Covington Homes

David Dick
Donald P. Dick Air Conditioning

Bob Dillon
Gary McDonald Homes

Dennis Gaab
Benchmark Communities

Gary Giannetta
Gary Giannetta, Civil Engineer

Zach Gomes
KB Home

Stan Harbour
Harbour & Associates

Jeff Harris
Wilson Homes

Ash Knowlton
McCaffrey Homes

Gary McDonald
Gary McDonald Homes

Sarah Oliveira
Wathen Family Builders

Mike Pickett
Don Pickett & Associates

Jeff Reid
McCormick, Barstow

Brad Roznovsky
The Roz Group

Carl Swanson
Housing Capital Company

Ron Wathen
QK

Leo Wilson
Wilson Homes

ALTERNATE DIRECTOR
John A. Bonadelle
Bonadelle Neighborhoods

PROFESSIONAL WOMEN IN BUILDING

Officers

President - Marcia Russell
BMC

President-Elect - Jamie Ohanesian

Vice President - Membership - Donna Measell
Motivational Systems, Inc.

Treasurer - Linda Pickett
Don Pickett & Associates

Secretary - Charlene Crabtree
BIAFM

Parliamentarian - Donna Measell
Motivational Systems, Inc.

Directors

Donna Giannetta
Gary Giannetta, Civil Engineer

Sheri Mitcheltree

Patti Wasemiller
Valley Pacific Builders

Laura Wilson
Wilson Homes

Caryn Wiser
JLS Environmental

Calendar of Events

December

- 2 **BIA Annual Christmas Party—6:30 pm—Clovis Veterans Memorial District**
- 6 BIA/Fresno Committee—9:00 am - Fresno City Hall—Room 4017
- 7 BIA Board of Directors—8:45 am—265 E. River Park Circle, Ste. 160
- 21 BIA/Clovis Committee—9:00 am—Clovis Police/Fire Department HQ—Exec. Conf. Rm.
- 23 **BIA OFFICE CLOSED—12:00 noon**
- 25 **BIA OFFICE CLOSED**
- 30 **BIA OFFICE CLOSED—12:00 noon**