



Building Industry Association  
of Fresno/Madera Counties, Inc.

# *BIA Fresno/Madera Counties*

## *UPDATE BULLETIN*

Volume 32, Issue 7 – August 1, 2023

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### **LOCAL**

#### **Clovis Committee Meeting in July**

**Update on VMT mitigation measures** – Renee Mathis reported that they had made progress, although slowly, but continued to gather information. Renee stated that they had contacted cities that have implemented a fee program and would continue to review the data.

**Permit trends** – Jesse Norton reported that the city had issued 662 single family permits and zero permits for multi-family units. Jesse stated that they were projecting about 750 units for fiscal year 2023-24 with about 590 multi-family units that were in process in 2022-23 being issued in 2023-24 with the rest in single family residential.

**Update on the Housing Element** – Dave Merchen informed the Committee that the Housing Element had been submitted to HCD and was expecting a response by mid-August. Dave stated that they had one meeting with HCD. Dave indicated that the goal was to get the Housing Element approved by HCD by December.

**Analysis of Inclusionary Zoning** – Dave Merchen reported that the city had been included in a study on inclusionary zoning and based on the information provided by the development community and the city to the consultant, Clovis was removed from the study,

**Changes to R-3 and R-4 zone districts** – Dave Merchen informed the Committee that the city needed to make changes to the R-3 and R-4 zone districts to comply with the new Housing Element. Dave stated that he would be conducting a meeting in early August to review the proposed changes and asked for participation from the BIA.

**General Plan Review and Audit** – Dave Merchen stated that the review and audit of the current General Plan was being reviewed by staff and would be released soon. Dave stated that they had scheduled a hearing before the City Council on August 21 to consider the report findings and recommendations.

**Processing improvements** – Sean Smith reviewed the statistics on improving processing times and the planned future improvements. Sean requested that anyone with comments on processing times should contact him.

**Fresno Committee Meeting in July - None**

**Madera County Committee Meeting in July - None**

**Fresno County Committee Meeting in July - None**

**Fresno Metropolitan Flood Control District in July - None**



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

This link takes you to the NAHB

Member Discounts page

## AROUND THE STATE

### **Virtue signaling with right to housing proposal could backfire on California** | CalMatters

Assembly Constitutional Amendment 10 is full of the vague language that lawyers love because it requires lawsuits and judicial interpretations to have real-world meaning. In other words, it would invite even more litigation on an issue that is already awash in contentious legalism.

[READ MORE>>](#)

### **How friction between two major California laws impedes housing construction** | CalMatters

When California Gov. Gavin Newsom made an unusual appearance on Fox News, it was inevitable that conservative commentator Sean Hannity would bore in on California's chronic housing shortage and homelessness crisis.

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### **Economist sees 'a potential rally' in the housing market** | Yahoo! Finance

"So it appears to me that after about a year of some slowdown in general — in housing activity and disinflation and home prices — that we're now seeing a floor and then a potential rally," Brad Dillman, Chief Economist at Cortland.

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### **CEQA needs to die so California can thrive** | The Orange County Register

There were exceptions among the grifters. One of the rare, genuine victims to testify was **Dan Dunmoyer, representing the California Building Industry Association**. Because his industry hasn't navigated a profitable workaround that transmutes litigious, bureaucratic CEQA-generated gridlock into bountiful grift, Dunmoyer can tell you the true cost of CEQA.

[READ MORE>>](#)

### **As Climate Shocks Multiply, Designers Seek Holy Grail: Disaster-Proof Homes** | The New York Times

The homebuilding industry has been slow to adopt changes that can better protect against extreme weather. Some architects are showing what's possible.

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### **Opinion: Newsom says California's anti-housing environmental law is 'broken.' So why won't he fix it?** | Los Angeles Times

If you want to see what real reform looks like, look north. Washington state legislators voted overwhelmingly this year to eliminate environmental review for every urban housing project that conforms to a city's general plan and zoning laws.

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### **A move from California to Texas could save a million dollars. Many Americans are opting in** | USA Today

In 2021, it was the most popular interstate move in the country, with 111,000 people – or 300 people a day – headed to the Lone Star from the Golden State, a whopping 80% increase compared to 2012, according to an analysis of U.S. Census and IPUMS data by StorageCafé.

