



Building Industry Association
of Fresno/Madera Counties, Inc.

BIA Fresno/Madera Counties

UPDATE BULLETIN

Volume 30, Issue 2 – February 26, 2021

LOCAL

Summary of the February Clovis Committee Meeting

Financing and Scheduling for Sewer and Water Infrastructure for Heritage Grove – Mike Harrison reported that they were still working on the modeling for project scheduling, financing, and cashflow. Mike stated he hoped to have additional information in a few weeks.

VMT Guidelines and Mitigation Measures – Sean Smith informed the Committee that they were pursuing the CEQA analysis of the VMT impact and he estimated that it would be late March or early April before they could get started. A question was raised about getting Council approval to move ahead, to which Luke replied that he felt the Council would be in support. The BIA members were in support of the approach and to support additional analysis to allow a density increase of one level higher than designated on the current General Plan. Sean stated that they would be working with the consultant for such an approach. Sean indicated that as the CEQA analysis proceeded they would be reviewing the possibility of establishing a VMT fee program.

Changes to Development Standards for Small Lot Subdivisions- Dave Merchen indicated that the Planning Commission had approved the report by the staff but was concerned about the side yard set-back and recommended a 5 ft. set back on the garage side. Dave stated that staff was recommending 4 feet. A question was raised if the minimum lot size was 1,800 sq. ft. Dave responded that a new zone district would need to be established to accommodate very small lots and more study would be needed.

40% Requirement for Installation of Required Landscaping – Renee Mathis commented that the condition that all required landscape improvements be completed by the time 40% of building permits had been issued was established quite a while ago and was not currently being strictly enforced. Renee inquired if that standard needed to be changed. Several builders commented that the 40% requirement was unworkable and needed to be changed. It was indicated that staff was tracking and monitoring the progress of each project, which seemed to be working, however it was time consuming for staff. Suggestions were made about what other thresholds should be used, such as, a higher number of permits issued or at certificates of occupancy. Renee suggested that the BIA make a recommendation to the City on a new requirement and the builders concurred.

COVID-19 Restrictions – Renee Mathis reported that no changes had been made.

Note: For the item on the 40% requirement the City staff agreed to recommend to the Clovis City Council that the condition be eliminated. The City Council will consider the recommendation at the Council meeting on March 1.



www.nahb.org/ma

This link takes you to the NAHB

Member Discounts page

AROUND THE STATE

Housing crisis hasn't gone away

CalMatters

A year ago, California's most pressing political issue was, by common consent, a housing crisis.

Despite declining population growth, California had for years been falling short of building enough housing to meet demand, especially from low- and moderate-income families.

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Households Priced-Out by Higher House Prices and Interest Rates

NAHB

NAHB's latest estimates show that, nationally, a \$1,000 increase in the price of a median-priced new home will price 158,857 U.S. households out of the market. Based on their incomes and standard underwriting criteria, these households would be able to qualify for a mortgage to purchase the home before the price increase, but not afterward.

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Huntington Beach loses housing case with state of California

LA Times

The city of Huntington Beach has lost a lawsuit against the state of California seeking to be exempted from recently passed housing bills, including Senate Bill 35 and SB 1333, and will not appeal the decision.

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In a first for California, Sacramento poised to allow apartments in single-family home neighborhoods

LA Times

In an unprecedented move, Sacramento is on the verge of approving a plan that would make the city the first in California, and one of the first in the country, to end zoning that permits only one single-family home on a property.

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Bay Area needs dramatic increase in homes: suit

The Mercury News

The groups YIMBY Action and YIMBY Law claim the state failed to adequately consider the enormous amount of jobs in the Bay Area when calculating the region's housing goal and underestimated the need for new homes and apartments by at least 30 percent.

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AROUND THE STATE

Joe Biden wants 100% clean energy. Will California show that it's possible?

