

Newsletter of the Home Builders Association of Central Missouri

# HBANews



**August 2020**



HBA Cornhole Tournament

August 12th at Capital Bluffs Event Center

Tournament to start at 5:30pm

cost \$15

Dinner: Hamburgers, Hot dogs and all the sides.

Teams will be limited, please RSVP to the HBA office or Jeff Hoelscher at 573-619-8299 if you would like to play.

If you want to come out, but, not play please RSVP to the HBA office 635-6001.

[rachel@hbacentralmo.com](mailto:rachel@hbacentralmo.com)

Sponsored by:



**Commissioner Jeff Hoelscher**  
**Cole County Eastern District**



## Leadership List

### President

Jason Otke

### 1st Vice President

Brice Ready

### 2nd Vice President

Lisa Lehman

### Secretary

Donna Viessman

### Treasurer

Dan Lewis

### Past President

Brice Bernskoetter

### Board Members

Jared Buetcher

Adam Boessen

Tim Wilbers

Ryan Classpill

Jeff Hoelscher

Jim Hagenhoff

Angie Zimmerman

HBA of MO Rep- Jason Otke

Executive Officer- Rachel Andrews

Administrative Assistant- Stacey Meyer

Political Consultant- Heath Clarkston

## Calendar of Events

**August 6th-** Golf committee meeting at 11:30 at the HBA office

**August 11th-** 4pm Board of Directors Meeting

**August 12th-** 5:30 pm Cornhole Tournament at Capital Bluffs Event Center

**September 8th-** 4pm Board of Directors Meeting

**September 9th-** 5:30pm HBA BBQ at Memorial Park

**September 24th-** HBA Golf Tournament at Redfield Golf Center see attached form for more info

## 2020 Permit Totals

Permits Issued 2020

	Single Family		Other	
	City	Code County	City	Code County
January	6	6	18	5
February				
March				
April				
May				
June				
July				
August				
September				
October				
November				
December				
<b>Year to Date</b>	<b>6</b>	<b>6</b>	<b>18</b>	<b>5</b>

Permits Issued 2019

	Single Family		Other	
	City	Code County	City	Code County
January	0	5	9	5
February	3	11	22	3
March	0	17	21	3
April	3	4	15	15
May	4	12	13	14
June	5	11	18	12
July	4	15	24	23
August	4	4	13	4
September	1	11	40	18
October	3	10	35	18
November	3	4	12	3
December	4	5	10	3
<b>Year to Date</b>	<b>40</b>	<b>137</b>	<b>245</b>	<b>120</b>
				<b>\$50</b>

**Click on spreadsheet for link to current permits**



**DON STROPE MEMORIAL  
BBQ  
WEDNESDAY, SEPTEMBER 9th  
MEMORIAL PARK**

**Tickets \$15.00**

**Carryout only served from 5:30 -7:00pm**

**Pork steak dinner, beans, slaw, bread and cookie**

**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  
SEPTEMBER 7th, 2020**

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](mailto:rachel@hbacentralmo.com)