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## AROUND THE STATE

### **New bill could create affordable middle class housing for Californians | CBS8**

"We have no choice but to find more land that can be developed," said Moeder. "The only way we're going to add more housing and significant housing is to find new land that we can develop on new communities on."

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### **\$58 Million in Incentives Now Available for New, All-Electric Climate-Friendly Homes | California Energy Commission**

The program offers financial incentives and technical assistance to builders and developers of new, market-rate homes with all-electric appliances and equipment. Funds are available on a first-come, first-served basis, with the program timeline planned for the next five years — unless funds are fully reserved.

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### **Why can't we stop homelessness? 4 reasons why there's no end in sight | NPR**

When Los Angeles Mayor Karen Bass campaigned last year on reining in homelessness, she laid out bold proposals with a budget of hundreds of millions of dollars. But on Monday, Bass said it's become clear that there's simply no end in sight.

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### **Mortgage Rates Hit Highest Rate Since November 2022 | Builder**

With many homeowners locked in at interest rates that are significantly lower than the current average rate, resale listings are down 27% year over year, the largest drop since the start of the pandemic, according to Redfin.

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### **California puts another \$200M into shared appreciation loans | inman**

The California Housing Finance Agency (CalHFA) launched the Dream For All Shared Appreciation Loan Program in March, but the program proved to be so popular that it burned through all \$300 million originally earmarked for the program in less than two weeks.

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# AROUND THE STATE

## U.S. housing starts fall 8% in June, biggest drop in a year | Market Watch

Housing starts fell to a 1.43 million annual pace last month from 1.56 million in May, the government said Wednesday. The data measures how many houses would be built over an entire year if construction took place at the same rate in every month as it did in June.

[READ MORE>>](#)

## The only hope for people trying to buy a new home in today's broken housing market | Insider

There may be one last hope for salvation for these hard-pressed homebuyers: brand-spanking new houses. Recent data shows that the number of groundbreakings is shooting up, and there are other signs that more homes could be on the way.

[READ MORE>>](#)

## There's so much migration from the Bay Area to Sacramento it's creating a 'megaregion' | KCRA3

In 2020 alone, migration between San Francisco County and Sacramento County grew 70% from the previous year, a CBRE report concluded. The Sacramento region is projected to grow another 4% in the next 5 years, largely buoyed by this continued migration.

[READ MORE>>](#)

Through NPP, BIAFM members can access discounts on travel with Priceline.

- **Save up to 25% off “On Sale” hotels** when you bundle hotel, rental car, flight\*
- Don't need a flight? No problem! Book multiple hotels or any hotel/rental car combination to achieve this exclusive NPP discount.  
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## A Quick Glance at Upcoming Educational Opportunities from NAHB

### Webinars

#### New Free NAHB | IBS Education Webinar Series

*Exploring the current trends & topics that impact your business.*

NAHB is proud to present the launch of a new IBS Education webinar series. These free monthly webinars will explore the current industry trends and topics that impact your business. We're bringing you some of the most popular IBS speakers to bring you up to date on popular industry topics, trends and more.

Register for this upcoming webinars which is free for all:

#### **How ChatGPT, AI & Automation Are Changing Home Building Now (June 21)**

#### **BizTools Video Series**

In these monthly videos, industry experts share the latest tips and discuss essential strategies to enhance business operations and boost long-term profitability. Follow-up Shop Talks and articles accompany each episode. A new video will be released the second Tuesday of the month. **Sign-up today. It's free for NAHB Members.** Here's the current line-up:

#### **Cash Flow – Part 3: Company Cash Flow (June 13)**

#### **Shop Talks**

Informal, peer-to-peer discussions led by leading industry professionals that explore segment and audience-specific topics of interest. **All Shop Talks are free.**



# ***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.cbiam.org](http://www.cbiam.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.

## **Save Money**

**2-10 Home Buyers Warranty:** Members receive exclusive discounts for multiple 2-10 HBW products including 10-year Insurance-Backed Structural Coverage, Front Line Warranty Service, Systems & Appliance Warranties and more. For more information call or text your local Risk Management Specialist, Ben Farris, at 559-612-6246.

**NAHB**—Through agreements with more than 20 national companies, NAHB offers exclusive discounts on a variety of products and services that can benefit your business, employees or family.

