



September 2026

September Membership Meeting Jefferson City

Date: September 9th

Time: Social at 6 pm, Dinner at 7 pm

Fried Chicken and all the Fix-ens'

Location: Eagles on MO Blvd.

Cost: \$20

Program by Gratz Real Estate

By: Bill or Logan

Guide to selling your home and everything in it.

Sponsored by:



Please RSVP by Noon on Monday, September 7th

rachel@hbacentralmo.com

635-6001

MONTHLY MEMBERSHIP MEETING REMINDER!

HBA
HOME BUILDERS ASSOCIATION
OF CENTRAL MISSOURI

LAKE OF THE OZARKS REGION

THU. SEPT 17TH AT 6PM
at Willmore Lodge
1 Willmore Lane, Lake Ozark

Topic: Codes & Ordinances

Speakers:

- Jerry Blomberg, Fire Chief - Lake Ozark FPD
- Ike Newman, Building & Code Inspector, Village of Four Seasons
- Brian Duncan, Building Inspector, City of Lake Ozark

RSVP

This Month's Meeting Sponsored By:

Reserve your seat by 09/15/26 to:
Tony@ottoconstruction.biz
\$20 at the door, covers meeting and dinner

DeGraffenreid
Heating & Cooling
573-486-7866
Licensed/Insured

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.

Please RSVP by Noon on Tuesday, April 19th

Tony@ottoconstruction.biz

NAHB Members
FREE EXPO PASS
Deal ends Sept 30

IBS | Feb 2-4
Las Vegas
2027 NAHB INTERNATIONAL BUILDERS' SHOW®

NAHB
National Association
of Home Builders

BUILDERSSHOW.COM



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Brice Ready

Ryan Schrimpf

Matt Allen

Tony Otto

Auxiliary Builder- Charles Cloke

HBA of MO Rep- Jason Otke

Executive Officer- Rachel Andrews

Administrative Assistant- Julie Sullivan

Political Consultant- Heath Clarkston

September 8th 4:00 pm Board Meeting at HBA Office

September 9th 6:00 pm Membership Meeting Jefferson City at the Eagles sponsored by Gratz Real Estate

September 16th 11:30 am Home Show Committee Meeting at ServiceMaster by Aerodry

September 17th 6:00 pm Membership Meeting Lake of the Ozarks at Wilmore Lodge sponsored by Degraffenreid Heating and Cooling

September 24th 10:00 am Golf Tournament at Redfield Golf & Country Club

October 11th Parade of Homes noon to 4pm

October 13th 4:00 pm Board Meeting at HBA Office

October 14th 6:00 pm Membership Meeting Jefferson City at the Eagles Ladies Night Bingo sponsored by Cole County Abstract

October 15th 6:00 pm Membership Meeting Lake of the Ozarks at Wilmore Lodge sponsored by TBD

October 21st Build My Future at Jaycee's Fairgrounds

October 28th 11:30 am Home Show Committee Meeting at ServiceMaster by Aerodry

October 30th 12:00 pm Clay Shoot at Missouri Trapshooter Association

**2026 Permit Totals Click
here for permit totals**

HBA GOLF TOURNAMENT

SPONSORSHIP OPPORTUNITIES

Support the HBA Golf Tournament while showcasing your business to builders, contractors, and industry professionals!



HOLE SPONSOR

\$150

Company logo displayed on a golf-themed sign at one hole.



BEVERAGE CART SPONSOR

\$250

Company logo displayed on all three beverage carts. Opportunity to drive a beverage cart, serve refreshments, and network with golfers throughout the day.



PUTTING GREEN SPONSOR

\$200

Company signage at the putting green. Opportunity to set up a tent and host a game or promotion at the putting green or clubhouse.



SCORECARD / COURSE RULES

\$300

Company logo printed on the course rules/scorecard placed in every golf cart.



GOLF CART SPONSOR

\$300

Company logo displayed on all team golf carts.



DOOR PRIZE SPONSOR

\$300

Company logo featured on the door prize distributed to every golfer.



HAPPY HOUR SPONSOR

\$175

Company logo displayed at the happy hour area. Opportunity to serve food, interact with participants, and network after the tournament.



