



March 2023

March Membership Meeting

Date: March 8th

Time: Social at 6 pm, Dinner at 7 pm

Fried Chicken and all the Fix-ens'

Location: Eagles on MO Blvd

Cost: \$20

Sponsored by: US Bank

Program : by Patti Faber and Laureen Allee

Preferred Builder Program, Builder Rate Locks , Rate Buydowns and
One Time Close Construction loans.



Please RSVP by Monday, March 6th rachel@hbacentralmo.com

573-635-6001

Leadership List

President

Brice Ready

1st Vice President

Lisa Lehman

2nd Vice President

Adam Boessen

Secretary

Nancy Gratz

Treasurer

Dan Lewis

Past President

Jason Otke

Board Members

Christy Lyon

Matt Kujath

Jeff Hoelscher

Jim Hagenhoff

Scott Perkins

Ryan Schrinpf

Matt Allen

HBA of MO Rep- Jason Otke

Executive Officer- Rachel Andrews

Administrative Assistant- Julie Sullivan

Calendar of Events

March 7th 4pm HBA Board Meeting
at the HBA office

March 8th 10:45 am HBA of
Missouri Meeting

March 8th 6pm HBA Membership
Meeting at the Eagles , Sponsored by
US Bank

April 11th 4pm Board meeting at
the HBA office

April 12th 6pm Memerbship
Meeting at the Eagles sponsored by
Wallstreet Group

New Members

Chavez Enterprises

Blanca Chavez

573/826-0950

Rush Interior Design, LLC

Samantha Rush

573/645-0342

A.M. Solutions

Justin McCollum

573/533-1713

**2023 Permit Totals Click
here for permit totals**

SEEKING STUDENTS LOOKING TO ENTER BUILDING-RELATED CAREERS

MULTIPLE SCHOLARSHIPS TO BE AWARDED

The HBA Scholarship Fund was created in 2003 to encourage strong relationships between builders, local associations and colleges. This program provides financial assistance to local students seeking careers in the building trades.



APPLY BY APRIL 1

HBACENTRALMO.COM /SCHOLARSHIP-PROGRAM

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Know a high school student going into a building related industry?
The HBA of Central MO will be awarding at least (2) \$1000 scholarships in May.

Find out more info on the HBA website

www.hbacentralmo.com

SAVE THE DATE

FOR THE

Annual HBA BBQ & Silent Auction

Wednesday, June 14

Memorial Park

Dinner from 5:30 PM to 7:00 PM





Thank you to the 2023 Home Show Committee we would not be able to put on the Home show without the many selfless hours of these volunteers.

2023 Home Show Committee



Christy Lyon

2023 Co-Chair

Monarch Title



Nick Haslag

2023 Co-Chair

Haslag
Landscape
Design



Gywnn Ready

2023 Co-Chair

Legends Bank

Ron Lehman & Lisa Lehman- ServiceMaster By Aerodry, Ralph McCasland - Brady's Glass, , Adam Mietzner - EcoWater Systems, Jeff Carr - Hawthorn Bank, Rachel Andrews & Julie Sullivan- HBA, Aaron & Kristy DeBuhr - Imagemark Marketing & Advertising, Haze Wright & Johnny Martellaro - Martellaro Marble & Granite, Tim Wilbers - Midwest Block & Brick, Paulette Kreter-Paulette's Designs, LLC, Nick Johnson- Cutco Cutlery, Matt Allen- MRA Construction

Home Show Sponsors



SUPER BOOTH SPONSORS



- MID-CITY LUMBER
- HASLAG LANDSCAPE & DESIGN
- MRA CONSTRUCTION
- LOWE'S HOME IMPROVEMENT CENTER
- SOMMER'S INTERIORS
- BRADY'S JEFFERSON CITY'S GLASS COMPANY
- MID MISSOURI SURFACES

- MARTELLARO MARBLE & GRANITE
- JEFFERSON CITY WINSUPPLY
- J & S WINDOW COMPANY
- BEST FIRE INC.
- STOCKMAN STONWORKS
- LONGFELLOW'S GARDEN CENTER
- NICHOLS CAREER CENTER



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Jefferson City's Glass Company



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LET THE KIDS
BUILD, TOO!



