



June 2023



22nd Annual HBA Don Strobe Memorial BBQ & Silent Auction

Wednesday June 14th

at Memorial Park

Social at 5:00

Dinner served from 5:30 to 7:00

Silent Auction bidding closes at 7:15

Playing card/ gun Raffle drawing following the Silent Auction

Beverages sponsored by Cole County Industries

If you would like to have your tickets mailed to you, please contact the HBA office with how many tickets you will need by

Thursday June 8th

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

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 date TBD

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



**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

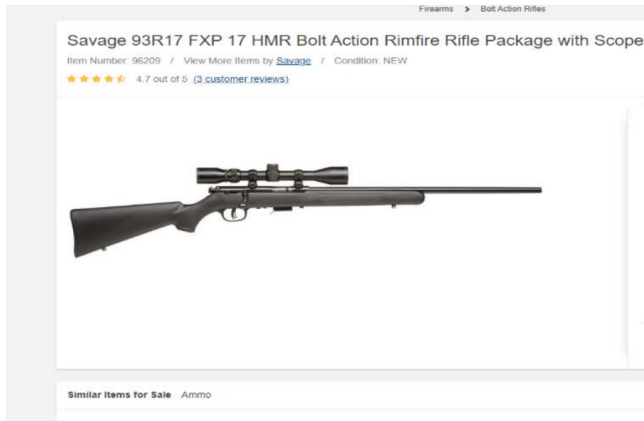
Phone: 635-6001, Fax: 632-6001

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

BBQ Silet auction gun/ cash raffle



Springfield Hellcat Pro OSP Handgun
9mm Luger 15rd(2) Magazines 3.7"
Barrel Black Gear Up Package 3

[Return to top](#)

<https://ballisticsupply.com/catalog/products/FKI12P8379K0SPGU22>



Ruger 10/22 Carbine Rifle 22 LR 10rd
Magazine 18.5" Barrel Hardwood w/
Scope

And \$200 cash

All 4 items will be drawn after silent auction closes you do not need to be present to win.

\$20 dollars per Card

Donor Name**Item**

Align Chiropractic Clinic	Gift Basket with a knife, T-shirt etc.
All-n-One/Longfellow's Garden Center	Wind Chime
All-n-One/Longfellow's Garden Center	\$50 gift card
Andrews Mike Construction	To be determined
Anonymous	Two - \$50 Bass Pro Gift Cards
Art's Pest Control	Perimeter Pest Control Treatment within 30 mile radius of JC and T-Shirt
Best Fire	\$50.00 Gift Card
Big O Tires	2 Basic Oil Changes
Blair Oaks	2 cushions, coaster and lanyard
Bones Restaurant & Lounge	\$25 Gift Card
Brady's JC Glass & Paint	Decorative Mirror
Capital Installers, Inc.	Four - \$25 Gift Cards
Carved in Stone/Mid-Mo Surfaces	Gift Basket w/cheese cutting board & coffee cup
Central Bank	Insulated Bag Cooler with St Louis Cardinals and Central Bank Items
Central Mo. Professional Services - Keith Brickey	3 Days, 2 Nights at Branson Condo Occupancy Limit - 6 (\$300 Value)
Cole Co. Abstract & Title Company	Weber Kettle
Cole Co. Commissioner Jeff Hoelscher & Kathy Hoelscher Enterprises	Cornhole boards (no bags included)
Cole County Industries	3 Yards Colored Concrete
Coleman Appliance	Induction Cookware
Flat Branch Home Loans	To be determined
Gratz Real Estate & Auctioneering	Two Hanging Flower Baskets
Hawthorn Bank	Swag bag & \$100 Canterbury Hill Gift Card
Helias Catholic High School	Family All Sports Pass for the 2022-2023 Season
Howell & Sons Carpet	\$250.00 Certificate towards new product
Imagemark Marketing & Advertising	\$100 Madison's Cafe Gift Certificate & Swag
JC Industrial Supply	Milwaukee Jobsite Radio
JC Industrial Supply	Milwaukee 2pc Kit - Impact and Grease Gun
Jefferson Bank	Cooler w/ fun items
Joe Schaefer Associated Real Estate Group & The Schaefer House	2- 5th of Jim Beam, 2 Stainless Steel Cups, Cocktail Syrup, Bitters, Towel
Knapheide Truck Equipment Center	To be determined
Kwik Kar Wash	Ten Free Basic Car Washes - \$100.00 Value
Last Flight	\$20 Gift Card, T-Shirt, Growler
Legends Bank	Cooler filled with snacks & beverages
Lowe's Home Improvement	2 Burner Blackstone
Madison's Café	Two - \$25 Gift Certificates
Martellaro Marble & Granite	Quartz Turntable w/Cardinal Logo
Meek's Lumber	Milwaukee M18 Radio & Charger
MFA Oil	To be determined
Mid America Bank	To be determined
Mid-City Lumber	Milwaukee M18 Fuel Quik-Lok Edger Attachment
Mid-City Lumber	Milwaukee M18 Fuel Quik-Lok 10" Pole Saw Attachment
Mid-City Lumber	Milwaukee M18 Fuel Quik-Lok 3' Extension Attachment
Mid-City Lumber	Milwaukee M18 Fuel Quik-Lok String Trimmer Attachment
Monarch Title Company, Inc.	To be determined
Nu Way Concrete Forms Inc.	Milwaukee Fan w/ Battery
Phil Thoenen & Sons Cabinets	Catalpa Grape Home-Made Wine
Phil Thoenen & Sons Cabinets	Wild Cherry Home-Made Wine
Plumb Supply / DKB	Kohler Bidet Stool Seat
Ready Popped Kettle Corn & More	Five - \$10 gift cards
Redfield Golf and Country Club	2 Rounds of Golf 18 Holes w/Cart, Mon. - Thurs. after 12 noon
River City Florist	\$15 Gift Certificate
Roger & Theresa Backes/Action Realty	Copper beverage tub w/stand
Rusty Drewing Automotive	2 oil changes, 2 car washes & 2 alignment checks