Explore the range of member savings available below. (see following pages) You can also download an overview of all discounts, including phone numbers and program codes. Go to [www.nahb.org/ma](http://www.nahb.org/ma)

**CBIA** has an Affinity Partnership with **Ames Grenz Insurance Services** to provide guaranteed Issue medical, dental and vision plans to our association members. Ames Grenz Insurance Services is a locally owned agency that has provided Association members individual and group benefit plans for more than 47 years.

Various medical plans with Western Health Advantage and Kaiser are available for groups as few as one member. There are no health questionnaires to complete or pre-existing conditions that would preclude members from obtaining coverage. Employers may select from 15 different medical plans for flexible enrollment options. Enrollment is as simple as an enrollment form and a premium check for CBIA members to realize medical coverage.

If you have been experiencing increases in your medical plans and need the flexibility of multiple plan offerings, look no further than the CBIA-sponsored medical plans.

For more information, contact Chris Vlautin, [cvlautin@amesgrenz.com](mailto:cvlautin@amesgrenz.com) or (916) 486-2900, Ext. 122

**CIRB** is a service provided by the California Homebuilding Foundation and serves as the premier statistical resource for the State of California. CIRB publications and datasets serve as the primary data source for various state agencies including the California Energy Commission and the Department of Housing and Community Development. Operating at an almost perfect annual data compliance rate, CIRB produces comprehensive datasets for residential and non-residential construction covering all 58 California counties and all 500+ incorporated cities. For more information on monthly subscriptions or custom reports, please email [chf-cirb@mychf.org](mailto:chf-cirb@mychf.org) or visit the CIRB website at <https://www.cirbreport.org/>

# BIA-Fresno/Madera Member Benefits

Did you know that as a BIAFM member you also have access to savings by using these, and other additional benefits? National Purchasing Partners (NPP) is a member benefit provider of BIAFM and helps members reduce costs with exclusive pricing through a variety of brands used by millions of businesses nationwide. Enroll your company for FREE and unlock discounts for your business and employees. Enroll here: <https://mynpp.com/association/bia-fresno-madera/>



## Batteries Plus Bulbs

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## IMPAC

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## OPD Business Solutions (Office Depot)

With more than 16,000 in-stock office supply products, ODP products and services meet the needs of NPP members nationwide. [Click here to receive premiere ODP pricing through NPP.](#)



## Sherwin-Williams

### Sherwin-Williams

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## Staples Business Advantage

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## [Verizon Connect Reveal](#)

Track commercial vehicles and monitor your drivers for improved performance and safety. NPP members receive an exclusive discount on Reveal GPS fleet software. [Enroll with NPP to access this deal on fleet tracking.](#)

\*Offer available to new Reveal business customers, excluding federal, state and local government entities, in the US only. Offer requires NPP membership and minimum 36 month subscription and applies only to [Reveal GPS fleet tracking, Cameras and Power and Non-Powered Asset tracking]. Activation may be subject to credit review and may require a deposit. Promotion cannot be combined with other offers. Early termination fee and other taxes, fees and terms may apply. In the event of a conflict between the terms of this promotion and the terms in the customer's contract, including but not limited to terms regarding minimum purchase obligations, the terms in the customer's contract govern. Offer valid while supplies last. © 2020 Verizon. NPP does not guarantee supplier offers or their website performance. Suppliers are solely responsible for all supplier products and services offered through NPP. Offers may be suspended or terminated at any time and may be subject to product restrictions, exclusions and eligibility requirements.



## Verizon Wireless

Eligible businesses can receive 22% OFF monthly access fees\* and up to 35% OFF select accessories. [Enroll your business with NPP to start saving with the nation's largest, most reliable 4G LTE network.](#)

\*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. Restrictions may apply. Visit [mynpp.com](https://mynpp.com) for details



## MEMBER SAVINGS PROGRAM

at a glance  
[nahb.org/savings](http://nahb.org/savings)