Grab your FREE birdhouse
build kit provided by
Lowes Home Improvement
and Central Bank!

SATURDAY

WHILE SUPPLIES LAST

Special Thank You

Ralph McCasland (Brady's Glass) for transporting the Super Booth set up and take down

Gwynn Ready, Brice Ready and Joe Otto helping with the HBA booth and wherever needed

Lowe's Home Improvement for the use of your carts during load in/out

Lisa Lehman (ServiceMaster Restoration by Aerodry) transporting carts to and from Lowe's

Nicholas Career Center for constructing the Super Booth

Matt Allen (MRA) for construction of the interior side of Super Booth

Angie Finton (Angie Finton Designs) decor for Super Booth

Ecowater for the coffee and donuts

Imagemark for the advertising, graphics and social media post

Mid- City Lumber for the use of the forklift

Nick Haslag (Haslag Landscape and Design) for organizing the Outdoor display at Super Booth

Imagemark for taking pictures

Ryan Schrimpf (Ryan Schrimpf Construction) Tim Wilbers (Midwest Block & Brick) Mike Saucier (RM Saucier) and Brice Ready (Ready Construction) for putting up and taking down outdoor signs



More Home Show Thanks

Thank you Raffle Volunteers:

Christy Lyon & Melissa McDaniels- Monarch Title

Aaron and Kristy Debuhr- Imagemark

Kim Baumgartner and Jason Luebbering- Cole County Industries

Jennifer Gerling- Wallstreet Group

Wanda Holtmeyer- Dean Holtmeyer Construction

Joe Otto- Scruggs Lumber

Matt Kujath- Winter Dent

Lisa Lehman and Ivana Turner Servicemaster by Aerodry

Jeff Carr- Hawthorn Bank

Leanna & Jim Hagenhoff - Tri Tech Builders

Joe Schaefer -Associated Real Estate

Keith Kliethermes- Kliethermes Designs

Travis Hoskins- Meek's Lumber

Nancy Gratz- Gratz Real Estate

Thank you Load in/out Volunteers:

Ralph McCasland- Brady's Glass

John Martellaro- Martellaro Marble & Granite

Adam Mietzner- Ecowater

Joe Otto -Scruggs Lumber

Thank you Security Volunteers:

Ron Lehman- Servicemaster Restoration by Aerodry

Haze Wright- Martellaro Marble & Granite





The raffle will be held again this year with more **HUGE PRIZES!**

RAFFLE GRAND PRIZES



**BLACKSTONE
OR GRILL**



**100 LB CAPACITY
SPREADER**

Prize photos for illustration purposes only. Actual prize model may vary.

PRIZES! PRIZES!

You won't want to miss out on the hourly prizes valued at a minimum of \$25 each.



**Be sure to buy your tickets
AT THE HBA BOOTH!**

The Prizes are in the HBA Booth to view!



Construction By:



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CAREER
CENTER**

RAFFLE PRIZE DONORS

COLE COUNTY INDUSTRIES - GRAND PRIZE
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JIM LEWIS TIRE PROS
JOE MACHENS CAPITAL CITY FORD

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VAUGHAN POOLS & SPAS

**RAFFLE PROCEEDS BENEFIT THE
HBA SCHOLARSHIP PROGRAM**





Single-Family Starts Sluggish in New Year

Although rising builder sentiment indicates a turning point for housing later this year, lackluster single-family **production in January** is a sign that the housing sector faces further challenges, as elevated mortgage rates and high construction costs continue to put a damper on the market.



Overall housing starts decreased 4.5% to a seasonally adjusted annual rate of 1.31 million units, according to a report from the U.S. Department of Housing and Urban Development and the U.S. Census Bureau.

The January reading of 1.31 million starts is the number of housing units builders would begin if development kept this pace for the next 12 months. Within this overall number, single-family starts decreased 4.3% to an 841,000 seasonally adjusted annual rate. The multifamily sector, which includes

apartment buildings and condos, decreased 4.9% to an annualized 468,000 pace.

On a regional basis compared to the previous month, combined single-family and multifamily starts were 42.2% lower in the Northeast, 25.9% lower in the Midwest, 7.3% higher in the South and 5.5% higher in the West.