Scruggs Lumber
Stieferman Heating Co.
Stieferman Heating Co.
Stieferman Heating Co.
Stieferman Heating Co.
Stockman Stoneworks
Thriftway Supermarket
Twehous Excavating
US Bank
US Rents It
Wallstreet Group
Winter-Dent Co.
YMCA (JC Area)

4 Cardinals vs. Florida Marlins tickets, 7/18/23 at 6:45 p.m.
Ford GT Concept Diecast
2018 Dodge Challenger SRT Hellcat Widebody Diecast
2021 Jeep Gladiator Overland Diecast
1939 Chevy Panel Truck Diecast
To be determined
Six-12oz Ribeye Steaks & 4lbs Medium (16-20 per lb.), Shrimp
Two Browning Knives
Summer Fun Basket (\$150 value)
\$150 Certificate towards Equipment Rental
Cooler with beverages
Cooler w/ adult beverages and summer fun items
3 Month Family Membership (Value \$159.00)



Three Tips for Effective Social Media Posts

Businesses should be regularly posting on social media to facilitate conversation between them and their potential customers. This helps to build trust and brand recognition, which ultimately leads to more business! How do you come up with posts though? What should you share or write about? Here are three quick tips to create a great post lineup and start getting more engagement on your social media:

- 1.To create content that resonates with your audience, it's crucial to have a deep understanding of who they are, what they're interested in, and what motivates them. Engage in conversations with your followers to gain insights into their preferences, demographics, and behaviors. Tailor your posts to match their interests, language, and tone, ensuring it speaks directly to them about your business and the services you offer.
- 2.Think about the common questions or challenges you hear from your customers related to your products and services. Use that insight to inspire posts that are tailored to the very information your customers are seeking. Your goal should be to create content that educates, entertains, inspires, or provides practical tips and insights.
- 3.Use compelling visuals, as strong imagery is highly effective in capturing attention and driving engagement on social media. Incorporate high-quality images, videos, infographics, and other visually appealing elements into your posts. Eye-catching and shareable visuals can help your content stand out in crowded social media feeds and encourage users to like, comment, and share your posts. Try to create visuals consistent with your business's brand, including your logo, brand colors, photos of your work and business, etc.

Remember that consistency, authenticity, and staying up to date with social media trends and best practices are also essential for creating effective content. Regularly monitor and analyze your social media performance, adapt your strategies based on the results, and be open to experimentation to find what resonates best with your audience.

