





# Hammerlime

See What's Happening at the BAKFC Beginning on Page 4...

## **New Home Sales Rise 3.5% in August**

Sales of newly built, single-family homes <u>rose 3.5% in</u>

August to a seasonally adjusted annual rate of 629,000 units after downwardly revised June and July reports, according to data from the U.S. Department of Housing and Urban Development and the U.S.

Census Bureau.



These downward revisions suggest softness in new home sales activity this summer. However, on a year-to-date basis, sales are up 6.9 percent from this time in 2017.

"Housing affordability has taken a toll on new home sales over the summer, and there could be market volatility in the months ahead as communities grapple with the aftereffects of Hurricane Florence," said NAHB Chief Economist Robert Dietz. "Still, we expect the overall housing market to grow this year as demand continues to increase among millennials and others."

The inventory of new homes for sale was 318,000 in August. The median sales price was \$320,200.

Regionally, new home sales rose 47.8 percent in the Northeast, 9.1 percent in the West and 2.7 percent in the Midwest. Sales fell 1.7 percent in the South.

## 4th Quarter 2018

### **LEADERSHIP**

David Johnson CGB, President Signature Building & Design, LLC

Sam Beachy CGP, Vice President
Reliance Construction

Byron Kauffman, Treasurer
Wetzel Insurance Company

Adam Clemens, Secretary
Rabb Water Systems

**Brett Harter CGP CAPS** 

Past President

**John Kidd CGB CGP** R.W. Kidd Construction

**Gary Furniss**Momper Insulation

Doug Harvey CGB CGR CGP CAPS

Coplen Construction

Bruce Jackson CGP Mission Contracting

Wendell Miller CGB CGR CGP Renewal Homes, LLC

Julia Moore

First Federal Savings Bank Rochester

Frank Rhoades CGA

Cottage Watchman/EF Rhoades & Sons

Daniel Schlatter CGB CGP CAPS CPBD Inglenook LLC

**Deb Paton-Showley**Coldwell Banker Roth Wehrly Graber

Rick Mylin

Safe-Way Garage Door

Trisha Steger, Executive Officer

#### **Tariffs Could Be a \$2.5 Billion Tax**

President Trump's recent decision to escalate the trade conflict with China could wind up imposing a \$2.5 billion tax increase on residential construction at a time when builders are already grappling with higher housing costs.

Trump announced in September that he is moving to <a href="mailto:impose 10% tariffs">impose 10% tariffs</a> on an additional \$200 billion worth of Chinese imports, including \$10 billion of goods used by the home building industry.

This 10% levy represents a \$1 billion tax increase on residential construction. Making matters even worse, the amount will rise to \$2.5 billion on Jan. 1 when the president said the tariff rate will jump to 25% if the two nations have not resolved their differences by year end.

## **Shortage of Carpenters Reaches Record High**

Single-family builders who responded to a recent NAHB survey listed which workers they are most struggling to find. Shortages of rough carpenters were reported by 90% of builders – the highest-ever portion for any occupation in residential construction in the survey's history.

The shortages continue to restrain the pace of construction, further driving up construction costs, which are increasingly being absorbed by home buyers. The shortages are also affecting builders' bottom lines by causing lost or canceled sales and making some projects unprofitable.

#### NAHB Working with HUD on Accessibility Rule

NAHB is working with HUD and the Justice Department to improve burdensome compliance requirements under the Fair Housing Act's accessibility provisions.

NAHB sent a letter to HUD outlining steps the agency could take. Among other

things, NAHB suggested that the Justice Department and HUD work together to improve compliance assistance materials and guidance for builders and developers involved in designing and building multifamily housing.

### Register Now for The Builders' Show

The 2019 NAHB International Builders' Show - Feb. 19-21 in Las Vegas – is THE place to be for any housing industry professional. Come for the latest and greatest products from hundreds of exhibitors. Come to attend as many of the 140+ educational sessions as your schedule permits. Come to network with the best and brightest in the business. Network, learn and build at the 2019 **International Builders'** Show.