LA Times

Policymakers across the country are looking to California to show that it's possible to phase out fossil fuels. State law mandates 100% clean energy by 2045, and until recently, things seemed to be going well. Nearly two-thirds of California's electricity came from climate-friendly sources in 2019, against the backdrop of a growing pre-pandemic economy.

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Good Housing Law? Lawmakers Don't Have a Clue

Flash Report

The California Building Industry Association (CBIA) wants more out of lawmakers.

"Making housing both adequate and affordable is what CBIA expects from the Legislature this year," **said CBIA CEO Dan Dunmoyer.** "The simple thing for legislators to do is to start passing laws that spur homebuilding, not stifle it."

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Inside Sacramento's wild real estate market, where homes sell in hours and buyers have no shot

SacBee

Infused with buyers escaping the Bay Area's high prices during the COVID-19 teleworking moment and with maturing millennial couples starting families, Sacramento's real estate market has tilted dramatically toward sellers over buyers. Houses sometimes get 10 or more bids, and typically sell within days at more than the asking price.

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Another chance to act on housing in California

OC Register

When he was running for governor three years ago, Gavin Newsom promised, rather absurdly, that he would spearhead a drive to build 3.5 million new housing units by 2025.

It was absurd because it would require California to escalate new construction from about 100,000 units a year to 500,000, which would be financially and physically impossible.

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AROUND THE STATE

Waiting for apartments where the pavement ends

CalMatters

State housing planners continue to allocate tens of thousands of low-income units in Riverside County despite a lack of suitable land and willing developers. The broken zoning process is a lose-lose for state and local governments alike.

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Implied vs. written structural warranties: Which is better?

All builders have obligations to guarantee the quality of the homes they build. At the very least, builders must abide by implied warranties. Alternatively, builders can provide written structural warranties to expressly state what they're responsible for. But what's the difference, and which is better? Let's look at the differences and see why one type of warranty is by far the best.

What is an implied warranty?

An implied warranty is a guarantee that the houses you build will meet certain standards and expectations. These standards apply to the workmanship and habitability of the home. All 50 states recognize implied warranties for newly constructed homes. While this may seem straightforward, there are some caveats.

Implied warranties are not standardized. Although all 50 states recognize implied warranties, there is no standard form. Each state may have different expectations and interpretations on implied warranties. It's your responsibility to follow them regardless.

They're typically up to a court's interpretation. Because they're neither written down nor standardized, courts have a distinct say in how to interpret implied warranties. These court interpretations can be vague and unpredictable, which puts you at great risk.

Despite these facts, you must still follow them. Imagine playing a game that you don't know the rules to, but you're still expected to follow them. You do your best to try to interpret the rules, but you're never quite sure where you stand. And by the time you figure out whether you're following them correctly, you've lost an expensive court case. If that gives you an anxiety-inducing, frustrating feeling, you aren't alone.

Simply put, implied warranties can be a huge gamble for your business, your buyers, and your reputation. Fortunately, there's a way to put the ball back in your court through a written warranty.

What is a written warranty?

A written warranty provides clearly defined performance standards on all of the homes you build. These performance standards apply to the workmanship, key systems (e.g., electrical, plumbing), and structure of the home. When you cover your homes with a written, insurance-backed express limited warranty from 2-10 Home Buyers Warranty (2-10 HBW), you take the guesswork out of what you need to guarantee. Here are just some of the benefits you get in a written warranty from 2-10 HBW.

Relief from financial liabilities. The average structural claim costs between \$42,000 and \$113,000. That's bad enough on its own, but it's especially bad if you build multiple houses in the same area. With a written structural warranty from 2-10 HBW, you pass those financial liabilities to us. So, if a house you build experiences a qualified structural defect, you don't have to go back and solve it out of your own pocket. We do it for you.

Sets expectations. Unlike an implied warranty, a written warranty sets expectations clearly. It establishes your responsibilities in writing, which clarifies those responsibilities for you and your buyers. When you purchase a third-party structural warranty from 2-10 HBW, it has the added benefit of providing neutrality. So, if you ever found yourself in court, you'd be using third-party language to make your argument, rather than your own. Courts tend to view self-written warranties as self-serving, which makes them more likely to rule in favor of the buyer.