SAVE THE DATE



29TH ANNUAL HBA GOLF TOURNAMENT

THURSDAY, SEPTEMBER 21, 2023
REDFIELD GOLF AND COUNTRY CLUB

Lack of Resale Inventory Boosts April New Home Sales

Stabilizing mortgage rates and a lack of resale inventory provided a boost for [new home sales](#) in April, even as builders battle rising costs from shortages of transformers and other building materials and a persistent lack of construction workers.



Sales of newly built, single-family homes in April increased 4.1% to a 683,000 seasonally adjusted annual rate from a downwardly revised reading in March, according to newly released data from HUD and the U.S. Census Bureau. This is the highest level since March 2022.

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 April 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 increased 0.2% in April and remained elevated at a 7.6 months' supply at the current building pace. A measure near a 6 months' supply is considered balanced. However, the lack of existing home inventory for resale means that overall

inventory for the single-family market remains tight.

The median new home sale price fell in April to \$420,800 and was down 8% compared to a year ago. The report showed growth in the lower price ranges, with 9,000 sales in the \$200,000-\$299,999 price range in April 2023, compared to just 4,000 sales a year prior. The \$300,000-\$399,999 price bracket grew by 14,000 sales in that same time frame.

Regionally, on a year-to-date basis, new home sales fell in all regions, down 19.2% in the Northeast, 9.8% in the Midwest, 0.7% in the South and 27.5% in the West.

Big Win in SCOTUS Decision on WOTUS

In a major victory for NAHB, builders, developers and property owners, the Supreme Court on May 25 issued [a unanimous decision](#) in Sackett v. EPA that will force the Biden administration to overhaul its “waters of the U.S.” (WOTUS) rule and ultimately provide builders and developers more certainty in the federal permitting process.

NAHB had filed a friend-of-the-court brief in the Sackett case, arguing that it does not make sense for isolated wetlands, isolated ponds or human-made ditches on private property to be subject to federal jurisdiction.

Concerns about Flood Insurance Prices

More than 50 House lawmakers have sent a letter to Federal Emergency Management Agency (FEMA) Administrator Deanne Criswell about concerns over the [National Flood Insurance Program’s](#) (NFIP’s) new Risk Rating 2.0 mechanism that has pushed up premiums for millions of Americans.

NAHB has been advocating on Capitol Hill about the lack of transparency in setting flood insurance rate increases. Lawmakers have responded, and are sharing these concerns with FEMA.

HUD Proposes Tougher Energy Codes

In a move that will raise housing costs, HUD, FHA and the USDA are proposing to increase the [stringency of energy codes](#) for new construction of HUD- and USDA-insured housing.

The Biden administration is proposing that homes built under some federally financed programs leapfrog several code iterations and adopt the 2021 International Energy Conservation Code (IECC).

Addressing Affordability Through Zoning Reform

Code and zoning reform can help increase the supply of new homes and address the nation’s housing affordability crisis. A [new resource from NAHB](#), the “Model Housing and Land Development Code Guide,” includes information about how updating housing and land development code can have real impacts on the costs and availability of housing. NAHB members in communities considering these changes can share this document with local officials.

FHFA Rescinds Certain Proposed Upfront Fees

In January, the Federal Housing Finance Agency (FHFA) announced a new fee for borrowers with debt-to-income (DTI) ratios at or greater than 40 percent on loans acquired by Fannie Mae and Freddie Mac. The housing industry [strongly opposed this DTI](#) ratio-based fee. The fee would be difficult for lenders to implement and confuse borrowers with potential pricing changes throughout the loan application process. The fee was scheduled to take effect on Aug. 1.

In response to the concerns, FHFA on May 10 announced it rescinded this loan fee on borrowers with a DTI ratio greater than 40 percent.

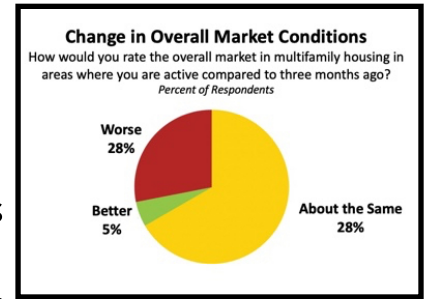
NAHB Introduces New Index for Multifamily Activity

The National Association of Home Builders (NAHB) redesigned its [Multifamily Market Survey](#) (MMS) in the first quarter of 2023 to make it easier to interpret and more similar to the NAHB/Wells Fargo Housing Market Index for single-family housing. The MMS produces two separate indices: the Multifamily Production Index (MPI) and the Multifamily Occupancy Index (MOI). In the first quarter of 2023, the MPI had a reading of 50 while the MOI reading was 82.