# Give to BUILD-PAC Before Election Day

The 2018 election cycle is proving to be one of the most competitive midterm elections in history. There are an unprecedented number of open seats and extremely close races around the country. It is critical that the home building industry elect a pro-housing, pro-business Congress on November 6. **BUILD-PAC** is the best tool we have to achieve this goal.

#### **NGBS Green Program Has Certified 150,000 Homes**

The National Green Building Standard Certification Program reached an important milestone with the <u>certification of the 150,000th</u> <u>home</u> to meet its requirements – and there are 120,000 more homes in the pipeline.

Halfway through 2018, North Carolina, Florida and Illinois lead the way with the most single-family home certifications this year. Meanwhile, Texas, Florida and North Carolina have had the highest number of multifamily properties certified to the NGBS in 2018.

Builders are drawn to the NGBS certification because it gives them a marketing advantage. A report by the North Carolina Building

#### **NLRB Looking at Joint Employer Rule**

The National Labor Relations Board has published a notice of proposed rulemaking inviting stakeholders to submit comments on its proposed **joint employer standard**.

The proposal would codify the standard for determining whether two employers are joint employers of a group of workers under the National Labor Relations Act, thereby resolving the NLRB's controversial 2015 decision in the case of Browning-Ferris Industries that radically expanded the test for establishing joint employment.

NAHB believes regulatory action by the NLRB to restore the traditional definition of joint employment in which a company must exercise "direct and immediate control" over a worker in a business-to-business relationship is a necessary and important step in the right direction.

NAHB plans to submit detailed comments in support of the proposal.



An NGBS Green Certified Emerald home built by Marnella Homes in Oregon City, Ore.

Performance Association showed a 9.5% price premium for homes certified through third-party systems, with the NGBS certification providing the most added value.

#### **NAHB Offers Nail Gun Safety Toolbox**

Nail guns are a leading cause of injury for carpenters and account for roughly 25,000 work-related emergency room visits each year. The most common hazards include:

- Unintended nail discharge.
- Nail discharge from knocking the safety contact with the trigger squeezed.
- Nail penetration through lumber.
- Nail ricochet after striking a hard surface or metal feature.
- Bypassing safety mechanisms.
- *Not* disconnecting the air supply when leaving the nail gun unattended.

NAHB has developed a **Nail Gun Safety** Video Toolbox that includes a handout in English and Spanish and a video. The materials were developed in conjunction with the Job-Site Safety Institute and the National Housing Endowment.

## **Helping in the Wake of Hurricane Florence**

Hurricane Florence and its remnants brought historic flooding to the Carolinas. The NAHB federation stands ready to help its members, their families and all victims affected by the storm.



Coast Guardsmen and North Carolina National Guard assist residents affected by Hurricane Florence in Old Dock, N.C.

NAHB will be work-

ing closely with state and local HBAs in the impacted states to help them meet the needs of members who have been affected by the storm. We will also provide resources to support our members as they help families rebuild. There are also many ways you can help right now.

The North Carolina HBA has established a <u>Hurricane</u> <u>Florence Relief Fund</u> to assist members recovering from the devastating impact of the storm in their communities.

The Department of Homeland Security encourages donations to be funneled through the National Voluntary Organizations Active in Disaster (NVOAD). You will also be able to find volunteer opportunities through NVOAD.

NAHB has two webpages to help HBAs, their members and consumers prepare for and respond to natural disasters:

The Natural Disaster Resources Toolkit is designed for HBAs and members. It's a clearinghouse of information including case studies of HBAs that have dealt with disaster, a hurricane preparedness checklist for builders and more.

The Disaster Preparation and Recovery Resources page is aimed at home owners and others in the paths of dangerous hurricanes, floods, fires and other natural disasters. It includes emergency preparedness tips, resources for keeping safe during cleanup efforts and an FAQ from former NAHB Remodelers Chair Dan Bawden on how to find, hire and work with remediation and renovation contractors.