LUNCH SPONSOR

\$300

Company logo displayed in the lunch area. Opportunity to serve lunch and network with participants.



CONTEST SPONSOR

\$125

Sponsor one of the following contests:

☐ Pin (Men)

☐ Pin (Women)

☐ Drive (Men)

☐ Drive (Women)

Closest to the Pin · Longest Drive.
Company logo displayed on the scorecard and at the contest hole.

SPONSOR INFORMATION

COMPANY

CONTACT NAME

PHONE

EMAIL

TOTAL ENCLOSED \$

PAYMENT & MAILING

PAYABLE TO

HBA

MAIL TO

1420 Creek Trail Drive, Jefferson City, MO 65109

ALSO ACCEPT

Credit card & Venmo — email rachel@hbacentralmo.com for Venmo

QUESTIONS

PH. 573-635-6001 · FAX 573-632-6001

**LOGO DEADLINE
AUG. 15, 2026**

Email a high-resolution logo with your sponsorship form.

Parade of Homes **Builder** Entry Form

ONE ENTRY PER FORM. EACH SPACE MUST BE FILLED OUT.

The information listed below will be used in the HBA Parade of Homes advertising and HBA website for the Parade of Homes. Please be accurate and specific in your description.

Company Name: _____ Builder: _____

Email Address: _____ Phone: _____

Website Address: _____

Parade Entry Information

☐ Subdivision Only

☐ For Sale: Selling Price: _____

☐ Not For Sale: Custom Home

Address: _____ Subdivision Name: _____

Directions to Home: _____

Features of Home

Exterior Finish: _____

Style of Home: ☐ Single Story ☐ Two Story ☐ Walk-Out Basement

Garage Type: ☐ Single ☐ Double ☐ Triple ☐ Basement

Square Footage: _____

Bedrooms: _____ Bathrooms: _____

☐ Furnished

☐ Outdoor
Entertaining Area

List the Top Interior Features of Your Home

1. _____
2. _____
3. _____
4. _____
5. _____

List the Sub-Contractors

1. _____
2. _____
3. _____
4. _____
5. _____

Parade of Homes Subcontractor Entry Form

ONE ENTRY PER FORM. EACH SPACE MUST BE FILLED OUT.

The information listed below will be used in the HBA Parade of Homes advertising and HBA website for the Parade of Homes. Please be accurate and specific in your description.

Company Name: _____ Builder: _____

Email Address: _____ Phone: _____

Website Address: _____

Parade Entry Information

☐ Subdivision Only

☐ For Sale: Selling Price: _____

☐ Not For Sale: Custom Home

Address: _____ Subdivision Name: _____

Directions to Home: _____

Features of Home

Square Footage: _____

Bedrooms: _____ Bathrooms: _____

Exterior Finish: _____

Style of Home: ☐ Single Story ☐ Two Story ☐ Walk-Out Basement

Garage Type: ☐ Single ☐ Double ☐ Triple ☐ Basement

☐ Furnished

☐ Outdoor
Entertaining Area

List the Top Interior Features of Your Home

1. _____
2. _____
3. _____
4. _____
5. _____

List the Sub-Contractors

1. _____
2. _____
3. _____
4. _____
5. _____



build

my future

CONSTRUCTION CAREER DAY AND INDUSTRY SHOWCASE

GIVING STUDENTS AN
OPPORTUNITY TO SPEND A
DAY IN THE CONSTRUCTION
INDUSTRY THROUGH AN
INTERACTIVE SHOWCASE

OCTOBER 21, 2026

9:00 am - 2:00 pm

JEFFERSON CITY JAYCEE FAIRGROUNDS
1445 FAIRGROUNDS RD, JEFFERSON CITY, MO

EXHIBITOR SETUP: OCTOBER 20

Large displays will be scheduled in the morning with smaller displays filling in later in the day. Final setup is allowed 6:30 am - 8:30 am on event day, but all exhibits must be set up no later than 8:30 am.