The MPI measures builder and developer sentiment about current production conditions in the apartment and condo market on a scale of 0 to 100. The index and all its components are scaled so that a

number above 50 indicates that more respondents report conditions are good than report conditions are poor.

The MOI measures the multifamily housing industry's perception of occupancies in existing apartments on a scale of 0 to 100. The index and all its components are also scaled so that a number above 50 indicates more respondents report that occupancy is good than report it is poor.



Use Updated Contracts from NAHB

To help business owners protect their organizations, NAHB offers 27 contracts written specifically for home builders and remodelers that cover a wide range of construction industry activities.

[NAHB Contracts](#) has long been a go-to resource for home builders looking to save time and money in the development of their critical contracts. Nearly all the contracts have been significantly modified to expressly address the potential impacts from pandemics and epidemics. New language also gives contract parties the flexibility to amend the time for performance due to labor and material shortages.

Highest Paid Occupations

Half of payroll workers in construction earn more than \$54,540 and the top 25% make at least \$77,030, according to NAHB analysis of the latest data from BLS's [Occupational Employment and Wage Statistics](#) (OEWS). The OEWS publishes wages for more than 406 occupations in construction. Out of these, only 58 are construction trades.

Among construction trades, elevator installers and repairers top the median wages list, with half of them earning more than \$100,480 a year and the top 25% making at least \$123,020. Rock splitters/quarry are next on the list, followed by first-line supervisors.

Tobin Takes the Helm as New CEO of NAHB

NAHB has named Jim Tobin as the association's new president and chief executive officer. Tobin, executive vice president and chief lobbyist at NAHB, will succeed outgoing-CEO Jerry Howard, who is leaving NAHB after more than 30 years.

Tobin assumed the post effective June 1.

Tobin joined NAHB in 1998. In his role as EVP, government affairs and chief lobbyist he directed the federal, state and local lobbying, as well as political activities for NAHB. He also guided the activities of the association's political action committee, BUILD-PAC, and grassroots network. Before becoming NAHB's chief lobbyist, Tobin was NAHB's vice president for federal relations. Prior to NAHB, he was senior legislative assistant to former U.S. Representative

Frank Riggs (Calif.) and former U.S. Representative Gary Franks (Conn.).

Tobin will be based at NAHB's headquarters in Washington,

D.C., where he will lead NAHB's more than 200 staff. The CEO is also part of NAHB's national leadership team, which includes the Senior Officers of the Board, who are elected annually by the Leadership Council.



DO
BUSINESS
WITH AN
NAHB
MEMBER.