# SAVE THE DATES!

# Q4 2018 Meetings & Events

#### Tuesday, October 23rd

General Membership Mtg. Hosted by Kosciusko REMC

Meeting takes place at KREMC: 370 S 250 E (Warsaw)

Social Time: 6:00 - 6:30 pm Meeting: 6:30 - 8:00 pm

**Buffet Dinner Compliments of** 



#### Kosciusko REMC

RSVP by October 16th Call (574) 267-6125

# Tuesday, November 27th BAKFC Annual Meeting & Election of Officers

Meeting takes place at WYNDHAM GARDEN HOTEL Center/Pike Meeting Room(s) 2519 E Center Street, Warsaw

Social Time: 6:00 - 6:30 pm Meeting: 6:30 - 8:00 pm

BUFFET COST: \$16.00 RSVP by November 20th

RSVP by November 20th Call (574) 267-6125

#### Tuesday, December 11th

# BAKFC Membership Appreciation Luncheon

Luncheon takes place at the Kosciusko County Chamber of Commerce Building located at

527 S. Buffalo Street in Warsaw

Hours: Noon - 1:30 p.m. *Please Join Us!* 

# WHAT'S HAPPENING.



The Builders Association of Kosciusko - Fulton Counties Celebrates 40th Anniversary & Parade Kick-off
Proud Affiliates of the NAHB Since September 17, 1978

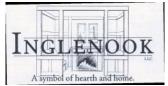
Over 70 BAKFC members and guests celebrated the BAKFC's 40th Anniversary at Spike's

Beach Grill in Warsaw in September. A casual beach-style event, members and guests enjoyed a buffet of Caribbean-style hors d'oeuvres and drinks - followed by a buffet dinner - while catching up on current events and reminiscing over years gone by. The event also served as a kick-off to the 2018 Homes on Parade. Members and affiliates in attendance included Lake City Rental, Rabb Water Systems, Harter Custom Construction, Inglenook, LLC, Signature Building & Design, Coldwell Banker Roth Wehrly Graber - Deb Paton Showley Group, Coplen Construction, Ervin Bolt Construction, Cottage Watchman Security, NIPSCO, R.W. Kidd Construction, First Federal Savings Bank of Rochester, Leading Edge Fabrications, Pella Window Solutions, Old National Bank, Kuert Concrete, Safe-Way Garage Door, Reliance Construction, Warsaw Custom Cabinets, Timber Rock Construction, Michiana House & Home Magazine, Renewal Homes, and Mutual Bank.

Builder Member, Dan Schlatter, Inglenook, LLC; and Associate Members, Steve Fidler, Kuert Concrete; and Tim Mundinger, Warsaw Custom Cabinets each sponsored the event.

The event was coordinated by BAKFC Membership I Marketing Committee Co-Chair, Julia Moore.

Thank You For Your Participation in the BAKFC 40th Anniversary & Parade Kick-off Celebration!













# Renewal Homes Captures 6th People's Choice Award



Pictured L-R: BAKFC President, David Johnson presents Wendell Miller, Renewal Homes, with his 6th People's Choice Award.

Renewal Homes' *Modern Farmhouse Design* was selected as the **People's Choice Award** winner at the **2018 Homes on Parade**, which took place September 21-23. This year's award marks the 6th People's Choice Award for Renewal Homes.

Located in the Wooded Hills addition of Winona Lake, the custom home is situated amidst the picturesque scenery of a hillside woods and wildlife. Designed with entertaining in mind, the home boasts an open floor plan with a kitchen and dining area that easily accommodate up to 16. Associate member products include flooring by J. Lane Flooring & Design (Warsaw), kitchen cabinetry by J. Miller Cabinets (Columbia City), windows by RPM Supply (New Paris), fireplace and masonry by Warsaw Masonry (Warsaw), and staging home accessories by Nest Furniture & Design (Warsaw). Exterior siding is provided by ABC Supply (Goshen).