EXHIBIT FAVORITES INCLUDE:

- ✓ LAYING CARPET & TILE
- ✓ HEAVY EQUIPMENT
- ✓ VIRTUAL REALITY
- ✓ WELDING

SPONSOR DEADLINE: SEPTEMBER 18

EVENT CONTACT:
CHARLYCE RUTH

417.425.3390
cruth@agcmo.org



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1ST ANNUAL SPORTING CLAYS TOURNAMENT

Lake of the Ozarks Region

Tournament sponsorship offers a valuable opportunity to showcase your business, connect with fellow building industry professionals, and strengthen relationships in a fun, relaxed setting.

SPONSOR BENEFITS	GOLD	SILVER	BRONZE	AWARDS	STATION
	\$2,500	\$1,500	\$500	\$400	\$200
MARKETING					
Membership Meeting Sponsor	★				
Social Media Mention	4 Plus Ad	2	1		
Logo included in media	★	★			
Logo on Registration Flyer/Form	★				
AT THE EVENT					
Tickets	4 players	4 players	2 players		
Registration Booth Sponsor	★				
Logo on Score Cards	★				
Sponsor Swag Bag Optional	★				
Lunch Sponsor	★				
Beverage Sponsor		★			
Opportunity to Staff Booth	★	★			
Speak at Event	1			1	
Banner at Event Area	2	1	1	1	
Station Sponsor Sign on Course	1	1	1		1
Item in Swag Bag	★	★	★	★	★

Membership meeting sponsor: Sponsor a monthly HBA meeting at Lake of the Ozarks.

Registration booth sponsor: Display signage and place items on the registration table.

Swag Bag: Option to provide a branded swag bag (Gold), or place an item inside. (60 items needed)

Lunch Sponsor/Beverage Sponsor: Right to place signage and place items on the table.

Opportunity to Staff Booth: Bring your 10x10 and set up an area to showcase your business.

Speak at Event: Speaking opportunity at event to share your business and receive our appreciation.

Station Sponsor Sign on Course: Sponsor logo placed on sign at sponsored station.

Sponsorship Level: _____ Amount: _____

Company Name (for signage): _____

Contact Name: _____ Phone #: _____

Email: _____

Address: _____ City: _____ State: _____ Zip: _____

Method of Payment:

- ☐ Send invoice to address listed above
- ☐ Enclosed Check (made payable to HBA of Central Missouri)
- ☐ Credit Card (please call Rachel Andrews at 573-635-6001)

I have read and agree with the rules & regulations at hbacentralmo.com

X _____

Questions: Contact Rachel Andrews, 573-635-6001, rachel@hbacentralmo.com



**1ST ANNUAL
SPORTING CLAYS
TOURNAMENT**
Lake of the Ozarks Region



REGISTRATION FORM

Whether you're a seasoned shooter or new to sporting clays, this tournament offers the perfect chance to connect with fellow building industry professionals, strengthen business relationships, and enjoy a fun-filled day of friendly competition.

Date: Friday, October 30, 2026

Location: Missouri Trapshooter Association, 51 Trapshooters Rd, Linn Creek, MO 65052

What's included: 50 targets, ear plugs, ammo, lunch & swag bag. Club guns available if needed.

Schedule: 12 PM-1 PM Lunch & Check-in, 1:30 PM-3 PM Shoot, 3:30/4 PM Awards

Team Name: _____

Contact Name: _____ **Phone #:** _____

Email: _____

Address: _____ **City:** _____ **State:** _____ **Zip:** _____

You can have up to 4 players on a team, or register individually and we'll place you on a team.

Player Name	Phone Number	Email	Company

REGISTRATION PAYMENT:

Early Bird (before October 1) **Number players:** _____ **X \$75 =** _____

Standard Registration **Number players:** _____ **X \$100 =** _____

REGISTRATION & PAYMENT DUE BY OCTOBER 19 **TOTAL =** _____

Method of Payment:

- ☐ Send invoice to address listed above
- ☐ Enclosed Check (made payable to HBA of Central Missouri)
- ☐ Credit Card (please call Rachel Andrews at 573-635-6001)

I have read and agree with the rules
& regulations at hbacentralmo.com

X _____

Questions: Contact Rachel Andrews, 573-635-6001, rachel@hbacentralmo.com

New Members

American Family Insurance -Doug Otto

Greenberry Designs, LLC - Michelle Craighead

Federated Insurance - Grant Garske

July Housing Starts Retreat on Market Headwinds

Housing starts fell in July as economic uncertainty, rising construction costs, labor shortages and elevated financing expenses continued to challenge builders.

