



May 2023

MAY MEMBERSHIP MEETING SPONSORED BY:

Rusty **DREWING**



DATE: May 10th 2023

TIME: 6pm Social / 7pm Dinner

PLACE: Eagles on MO Blvd

MENU: Fried Chicken and all the fix-ens'

COST: \$20 per person

Please RSVP by Noon on Monday May 9th

rachel@hbacentralmo.com

Program:

Builder and NAHB vice Chairman Bill Owen to speak about member benefits, housing economics, education and advocacy.

Spring Scholarship to be awarded after dinner

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

May 9th 4pm Board Meeting at the HBA office

May 10th 6pm Membership Meeting at the Eagles sponsored by Rusty Drewing Automotive Group

June 14th 11:30 am Board meeting at Memorial Park lunch provided by Mid -City Lumber

June 14th 5:00 pm Don Strobe Memorial BBQ at Memorial Park

July Power hour at Jefferson Bank
more info to come later

August 8th 4:00 pm Board meeting at HBA office

August 9th 5:30 pm HBA Cornhole Tournament at Apple Creek Farm. Sponsored by Mid America Bank and still in search of a co- sponsor.

2023 Permit Totals [Click here for permit totals](#)



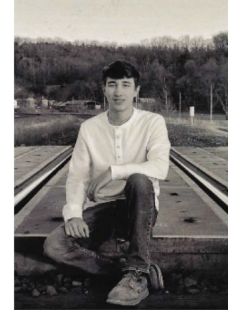
Myles Hamacher



Gage Lock



Emma Scruggs



Emmet Sharisin

The “HBA Scholarship Fund”, initiated in 2003, was established to encourage strong relationships between builders, local associations and local colleges. The HBA Scholarship program is aimed at expanding balanced educational opportunities at learning institutions by providing financial assistance to area students seeking careers in the building trades. The Home Builders Association of Central Missouri proudly awards their Spring 2023 Scholarships to Myles Hamacher, Gage Lock, Emma Scruggs and Emmet Redel Sharisin during the May General Membership Meeting.

Myles Hamacher is the son of Kent and Jessica Hamacher. Myles is a senior at Blair Oaks High School and will be attending State Technical College of Missouri this fall to obtain his degree in HVAC program.

Gage Lock is the son of Dennis and Tania Lock. Gage graduated from Helias High School and is attending State Technical College of Missouri to obtain his degree in Business Administration and Agribusiness.

Emma Scruggs is the daughter of Chris and Amanda Scruggs. Emma is a senior at Blair Oaks High School and will be attending University of Missouri-Columbia this fall to obtain her degree in Business/Accounting.

Emmet Redel Sharisin is the son of John Sharisin and Amy Redel. Emmet is a senior at Fatima High School and will be attending State Technical College of Missouri this fall to obtain his degree in Civil Construction Technology.

Proceeds from the HBA Annual Silent Auction, HBA Home Show Raffle and Build My Future have made the HBA Scholarship Program possible.



**DON STROPE MEMORIAL
BBQ/SILENT AUCTION/RAFFLE**

WEDNESDAY, June 14th

MEMORIAL PARK

**Tickets \$20.00
served from 5:30 -7:00pm**

PORK STEAK AND CHICKEN DINNER

Total # of Tickets _____ Total Cost \$ _____

PAYMENT: Check Enclosed Invoice (6 or more tickets only, please)

Name of HBA Company _____

Contact Name _____

Contact Address _____

City, State & Zip Code _____

**REGISTRATION DEADLINE: MUST BE RECEIVED
BY JUNE 9th 2023**

Please return completed form and payment to:

HBA of Central MO 1420 Creek Trail Drive Jefferson City, MO 65109

Phone: 635-6001, Fax: 632-6001

Email: rachel@hbacentralmo.com

**TICKETS WILL BE MAILED TO THE ABOVE ADDRESS PRIOR
TO THE BBQ IF RECEIVED
BY JUNE 9th OTHERWISE PLEASE PICK UP AT HBA OFFICE OR AT
BBQ**

-NO CANCELLATIONS



March New Home Sales Rise as Mortgage Rates Ease

Lower mortgage rates and limited existing inventory helped to push new home sales up in March, even as builders continue to grapple with increased construction costs and material supply disruptions.

Sales of newly built,

single-family homes in March increased 9.6% to a 683,000 seasonally adjusted annual rate from a downwardly revised reading in February, according to newly released data by the U.S. Department of Housing and Urban Development and the U.S. Census Bureau.