As an indicator of the economic impact of housing, there are now 752,000 single-family homes under construction. This is 4.8% lower than a year ago. There are currently 948,000 apartments under construction, the highest levels since December 1973, and up 24.2% compared to a year ago (763,000). Total housing units now under construction (single-family and multifamily combined) are 9.5% higher than a year ago.

NAHB Testifies about WOTUS Rule

The Biden administration's new WOTUS rule is so extreme that the federal government will have the authority to regulate certain roadside ditches, isolated ponds and channels that may only flow after heavy rainfall, NAHB Chairman Alicia Huey said in recent Congressional testimony. [The new rule](#) will go into effect on March 20, 2023, but could be overturned soon, depending on the U.S. Supreme Court's decision in Sackett v. EPA, which is focused on the legality of the regulation's significant nexus test.

New Wrinkle in Transformer Shortage

NAHB and other groups sent a letter to Energy Sec. Jennifer Granholm to sound the alarm that DOE's recent rulemaking proposal to increase the energy conservation standards for electrical transformers will worsen the current supply shortage.

The rule would dictate that manufacturers increase the efficiency of transformers by a mere tenth of a percentage point. But increasing efficiency by even this nominal amount "could add months to an [already lengthy order cycle](#)."

OMB Proposes New Buy-American Rule

In a move that could affect single-family and multifamily affordable housing projects, the Office of Management and Budget (OMB) has proposed new standards to determine if construction materials for federally funded infrastructure projects are [made in the United States](#).

Construction materials covered by the new guidance, which is required under the Build America, Buy America Act, include lumber, drywall, glass and plastics.

NAHB Creates Online Mentor Match Program

Knowledge is one of the most valuable assets of any business owner. And much of it can only be gained through real-world experience and collaboration. That's why NAHB recently established the Mentor Match program to further support members' professional development needs. [Mentor Match](#) is a free, online resource exclusively for NAHB members to help them establish mentoring relationships.

IRS Releases Guidance for Wind, Solar Under LIHTC

The Department of Treasury and Internal Revenue Service released IRS Notice 2023-17, which details a new bonus tax credit for certain low-income multifamily projects, including Low-Income House Tax Credit (LIHTC) projects, that include eligible [solar or wind energy](#) technologies.

Qualifying solar and wind equipment is eligible for a federal tax credit of up to 30% of the cost as part of the Section 48 Investment Tax Credit. Under the Inflation Reduction Act enacted into law last year, Congress established a low-income communities bonus credit program, which allows certain Section 48-eligible projects to receive an additional 10% or 20% credit.

Builders' Show Sees Largest Attendance in More than 10 Years

Nearly 70,000 home building professionals from around the world filled the exhibition halls of the Las Vegas Convention Center as NAHB hosted the [International Builders' Show® \(IBS\)](#), the largest annual light construction show in the world, Jan. 31-Feb. 2.

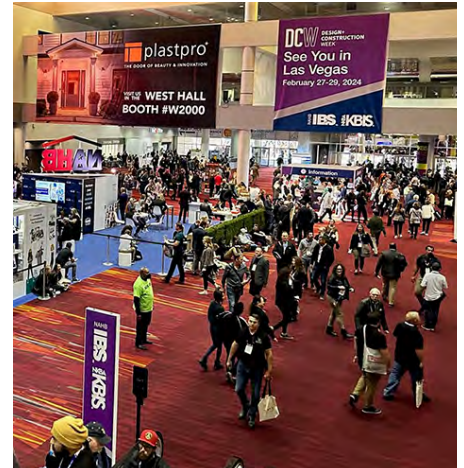
IBS exhibit space totaled more than 600,000 net square feet, where more than 1,300 exhibitors displayed the latest in building products and technology.

This year also marked the 10th anniversary of Design & Construction Week® (DCW), the co-location of IBS and the National Kitchen & Bath Association's (NKBA's) Kitchen & Bath Industry Show (KBIS). DCW drew nearly 110,000 attendees and nearly 2,000

exhibitors occupying more than one million square feet of indoor and outdoor exhibits.