Overall housing starts

decreased 12.4% in July to a seasonally adjusted annual rate of 1.24 million units, according to a report from HUD and the U.S. Census Bureau.

The July reading of 1.24 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 9.9% to an 808,000 seasonally adjusted annual rate and are down 15.7% compared to July 2025. The multifamily sector, which includes apartment buildings and condos, decreased 16.8% to an annualized 431,000



pace and are down 8.9% compared to July 2025.

On a regional and year-to-date basis, combined single-family and multifamily starts were 11.7% higher in the Northeast, 4.5% lower in the Midwest, 3% lower in the South and 3.8% lower in the West.

Overall permits increased 5% to a 1.44-million-unit annualized rate in July. Single-family permits increased 2.5% to an 894,000-unit rate and are up 1.1% compared to July 2025. Multifamily permits increased 9.4% to an annualized 549,000 pace and are up 6.4% compared to July 2025.

The number of single-family homes under construction is at 579,000 units, while the number of apartments under construction is at 683,000 units.

Mid-Year Remodeling Forecast

NAHB's recent Mid-Year [Remodeling Forecast webinar](#) reviewed how the remodeling industry has navigated changing economic conditions, homeowner priorities and market demand.

The panelists included: Danushka Nanayakkara-Skillington, NAHB AVP of Forecasting and Analysis; Rachel Bogardus Drew, director of the Remodeling Futures Program at the Joint Center for Housing Studies of Harvard University; and Eric Lynch, NAHB economist

[View the webinar slide deck here.](#)

Changes to Hazard Comms Compliance

A [deadline for compliance](#) with 2024 revisions to OSHA's Hazard Communication Standard (HCS) is approaching for home builders and other downstream chemical users. Employers must:

- 1) Comply with revised classifications or hazard information on labels for substances in their workplaces by Nov. 20, 2026.
- 2) Comply with any new classifications and hazard information for mixtures in their workplaces by May 19, 2028.

Deadline Looms for GFCI Outlets

A temporary exception in the National Electrical Code (NEC) is [scheduled to expire](#) on Sept. 1, 2026. That date could have significant consequences for builders, HVAC contractors, electricians, code officials and manufacturers, particularly in states and local jurisdictions that continue to enforce NEC Section 210.8(F), which requires ground-fault circuit interrupter (GFCI) protection for outdoor HVAC equipment. Note: This deadline may not be relevant in all places.

Registration Is Open For 2027 Builders' Show

[Registration is open](#) for the NAHB International Builders' Show® (IBS), which will take over the Las Vegas Convention Center Feb. 2-4, 2027. The Builders' Show is the premier event that connects you with the right industry professionals and lets you be part of improving the housing industry.

Discover the latest trends, new products and fresh ideas. Get a first look into what's being developed in the industry for the future. Meet, network and connect with tens of thousands of industry professionals from 100+ countries. Experience it all at the Builders' Show!

Register now at [BuildersShow.com](#).

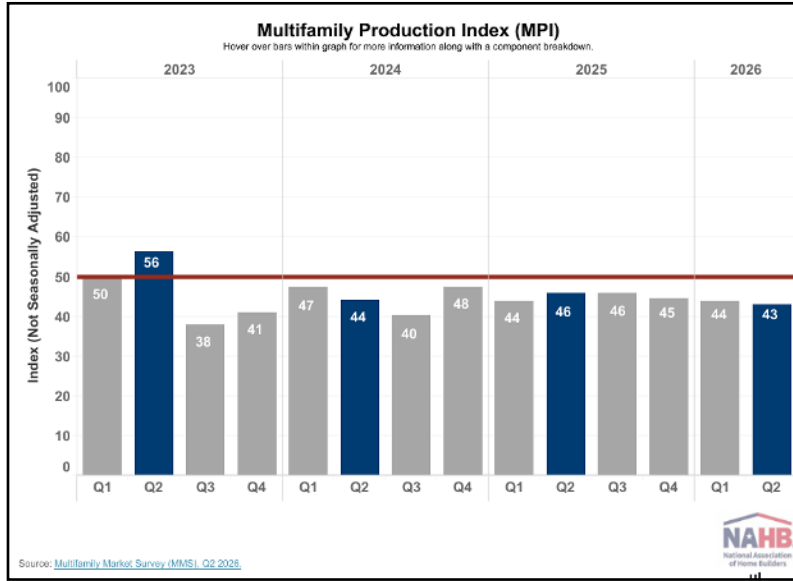
Bank Regulators Propose Changes to CRA Rules