A new home sale occurs when a sales contract is signed or a deposit is accepted. The home can be in any stage of construction: not yet started, under construction or completed. In addition to adjusting for seasonal effects, the March reading of 683,000 units is the number of



homes that would sell if this pace continued for the next 12 months.

New single-family home inventory fell 9.5% in March, however, it remained elevated at a 7.6 months' supply at the current building pace. A measure near a 6 months'

supply is considered balanced. Completed, ready-to-occupy inventory stood at 70,000 homes in March and is up 119% from a year ago. However, that inventory type remains just 16% of total inventory.

The median new home sale price rose in March to \$449,800, up 3.2% compared to a year ago. Elevated costs of construction have contributed to a rise in home prices.

Regionally, on a year-to-date basis, new home sales rose 1.7% in the Northeast, but fell 19.6% in the Midwest, 5.8% in the South and 32.2% in the West.

WOTUS Rule Struck Down in 26 States

In a [major victory](#) for developers and landowners, the U.S. District Court for the District of North Dakota has ruled that the Biden “waters of the U.S.” (WOTUS) rule cannot be implemented in 24 states while the challenge to the rule moves forward. NAHB and 17 other industry groups are party to this case. The court ruling adds to the two-state preliminary injunction NAHB received previously in a Texas court. The two rulings mean that the Biden WOTUS rule cannot currently be enforced in 26 states – more than half the nation.

More Taxpayers Using Energy Tax Credits

More taxpayers are taking advantage of new home energy-efficiency tax credits. [Recent analysis](#) of IRS data conducted by NAHB indicates that more than 800,000 taxpayers claimed a new home-related energy-efficiency tax incentive.

Home buyers want new homes with cost-effective energy features. Whether it’s efficient lighting options, new appliances, or solar power, many home builders are voluntarily incorporating green features into newly-built homes.

Legal Victory on Natural Gas Lines

In an [important legal victory](#) for NAHB and California builders and developers, the U.S. Court of Appeals for the Ninth Circuit has ruled recently that the city of Berkeley’s ban on the installation of natural gas piping in new buildings is preempted by the Energy Policy and Conservation Act (EPCA). NAHB filed amicus briefs arguing against the ban at both the District Court and the Ninth Circuit in this case.

Plan to Join NAHB's Legislative Conference

NAHB will conduct its 2023 [Legislative Conference](#) on June 7 in Washington, D.C., in conjunction with its [spring leadership meetings](#). Policy priorities include the shortage of distribution transformers, energy codes and workforce development.

NAHB’s Government Affairs team has compiled resources to help members prepare for their Leg Con meetings on Capitol Hill. These tools include U.S. Senate and House directories, lobbying tips and template meeting invitations.

Major Contributions Go to Workforce Development

To help close the skilled labor gap, [the Lowe’s Foundation](#) recently launched the Gable Grants program. This is a five-year, \$50 million commitment to directly support community and technical colleges and community-based organizations in preparing the next generation of tradespeople.

Meanwhile, in Orlando, developer Robert Harper recently announced the [Harper Family Foundation’s](#) \$1 million contribution to the Home Builders Institute (HBI) to support the BuildStrong Academy of Orlando. Buildstrong offers tuition-free construction training programs.

Brochure Explains Single-Family Built-for-Rent Housing

Developers are exploring new ways to meet continued housing demand. One of the latest trends is built-for-rent housing. This type of housing is becoming increasingly popular among younger adults looking for affordable, flexible housing options.



units with unique amenities relative to traditional apartments.

To alleviate confusion around built-for-rent housing, NAHB's Land Development Committee formed a working group to study and produce education on the topic. The group created [an](#)

[introductory primer](#), "Renters by Choice: The Truth about Single-Family Built-for-Rent Housing," to describe what the phrase "renters by choice" means: The people who live in these communities are there because they want to be.

There is an important distinction between built-for-rent housing and flip-for-rent housing, which converts for-sale housing to for-rent. Most of the built-for-rent product produced by NAHB members adds to the existing housing stock to meet a specific market demand for rental

Check Out New BizTools Videos

NAHB recently launched a new BizTools Video Series in which industry experts share the latest tips and discuss essential strategies to enhance business operations and boost profitability.

Each month, a new video recording will be added to examine topics such as managing cash flow, preparing for disasters, boosting profits and more. The first topic of the series will be "A Study in Cash Flow for Builders."

[Register now](#) for the BizTools Video Series, which is free to NAHB members and \$99 for non-members. Learn more about the video series and enjoy a [quick sneak peek](#) of the first episode.