IBS attendees also took advantage of more than 100 education sessions led by experts on a wide range of industry topics.

Next year, IBS and DCW will return to Las Vegas Feb. 27-29, 2024.



Remodelers Hall of Fame Inductees

NAHB Remodelers recently inducted Vince Butler, CAPS, GMB, GMR, a remodeler from Clifton, Va., and Tim Faller, a remodeler from Linthicum, Md., into the [National Remodeling Hall of Fame](#).

Butler has led Butler Brothers Corporation as president since 1984. He was chair of NAHB Remodelers in 2006 and is a past president of the Northern Virginia Building Industry Association.

Faller is the Senior Consultant and Master of Production for Remodelers Advantage Inc. His insights have influenced many around the world through personal consulting, books, and his popular podcast, The Tim Faller Show.

Top States for NGBS Certification

Builders across the United States are continually adding to the pipeline of projects certified to the National Green Building Standard (NGBS), with more than 400,000 homes [built to the standard](#) since its launch in 2009.

Overall, since the inception of NGBS, the top 10 states for both multifamily and single-family certifications combined are:

- | | |
|-------------------|-------------------|
| 1. Texas | 6. Maryland |
| 2. Florida | 7. Colorado |
| 3. North Carolina | 8. Indiana |
| 4. Georgia | 9. South Carolina |
| 5. Virginia | 10. Tennessee |

The NGBS provides builders with a national standard to define sustainable projects.

Industry Award Winners Announced During IBS

Many of NAHB's most coveted awards were announced during the recent International Builders' Show® in Las Vegas. These include BALA, The Nationals and other award programs that recognize the industry's best.

More than 140 single-family, multifamily, interior design, remodeling and community projects were honored at the 2022 [Best in American Living™ Awards](#) (BALA) ceremony during IBS. The awards are sponsored by Monogram, and the media partner is Professional Builder.

During the National Sales and Marketing Awards gala (["The NationalsSM"](#)), NAHB honored outstanding residential real estate sales, marketing and design, 55+ housing projects, individual achievement and global excellence. The Nationals: powered by Wells

Fargo Home Mortgage.

NAHB also recognized the best in craftsmanship, innovation and excellence in remodeling at the [NAHB Remodeling Awards](#), sponsored by Ferguson Bath, Kitchen & Lighting Gallery.



Other awards announced during IBS: **SAFE.** The 17th annual NAHB/Builders Mutual Insurance Company [Safety Award for Excellence](#) (SAFE).

Best of IBS™. The 10th annual [Best of IBS™](#) Awards, including Best in Show.



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Improve Your Visibility on Google

Want to **increase your chances of showing up on Google search results** when people seek the services your business offers? Good news! There is a free service provided by Google that allows you to update and manage your Google Business Profile that will potentially show to searchers.

What information can you add?

On this business profile, you can provide a description of your business, a list of your services, easy ways to contact you, a link to your website, and even add your logo and a variety of images showing your work. Whether you have already claimed your profile, or you are creating one for the first time, filling it out completely can help to drive higher visibility.

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Your listing is where any Google Reviews you receive will be seen by customers and managed by you. As a benefit of controlling your Google Business Profile, you will be notified immediately when someone leaves a review, allowing you to respond quickly.

Where will people see your listing?

You have likely seen these listings before, as they display in conjunction with a local map on the search results page of Google. Google will show a preference for businesses near the person searching, as well as listings that have a lot of information and engagement (like reviews). You can improve Google's ability to display your business by fully completing your business profile.

Get a quick win and be more easily found!

If you are looking for a quick win to help your company gain more visibility on Google, go to google.com/business, and complete your profile. Google's system will walk you through the entire process.

Want to learn more?

We welcome you to check out our website, countonimagemark.com, for more marketing insights and to see how we can assist your marketing efforts.

WE'RE MORE THAN HOMES.

We build communities.

HBA OF CENTRAL MISSOURI

MISSION STATEMENT

The Home Builders Association of Central Missouri is an organization of professional builders and related industries, dedicated to serving its members.

We strive to be a resource center and "THE" voice on building issues. We do this by educating our members, providing networking opportunities and advocating progressive growth in the communities.



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