### AUTO

COMPANY	SAVINGS	PRODUCTS	INFO
GM	Save \$20 per vehicle on model vehicles for retail customers. Save \$99 - \$100 per vehicle on used vehicles for fleet customers. Stackable with most national retail & fleet offers. NAHB Member household family eligible.	Chevrolet, Buick, GMC	<a href="http://nahb.org/gm">nahb.org/gm</a>
NISSAN	Save between \$2,000 - \$9,900 per vehicle. Must be purchased in member's company name. NOT stackable with most national offers. Member company eligible.	Nissan	<a href="http://nahb.org/nissan">nahb.org/nissan</a>
AVIS	Save up to 30% off the RAY RWD rates when making a reservation with Avis Worldwide Discount (AWD) number 5572930.	Rental Cars	<a href="http://avis.com/nahb">avis.com/nahb</a> 800-831-1112 AWD 5572930
Budget	Save up to 35% off Budget RAY RWD rates when making a reservation using Budget Customer Discount (BCD) number 2156930.	Rental Cars	<a href="http://budget.com/nahb">budget.com/nahb</a> 800-255-4357 BCD 2156930

### BUILDING MATERIALS

COMPANY	SAVINGS	PRODUCTS	INFO
LOWE'S	5% off in-store plus 2% online on Local with Commercial Account (CA) or cash business Advantage (BA). \$10000 limit on discount on any one purchase.	Building Materials	<a href="http://lowes.com/nahb">lowes.com/nahb</a> 877-431-5849

### SHOPPING & ENTERTAINMENT

COMPANY	SAVINGS	PRODUCTS	INFO
MEMBER DEALS	Up to 10% off.	Theme Parks, Movie Tickets, Concerts, Water Parks, Gift Cards	<a href="http://memberdeals.com/nahb/">memberdeals.com/nahb/</a> 867-575-1261
SAM'S CLUB	One year membership for \$24.99.	Bulk Discount Retail	<a href="http://samsclub.com">samsclub.com</a> 877-575-1261
HOTELPLANNER	NAHB members receive up to 10% on hotel room rates at over 200,000 properties worldwide from over 250 countries.	Hotels	<a href="http://naib.com/planner.com">naib.com/planner.com</a> 1-800-431-2175

NAHB Members Saved  
 over **\$29,000,000** last year





## MEMBER SAVINGS PROGRAM

at a glance  
nahb.org/savings

### BUSINESS MANAGEMENT

	COMPANY	SAVINGS	PRODUCTS	INFO
	DELL	Up to 40% off Dell computers, servers, electronics & accessories.	Computers & hardware	dell.com/nahb 1-800-757-8442
	HOZZZ	20% off Houzz Pro, free help with best practices, 12% trade discount on HouzzShop purchases.	Marketing solutions, building products	houzz.com/proandtradeshowers (888) 225-3051
	OFFICE DEPOT	Up to 75% off in-store or the online regular prices on their Best Value List of promotional products. Plus, free shipping over \$50.	Office supplies	officedepot.com/nahb 1-855-337-6011 ext 6997
	UPS SHIPPING	Flat rate on up to 50% discount for flat day shipping, 50% for ground commercial/residential.	Business Shipping	100 members can qualify 1-800-944-6395
	YRC FREIGHT	At least 75% off Less Than Truckload (LTL) shipping over 150 lbs.	Freight Shipping	100 members can qualify 1-800-944-6395
	RINGCENTRAL	Save 15% off monthly on a new RingCentral Office service. Receive \$50 off the list price on any RingCentral phone. Current NAHB RingCentral users are eligible for discounts by calling and requesting a 24 month agreement.	Message, Video, Phone	ringcentral.com/nahb (800) 411-1000
	AMERICAN EXPRESS	Eligible NAHB members can earn 175,000 Membership Rewards® points when they spend \$50,000 on the Card in the first three months of Card Membership. Terms & apply.	Business Platinum® Card®	nahb.org/ames
	HEARTLAND	Reduce, reuse and reward customer service for NAHB members.	Payment & POS Solutions	go.heartlandpaymentsolutions.com/nahb 800-333-0143
	CONSTRUCTION JOBS.COM	20% discount on standard rates.	Job Posting	nahb.org/careers 828-251-1344

### NAHB ASSOCIATION DISCOUNTS

	COMPANY	SAVINGS	PRODUCTS	INFO
	SALES INTERNATIONAL BUILDING SHOW®	Up to \$200 off show registration. Up to \$2.75 per sq. ft. of exhibit space.	Trade Show	saibuildingshow.com
	NAHB CONTRACTS	Up to 30% off contract rates.	Legal	nahb.org/nahbcontracts
	HOMERECONOMICS	\$100 off annual subscriptions.	Economic & Housing Data	housingeconomics.com
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BIA recognizes and appreciates new and renewing members  
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## WELCOME NEW MEMBERS

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