Members Save Millions
Start saving at nahb.org/savings



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

AVIS Budget LOWE'S PRO Heartland

Office DEPOT HotelPlanner houzz PRO

RingCentral ups AMERICAN EXPRESS YRC FREIGHT CONSTRUCTION NAHB IBS



<p>Capital Installers, Inc.  AUTHORIZED DEALER Doug Kliethermes 3012 S. 10 Mile Drive Jefferson City, MO 65109 573-893-4998</p>	<p> Adam & Lydia 636-3800</p>	<p> Monarch Title Company, Inc. <small>Service with Distinction</small> 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</p>	<p>JEFF HOELSCHER Cole County Eastern District Commissioner jhoelscher@colecounty.org 573-634-9112 573-619-8299 311 East High Street Jefferson City, MO 65101</p>
<p> Mike Bernskoetter (573) 634-3299</p>	<p>STAMPED STAINS STENCILING TEXTURED RESURFACING NEW OR OLD   <i>"We Beautify Concrete"</i> BEAU VOSS, Owner 573-584-3897 930 Wayside Road Cell 573-619-6458 Centertown, MO 65023 www.concretedesignconcepts.com</p>	<p> P.O. Box 330, 711 Heisinger Rd. Jefferson City, MO 65102 Office: (573) 636-7312 Fax: (573) 634-8729 www.metalculverts.com</p>	<p> 132 E. HIGH ST. 573.761.6100</p>
<p> 635-4101 Ready Mixed Concrete 1405 Industrial Drive * Jefferson City, MO 65109</p>	<p>  capitalmall.com</p>	<p> Margaret Thoenen <small>Broker - Salesperson, C.S., G.I.</small> Cell: 573-690-0113 Office: 573-893-6295 Margaret@ActionRealEstate.com www.ActionRealEstate.com  For Every Milestone...Action is There. Fax: 573-893-6242</p>	<p> ARLIN STIEFERMAN 3526 Rock Ridge Road Jefferson City, MO 65109 phone 573.635.3547 cell 573.690.1186 <small>Dave Lennox PREMIER DEALER LENNOX</small></p>
<p> Good For You and Your Community Too! midambk.com</p>	<p> 1513 Industrial Dr-Box 125 Jefferson City 65102 Office 1-800-324-4846 or (573) 635-6171 Fax 573-635-7180</p>	<p> Central Bank Strong roots. Endless possibilities.SM CENTRALBANK.NET 634.1111 MEMBER FDIC</p>	<p> Construction Sites Parties, Special Events www.JobsiteInc.com Jason "Moon" Sullivan Mike L. Sullivan Fax: 573-893-7643 (573) 896-8665</p>
<p> 8514 Liberty Road Jefferson City, MO 65101 Office: 573.395.4354 Fax: 573.395.4280</p>	<p> 118 Jaycee Dr. Jefferson City, MO</p>	<p>ABSTRACTS TITLE INSURANCE ESCROW CLOSING 240 E. High St. Jefferson City, MO 65101 (573) 636-3214</p>	<p>Design • Install • Maintain • Renovate  Wide Range Landscape Construction All Locally Sourced Products 573-301-9464 • HASLAGLANDSCAPE.COM</p>
<p> there's more. JEFFERSON-BANK.COM 573.634.0800 700 SOUTHWEST BLVD</p>	<p> 2743 Merchants Dr. Jefferson City, MO (573) 893-2575 344 Hwy. 42 Kaiser, MO 65407 (573) 348-4399 www.dulledoors.com</p>	<p>CENTRAL MISSOURI PROFESSIONAL SERVICES, INC.  Engineering - Surveying Materials Testing (573) 634-3455</p>	<p></p>
<p>KEMPKER Heating & A/C LLC 573-893-8905 2804 Forest Ridge Lane</p>	<p> Jefferson City, MO P.O. Box 543 • 826 Stadium Blvd. West Jefferson City, MO 65102-0543 Phone 573/636-7193 • Fax: 573/636-9520 <i>Build with Concrete</i></p>	<p> Lisa Lohman President ServiceMaster Restoration Services by AERODRY 1221 Creek Trail Drive Jefferson City, MO 65109 Residential/Commercial Water Fire Smoke Mold 24-Hr. Emergency Service Office: 573-634-3651 Mobile: 573-680-0677 Email: lisa@aerodry.net www.servicemasterbyaerodry.com</p>	<p></p>
<p> Quality Aggregates for the Construction Industry (573) 634-4800</p>	<p> Lisa Wolken VP of Real Estate Loan Origination NMLS: 673332 lswolken@rrcu.org main: 573-636-4186 ext. 5045 fax: 866-334-6248 3124 W Edgewood Dr Jefferson City, MO 65109 rrcu.org</p>	<p> Satellite TV – Internet – Security 573-644-7200 SPYDERTECH.BIZ</p>	<p> Joe Schaefer BROKER/SALES Phone: 573-632-8503 Cell/Text: 573-619-5157 joe@joeschaefer.com www.joeschaefer.com  3218 W. Edgewood Dr., Ste. 1000 Jefferson City, MO 65109</p>
<p> 130 E McCarty St, Jefferson City 573-636-4193 • legendsbk.com</p>	<p> TripleSunGraphics.com 573.230.5232 • SIGNS • WRAPS • BANNERS TripleSunGraphics@gmail.com</p>	<p> A Division of US 1750 SOUTHRIDGE JC MO 65109 573.636.8165</p>	<p> Joe Schaefer BROKER/SALES Phone: 573-632-8503 Cell/Text: 573-619-5157 joe@joeschaefer.com www.joeschaefer.com  3218 W. Edgewood Dr., Ste. 1000 Jefferson City, MO 65109</p>