Poll Looks at Work from Home

Findings from a recent national poll reveal that 30% of American adults typically work from home at least two days a week. [The findings](#) could offer clues to the long-term financial health and value of commercial office space in the United States. The polling firm Morning Consult conducted the survey for NAHB in March 2023.

The three demographic characteristics that make the biggest difference when it comes to working from home are generation, income and education level. While 45% of millennials, 35% of Gen Zers, and 31% of Gen Xers can work from home at least twice a week, the share is only 15% among boomers.

Simple One-Pagers Explain Key Land Development Issues

Local land use policy has an impact on housing production and affordability, but the correlation is not always understood by those outside of the home building industry. NAHB's Land Development Committee formed a working group to study and produce educational resources on land use policy.

The result is three primers that effectively convey a pro-housing and development message in one page of simple, concise information. This is valuable when working with people who are unfamiliar with the subject or don't have time for a long report.

NAHB contracted with Opticos Design — the firm that coined the phrase 'missing middle housing' — to produce these resources. Opticos previously produced the

NAHB report: "[Diversifying Housing Options](#) with Smaller Lots and Smaller Homes."

The primers cover three priority land use policy topics related to housing production and affordability: [density, zoning and development review](#).

Each document defines the subject along with the present challenges, solutions and benefits to local communities.

For more information, check out NAHB's updated [Land Use 101 toolkit](#).



DO
BUSINESS
WITH AN
NAHB
MEMBER.

Members Save Millions
Start saving at nahl.org/savings



Create ROI by Understanding the Customer Journey

How can you best ensure that your marketing outperforms your competition? You can start by understanding the customer journey! The customer journey in marketing refers to the different stages that a customer goes through before, during, and after making a purchase. It includes the customer's interactions with your brand, such as their awareness of the product or service, consideration of options, purchase decisions, and post-purchase experience.

Understanding the customer journey is important in marketing because it helps businesses create a more personalized and effective customer experience. By understanding how customers behave and what they need at each stage of the journey, businesses can tailor their marketing efforts to meet those needs and improve the overall customer experience. This, in turn, can lead to increased customer satisfaction, loyalty, and advocacy.

By mapping out the customer journey and understanding the customer's needs at each stage, businesses can create a more personalized and effective marketing strategy that meets the customer's expectations and enhances their overall experience. This can lead to increased customer satisfaction, loyalty, and advocacy, which are essential for long-term business success.

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.



NAHB
National Association
of Home Builders

NAHB Member
SAVINGS
Put your membership to work.

Exclusive discounts that benefit you,
your business and your family
nahb.org/Savings



GENERAL MOTORS FLEET

CHEVROLET BUICK GMC

DELL Technologies NISSAN

AVIS Budget LOWE'S PRO Heartland

Office DEPOT HotelPlanner houzz PRO

RingCentral ups AMERICAN EXPRESS YRC FREIGHT CONSTRUCTION NAHB IBS



Capital Installers, Inc.

 AUTHORIZED DEALER
 Doug Kliethermes
 3012 S. 10 Mile Drive
 Jefferson City, MO 65109
 573-893-4998

ECOWATER SYSTEMS®

 Adam & Lydia
636-3800


 Monarch Title Company, Inc.
Service with Distinction!
 www.monarchtitle.com
 Christy Lyon Branch Manager
 305 E McCarty, Suite 300 Phone: 573-556-6214
 Jefferson City, MO 65101 Cell: 573-721-0452
 Christy@monarchtitle.com Fax: 573-556-6236

JEFF HOELSCHER
 Cole County Eastern District
 Commissioner
jhoelscher@colecoun.org
573-634-9112 573-619-8299
311 East High Street
Jefferson City, MO 65101


Mike Bernskoetter
(573) 634-3299

STAMPED STAINS STENCILING
 TEXTURED RESURFACING NEW OR OLD


 "We Beautify Concrete"
 BEAU VOSS, Owner
 930 Wayside Road
 Centertown, MO 65023
 573-584-3897
 Cell 573-619-6458
 www.concretedesignconcepts.com


 P.O. Box 330, 711 Heisinger Rd.
 Jefferson City, MO 65102
 Office: (573) 636-7312 Fax: (573) 634-8729
 www.metalculverts.com


132 E. HIGH ST.
573.761.6100


 Colecountyconcrete.com

635-4101 Ready Mixed Concrete
 1405 Industrial Drive * Jefferson City, MO 65109


 CAPITAL MALL
 capitalmall.com


MID AMERICA TRUSS


 ARLIN STIEFERMAN
 HEATING CO., INC.
 3526 Rock Ridge Road
 Jefferson City, MO 65109
 phone 573.635.3547
 cell 573.690.1186
 Dave Lennox PREMIER DEALER
 LENNOX