The Office of the Comptroller of the Currency (OCC) and the Federal Deposit Insurance Corporation (FDIC) have proposed targeted revisions to their Community Reinvestment Act (CRA) regulations. According to the OCC and FDIC, [the proposal](#) would help ensure community development grants reach their intended communities. It would also reduce regulatory burdens, especially for community banks and provide clearer guidance on how banks can receive CRA consideration.

Multifamily Developer Confidence Weakens in Q2

Confidence in the market for new multifamily housing weakened year-over-year in the second quarter, according to the [Multifamily Market Survey](#) (MMS) by NAHB. The MMS produces two separate indices.

The Multifamily Production Index (MPI) had a reading of 43, down three points year-over-year, while the Multifamily Occupancy Index (MOI) had a reading of 74, down eight points year-over-year.



The sentiment is constrained by regulatory barriers and difficulty obtaining financing.

The MMS asks multifamily developers to rate the current conditions as “good”, “fair”, or “poor” for

multifamily starts in markets where they are active. The index and all its components are scaled so that a number above 50 indicates that more respondents report conditions as good rather than poor.

Land Use in ROAD to Housing

The newly enacted 21st Century ROAD to Housing Act directs HUD to develop voluntary federal guidelines for state and local zoning best practices. Although not mandatory, the guidelines will help shape how communities are evaluated for federal grants and give states a model for developing their own enabling legislation.

These [land-use and development provisions](#) are especially important to NAHB members because many state and local zoning rules restrict home building and raise costs. For more information on land use, zoning and other key provisions in the 21st Century ROAD to Housing Act, visit nahb.org/road.

Three States Drive Remodeling

California, Texas and Florida continue to account for the largest shares (20.8% combined) of remodeling activity nationwide, according to first quarter results from NAHB's [State Projections of Remodeling](#) (SPR). The SPR offers a quarterly state-by-state analysis of remodeling activity based on total dollar volume, market share and changes in remodeling spending.

Developed from a proprietary NAHB model, the SPR uses national quarterly improvement spending data and estimates remodeling market share by state using multiple indicators and NAHB's annual state remodeling forecast.

Data Centers Are Outbidding Home Builders for Land

In November 2025, two of Northern Virginia's largest recent land deals closed within days of each other. Amazon paid \$700 million for about 189 acres in Prince William County and a few days later, SDC Capital Partners paid \$615 million for 97 acres in nearby Loudoun County.

The land deals weren't for home building. Construction on data centers began on the land almost immediately after it closed. As AI use has grown, so has demand for the facilities that make it possible. That demand



is being met with land, and much of it is land that would otherwise have become housing. And in Northern Virginia, the self-proclaimed "data center capital of the world," it has completely skewed the market for buildable land. In Loudoun County, the SDC deal came out to about \$6.3 million per acre.

In Prince William County, Amazon paid a little more than \$3.7 million per acre.

Similar price disruptions are occurring in Illinois, Texas, Nevada and all across the country.



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WE'RE MORE THAN HOMES.

We build communities.

HBA OF CENTRAL MISSOURI

MISSION STATEMENT

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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
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SAVINGS
Put your membership to work.

Exclusive discounts that benefit you,
your business and your family
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 Mike Bernskoetter (573) 634-3299	 CAPITAL CITY CABINETS	 P.O. Box 330, 711 Heisinger Rd. Jefferson City, MO 65102 Office: (573) 636-7312 Fax: (573) 634-8729 www.metalculverts.com	 Connecting you to what's possible.  Member FDIC (877) 442-9846 HawthornBank.com
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