Miller credits his talented wife, Diane Miller, with much of his award. Diane coordinates the finishing touches in the staging of Renewal Homes' parade entries each year. Congratulations, Wendell & Diane! We look forward to seeing your work in the Homes on Parade next year!









# **BAKFC Builder Member Rochester Homes Wins Two Prestigious Awards from NAHB/BSC**

**Knoxville, Tenn.** Oct. 1, 2018: **Rochester Homes** recently won two prestigious awards from the National Association of Home Builders and the Building Systems Council. The awards, titled the *Jerry Rouleau Excellence in Model Home Design* and *Jerry Rouleau Excellence in Marketing Contest*, are highly sought-after within the industry.

Rochester Homes won an Entry of Distinction for <u>The Avery</u>, in the category home less than 2,000 square feet in Excellence in Model Home Design contest. The judges noted the home's open floor plan, its extra-large walk-in shower and its appeal to the 55 and older market.

In the Jerry Rouleau Excellence in Marketing Contest, Rochester Homes earned an Entry of Distinction award in the social media category for the Samsung campaign launch. In that entry, judges noted the effective use of video and its execution across multiple platforms.



Rochester Homes' Director of Marketing, Reed Dillon (R), accepts the Jerry Rouleua Excellence in Model Home Design Award

The awards were part of the NAHB Building Systems Council Summit in Knoxville, Tenn. which was held September. 30-through Oct. 3.

The BSC is the voice and trade organization of the systems-built housing industry. The council is dedicated to promoting the benefits of systems-built construction to consumers and builders. Comprised of six different councils, the BSC represents manufacturers, builders and suppliers of log, timber frame, modular, panelized and concrete homes.

Alex Berlin, co-owner and vice president of Sales for Rochester Homes, said "We are truly appreciative and honored by these awards. This recognition is a testament to the quality homes that are being built in the industry today."

With a legacy that began in 1972, Rochester Homes is the Midwest's premier provider of high-quality, systems-built housing.

# **BAKFC Meeting & Events Updates...**





Pictured: KREMC Key Account Coordinator Dalton Caley

# Associate Member KREMC to Host the BAKFC General Membership Meeting Tuesday, October 23rd



Kosciusko REMC will again host the BAKFC's October General Membership Meeting. The KREMC-hosted meeting is an annual favorite for BAKFC builder and associate members alike. BAKFC members who attend can meet KREMC new *Key Account Coordinator*, *Dalton Caley*, and can learn about KREMC programs, builder rebates and electric safety in addition to hearing local, state and national updates for the builders association(s). <u>RSVP Required by October 16th</u>. To add your name to the invitation list, call (574) 267-6125 or email <u>info@bakfc.com</u>.



# **Coats for Kids Program in Full Swing**

Members of the *Coats for Kids* Committee and Coat Delivery Volunteers will meet at Meijer (Warsaw) on Monday, November 12th to pack and deliver *Coats for Kids* to nineteen (19) elementary schools in Kosciusko, Fulton and Whitley Counties. Four hundred forty-two (442) new winter coats were requested by schools this year, down -9% from 2017, when four hundred eighty-six (486) coats were ordered. Since 1996, with the generous support of its many sponsors, the BAKFC Coats for Kids Committee has purchased seven thousand six hundred fifteen (7,615) new winter *Coats for Kids* of families in need.



## 2019 Coats for Kids Golf Outing

The Coats for Kids Committee recently met and determined that the 2019 outing will take place at Tippecanoe Lake Country Club on Monday, June 24th. Registration check-in and lunch will begin at 11:00 a.m. Shot gun start at noon.

Golf Team Registration will increase to \$400 per foursome / \$100 per Individual golfer. Registration forms and sponsor invitations will be emailed in the Spring.