MID AMERICA BANK
 Member FDIC midambk.com





U.S. RENTS-IT
 RENTAL SALES SERVICE
 1513 Industrial Dr.-Box 125
 Jefferson City 65102
 Office
 1-800-324-4846 or (573) 635-6171
 Fax 573-635-7180


Central Bank
 Strong roots. Endless possibilities.™
 CENTRALBANK.NET | 634.1111 | MEMBER FDIC


 Construction Sites
 Picnics, Special Events
 Jason "Moon" Sullivan
 Mike L. Sullivan
 Fax: 573-893-7643
(573) 896-8665

Twehous Excavating Company, Inc.
 Excavating Contractor
 Specialized Heavy Hauling
 8514 Liberty Road
 Jefferson City, MO 65101
 Office: 573.395.4354
 Fax: 573.395.4280



MID-CITY
 LUMBER CO. LTD.
 118 Jaycee Dr.
 Jefferson City, MO


 ABSTRACTS
 TITLE INSURANCE
 ESCROW CLOSING
 240 E. High St.
 Jefferson City, MO 65101
 (573) 636-3214

Design • Install • Maintain • Renovate

 Haslag Landscape & Design
 Wide Range Landscape Construction
 All Locally Sourced Products
573-301-9464 · HASLAGLANDSCAPE.COM

JEFFERSON BANK there's more.
 JEFFERSON-BANK.COM 573.634.0800 700 SOUTHWEST BLVD



Dulle Overhead Doors Inc.
 2743 Merchants Dr.
 Jefferson City, MO (573) 893-2575
 344 Hwy. 42
 Kaiser, MO 65407 (573) 348-4399
 www.dulleddoors.com


WOODMAN ENGINEERING CO.
 Your Home's Comfort Keeper
 217 Commerce Drive
 Jefferson City, MO 65101
 573-893-3131
 HEATING & COOLING

Beautiful Home Interiors
 125 Scott Station Rd. Jefferson City, MO 65109
 573.893.2500 office
 573.893.2132 fax
 573.690.1950 cell
 Darrell Reinsch
 Owner
 darrell@beautifulhomeinteriors.com
 www.beautifulhomeinteriors.com

KEMPKER Heating & A/C LLC
573-893-8905
2804 Forest Ridge Lane


Farmer's Concrete
 Jefferson City, MO
 P.O. Box 543 • 826 Stadium Blvd. West
 Jefferson City, MO 65102-0543
 Phone 573/636-7193 • Fax: 573/636-9520
 Build with Concrete


ServiceMASTER Restore
 Lisa Lehman
 President
 ServiceMASTER Restoration Services by AEROODY
 1221 Creek Trail Drive
 Jefferson City, MO 65109
 Office: 573-634-3651
 Mobile: 573-680-9877
 Email: lisa@aerody.net
 www.servicemasterbyaerody.com


SCRUGGS LUMBER


CAPITAL QUARRIES
 Quality Aggregates for the Construction Industry
(573) 634-4800


River Region CREDIT UNION
 Lisa Wolken
 VP of Real Estate Loan Origination
 NMLS: 673332
 lwolken@rrcu.org
 main: 573-636-4385 ext. 5045
 fax: 800-334-4248
 3124 W Edgewood Dr
 Jefferson City, MO 65109
 rrcu.org


spyder technologies
 Satellite TV - Internet - Security
573-644-7200
 SPYDERTECH.BIZ


MIDWEST BLOCK & BRICK
 A Midwest Products Group Co.


LEGENDS BANK
 MEMBER FDIC
 130 E McCarty St, Jefferson City
 573-636-4193 • legendsbk.com


TRIPLE SUN GRAPHICS & SIGNS
 TripleSunGraphics.com
573.230.5232 • SIGNS • WRAPS • BANNERS
 TripleSunGraphics@gmail.com


MEEKS THE BUILDER'S CHOICE
 A Division of US
1750 SOUTHRIDGE JC MO 65109 573.636.8165


Joe Schaefer
 BROKERS/SALES
 Phone: 573-632-8503
 Cell/Text: 573-619-5157
 joe@joeschaefer.com
 www.JoeSchaefer.com

ASSOCIATED REAL ESTATE GROUP
 DOING THE NUMBERS
 3218 W. Edgewood Dr., Ste. 1000
 Jefferson City, MO 65109