Third-party arbitration. A written structural warranty from 2-10 HBW includes binding arbitration language. This Supreme Court-backed arbitration language means that if you ever had a dispute with a buyer, you'd settle it out of court. That saves you time and money, and lets you do what you do best—build quality homes.

Which type of structural warranty is best?

A written, insurance-backed, express limited warranty from 2-10 HBW is the best option. It eliminates the vagueness of implied warranties. It protects your bottom line and reputation against qualified structural defects. And it puts you and your prospects on even footing, knowing who's responsible for what.

Implied warranties apply to all builders, but you can overcome them with a written warranty from 2-10 HBW. A written warranty from 2-10 HBW puts you back in control and gives you the strong foundation you need to protect the houses you build.

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) 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:** 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**
- ◆ **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 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

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/1/eligible.	Chevrolet, Buick, GMC	nahb.org/gm
FCA	20% cash 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®	nahb.org/fca
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	nahb.org/nissan
PF Goodyear	Save \$5.00 on all 4 All Terrain T/AKO2 Tires. 24 Hour Mobile Assistance.	Tires	goodyear.com/na
GEICO	Exclusive member rates on auto and home insurance.	Insurance	geico.com/na 800.841.8974

AUTO RENTAL

COMPANY	SAVINGS	PRODUCTS	INFO
AVIS	Up to 25% off base rates and FREE Preferred Service Membership.	Cars/trucks	avis.com/nahb 800.531.2332/NAHB member
Budget	Up to 25% off base rates and FREE Fastbreak Bonus.	Cars/trucks	budget.com/nahb 800.283.4587/PCN 621.6820
Hertz	Up to 25% off base rates and FREE Gold membership.	Cars/trucks	hertz.com/nahb 800.554.2266/CD/15.1045

BUILDING MATERIALS

COMPANY	SAVINGS	PRODUCTS	INFO
HOME DEPOT	Member's off-loads Account, Business Account, TRADE-Everyday or SEON Plus Orders. 2% off all stores using LAR or LSA.	Building materials	www.homedepot.com/nahb 877-556-3441

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	Office Supplies	855-317-6611
houzz	10% off	Marketing Solutions, Building Products	houzz.com/members
CONSTRUCTIONJOBS.COM	20% discount	Job Listings	nahb.org/careers
24 HOUR RIVERS WARRANTY	Save 10% on	Home Warranty	24hr.com/nahb
UPS SHIPPING	10% off	Business Shipping	1800-4myups.com/nahb
YRC	10% off	Project Shipping	1-800-YEARBERS
Kabbage	10% off	Small Business Loan	kabbage.com/nahb
amazon business	Additional business savings	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
SANTITAS CLUB	One Year Membership	Meats and Deli	800-579-1221
ON THE BORDER	Save 10% on top of any online spend	Meats, Fresh Produce	ontheborder.com/nahb
FTD FLOWERS	10% off	Flowers and Gifts	800-233-1110

NAHB ASSOCIATION DISCOUNTS

COMPANY	SAVINGS	PRODUCTS	INFO
IES	Up to 50% off	Trainers	bulkeshow.com
NAHB CONTRACTS	Up to 10% off	Legal	nahb.org/legal-services
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	builderbooks.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. Not all items qualify for these deals and limited time offers.

MEMBERSHIP

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

Renewing Members

Broussard Associates
Dal-Tile
Harbour & Associates Engineers, Inc.
Ponderosa Telephone
QK
Woodside Homes
Wyndfair Properties

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 2/28/2021**

*** NONE ***

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Calendar of Events

March

- | | |
|----|---|
| 3 | BIA Board of Directors—8:45 am—Conference Call |
| 10 | BIA/Fresno Committee—3:00 pm—Conference Call |
| 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 |