# 2019 Home & Outdoor Show Location Yet to Be Determined...

The BAKFC is still in need of a building for its 2019 Home & Outdoor Show. The Home & Outdoor Show is vital to the BAKFC, providing ~50% of its annual Net Revenues. Committee Co-Chairman, Frank Rhoades, says the BAKFC is looking for a building with 25,000 -35,000 square feet, mens and women's restrooms, and paved parking for 80-100 vehicles. If you know of a possible location, please contact Frank Rhoades at (574) 551-0812.



# HOMES ON 2018 HOMES ON PARADE NET INCOME VS. 2017

**2018** 27,720.35

**2017** 21,803.06

<u>\$ Δ</u> +5,917.29 <u>**% Δ**</u> +27.1%



# STATEWIDE MEMBERSHIP DRIVE

# FINAL RESULTS

Builders Association of Kosciusko - Fulton Counties' Membership I Marketing Committee participated in the Indiana Builders Association (IBA) Statewide Membership Drive on October 3rd.

Committee Co-Chairpersons David Johnson (Signature Building & Design and Julia Moore (First Federal Savings Bank of Rochester) lead the BAKFC team, which includes Doug Harvey, Coplen Construction; Wendell Miller, Renewal Homes; Tyler Miller, Timber Rock Construction; and Christy Briney, Protechs, Inc. The committee welcomed nine (9) new members during the one day IBA drive and will continue their recruiting efforts through October 31st as they complete their participation commitment in the National Association of Home Builders (NAHB) Membership Drive.

#### **IBA Statewide Drive Total: 279 New Members**

IBA Statewide Drive Results for Local Associations by Size Category (calculated by highest percentage increase):

**0-50:** Muncie Home Builders Association — 17 new members (117%) **51-150:** Builders Association of Northeast Indiana — 12 new members (2%)

**151:** Building and Development Association of Southern Indiana — 85 new members (45%)

Overall Highest Percentage Increase: Muncie Home Builders Association
Local Top Recruiter: Nathaniel Carroll — 14 new members

**Top Builder Recruiter:**Don Thieneman, Floyds Knobs, 21 new members

**Top Associate Recruiter:** Jim Schiff, Evansville, 7 new members



# Welcome New Members!

Chuck Baker, Best Value Siding Co., Inc. (Goshen)
Blake Harris, Blake Harris Construction (North Webster)
Andy Hartley, Hartley Builders (North Webster)
Dale Borntrager, Bontrager Security Solutions (Cromwell)
Judy Ness, Carpet Depot (Winona Lake)
Matt Tracy, Horizon Landscapes (Pierceton)
Hector Alvarado, Northern Lake Painting (Warsaw)
Sam Yeiter, Synergy Partnerships LLC (Winona Lake)

Charlie Shepherd, Zeeland Lumber Supply (Zeeland MI)

# September Member Anniversaries

# Years	<b>Member of Record</b>	<b>Company Name</b>
29	Stephen Snyder	Snyder Morgan LLP
16	Jim Kemper	ProBuild/Builders First Source
13	Mark Katzer	Pioneer Masonry
12	Deb Paton-Showley	Coldwell Banker RWG
12	Kevan Biggs	Ideal Builders
8	Sam Beachy	Reliance Construction Inc.

# October Member Anniversaries

# Years	Member of Record	<b>Company Name</b>
30	Jack Lengacher	J & N Stone Inc.
29	John Gradle	Milestone Construction Inc.
22	Jennifer Brouwer	Brouwers Carpet & Furniture
14	Michael Hiatt	Blueprint Developing
4	Duane Bontrager	<b>Bontrager Concrete Specialties</b>
4	Chris Harrison	Indiana American Water
3	Brian Craft	BC Tile & Floor Covering
3	Lisa Turnpaugh	Copper River Cabinet Co.
3	Kim Sheehan	O'Neil's Glass
3	Tony Silvers	Silvers Superior Masonry

# November Member Anniversaries

# Years	<b>Member of Record</b>	Company Name
38	Kirtus Murray	Lake City Bank
31	Jeff Carey	Carey Excavation & Construction, Inc.
26	Rick White	Culligan Water Conditioning
26	Julia Moore	First Federal Savings Bank of Rochester
16	Steve Savage	Remax Results
14	Anthony Reincke	Granite Ridge Builders, Inc.
14	Daniel Schlatter	Inglenook LLC
14	David Johnson	Signature Building & Design
2	John Taylor	Pella Window Solutions
1	Jamie Thompson	J Lane Flooring & Design
1	Marlon Miller	Millwood Roofing & Construction
1	Randy Miller	Nu-Wood

# December Member Anniversaries

# Years Member of Record Company Name
8 Gabe Ritter Ritter Electric

# **2018 Canceled/Expired Memberships**

Metropolitan Title

Overhead Door Company of South Bend

Art & Sons Excavating

Elliott's Heating & Cooling

Walker & Associates

Lowe's Pro Services

We're Sad to See You Go... We Wish You All the Best!



# NAHB Spike Club

NAHB Spike Club
NAHB GOLD SPIKE PIN
NAHB LIFE SPIKE RIDER
NAHB 75D RIDER
75 Spike Club Credits Earned
Month Ending 08/31/2018



NAHB Spike Club NAHB SILVER SPIKE PIN NAHB SPIKE MEMBERRIDER

7 Spike Club Credits Earned Month Ending 07/31/2018



The National Association of Home Builders (NAHB) recently recognized BAKFC Builder Members Bruce Jackson, T.L. Jackson Construction; and Doug Harvey, Coplen Construction, for their spike contributions. Jackson is awarded with the NAHB Gold Spike Pin and NAHB Life Spike Rider with 75 spike credits as of August 31, 2018, while Harvey now becomes the BAKFC's newest member of the NAHB Spike Club with a total of 7 credits as of July 31, 2018. Harvey is awarded with the NAHB Silver Spike Pin.

Created in 1953, the NAHB Spike Club is a credit awards system for member recruitment and retention.

#### **Spike Award Levels**

credits

6 credits Spike Club Certificate & Silver Lapel Pin + Rider

25 credits Gold Lapel Pin with Rider 75 to 1500 Riders for Life Spike Pin

BAKFC Spike Club Leaders Spikes Coplen, Larry **Coplen Construction** 432.50 Momper, Matt Momper Insulation Inc 217.00 Hamman, Jeff J C Hamman Construction 162.00 Kidd, John R W Kidd Construction 159.50 Miller, Wendell Renewal Homes LLC 148.50 Harvey, Douglas **Coplen Construction** 125.25 Cone, Dana Cone Construction, Inc. 119.00 Schlatter, Daniel Inglenook LLC 94.00 **Ideal Builders** Biggs, Kevan 90.50 Harter, Brett Harter Custom Construction 82.00



# SAVE THE DATE!

For the Builders' Association of Kosciusko - Fulton Counties

2018 Annual Membership Meeting

+ Open Nominations & Election of 2019 Officers and Directors

# **Tuesday, November 27th**

At The Wyndham Garden Hotel In the Center/Pike Meeting Room(s) Located at 2519 East Center Street, Warsaw

> Social Time: 6:00-6:30 pm Meeting Time: 6:30 - 8:00 pm

**RSVP** Required by November 20th.

Call (547) 267-6125 or Email <a href="mailto:info@bakfc.com">info@bakfc.com</a> to add your name to the invitation list



The BAKFC Board of Directors Will Be Cooking Up Award-winning Chili... Members: Feel free to bring holiday baked goods to share.

The BAKFC Members Appreciation Christmas Luncheon Takes Place at the Kosciusko County Chamber of Commerce Building Located at 527 S. Buffalo Street in Warsaw

We hope to see you there!