**TICKETS WILL BE MAILED TO THE ABOVE ADDRESS PRIOR  
TO THE BBQ IF RECEIVED  
BY SEPTEMBER 3rd**

**OTHERWISE PLEASE PICK UP AT HBA OFFICE OR AT BBQ  
-NO CANCELLATIONS**

# 26th ANNUAL HBA GOLF TOURNAMENT

REDFIELD GOLF & COUNTRY CLUB  
THURSDAY, SEPTEMBER 24, 2020  
4 PERSON SCRAMBLE



**Tournament Schedule:**  
**Tee time 11:30am**  
**Lunch 10:30am - 11:30am**

**ENTRY FEES: \$115/PERSON \$460/TEAM \$\_\_\_\_\_**  
Cheaters package included in price - 1 Kick, 1 Throw, 1 Mulligan

**ON COURSE FEES: BALL LAUNCHER \$20/TEAM \$\_\_\_\_\_**  
**BUY-UP HOLE \$20/TEAM \$\_\_\_\_\_**

**EACH TEAM MUST INCLUDE AT LEAST ONE HBA MEMBER**

**Main Contact** \_\_\_\_\_

**Company** \_\_\_\_\_

**Phone** \_\_\_\_\_ **Email** \_\_\_\_\_

**Golfer #1** \_\_\_\_\_

**Golfer #2** \_\_\_\_\_

**Golfer #3** \_\_\_\_\_

**Golfer #4** \_\_\_\_\_

MAKE CHECKS PAYABLE TO: HBA GOLF  
SEND CHECKS TO: 1420 CREEK TRAIL DRIVE  
JEFFERSON CITY, MO 65109  
PH. 635-6001  
FAX 632-6001

**PLEASE NOTE: PAYMENT MUST BE RECEIVED WITH YOUR REGISTRATION FORM OR  
A PLACE WILL NOT BE SAVED FOR YOUR TEAM.**

## New Members

### **Dk Construction**

Dustin Kremer

573-291-8054

### **Spartan Services LLC**

Holly Stitt

844-349-3332

---

## **New Home Sales Reach Highest Level Since Great Recession**

Sales of newly built, single-family homes rose to their highest level since the Great Recession, up 13.8% to a seasonally adjusted annual rate of 776,000 units in June, according to recently released data from the U.S. Department of Housing and Urban Development and the U.S. Census Bureau. The June rate is 6.9% higher than the June 2019 pace.

Inventory fell to a 4.7 months' supply, with 307,000 new single-family homes for sale, 7% lower than June 2019. The current months' supply is the lowest since 2016. Of the inventory total, just 69,000 are completed, ready to occupy. The median sales price was \$329,200. The median price of a new home sale a year earlier was \$311,800.

Regionally, year-to-date, [new home sales](#) were up in all four regions: 22% in the Northeast, 12.6% in the Midwest, 0.2% in the South, and 3.1% in the West.



Builders are dealing with a number of supply-side concerns such as rising material costs, particularly lumber, which recently surpassed its 2018 price peak. But low inventory levels point to construction gains ahead.

Residential construction remains one of the bright spots amid the current coronavirus-caused downturn. Economic indicators suggest housing is poised to lead the nation's economy back to full strength when the current crisis resolves.

## Lumber Prices Hit Two-Year High

The Random Lengths Framing Composite Price hit \$523 per 1,000 board feet for the week ending July 10, the first time prices have topped \$500 since July 2018.

[Lumber prices](#) have risen 50% since April 17, 2020.

Several factors are driving rising prices. Some mills closed in the spring due to stay-at-home and social distancing measures. Mills that remained open vastly underestimated demand. Producers did not anticipate the massive uptick in demand from do-it-yourselfers during the pandemic. And housing weathered the storm much better than most anticipated.

## Products Used in Home Construction

NAHB analysis of government data indicates that new single-family and multifamily construction used about \$94.9 billion [in building products](#) in 2019. The vast majority of that amount was produced domestically, supporting jobs in the U.S. manufacturing sector, but about \$6.1 billion was imported from other countries. Among the major product categories, new residential construction in 2019 used more than \$11 billion each of "cement and concrete products" and "architectural and structural metals." The analysis looked at 51 building materials categories.

## HUD Terminates Fair Housing Rule

HUD Secretary Ben Carson recently announced that his agency will terminate the Obama-era Affirmatively Furthering [Fair Housing \(AFFH\) regulation](#) issued in 2015, calling the rule "unworkable."

The Preserving Community and Neighborhood Choice final rule replaces the 2015 AFFH regulation and 1994 Analysis of Impediments (AI) requirements. NAHB is reviewing the final rule.

## IRS Extends LIHTC Deadlines

In a victory for NAHB and its members, the Internal Revenue Service recently announced [temporary relief](#) from certain requirements under Section 42 of the IRS code for Low-Income Housing Tax Credit (LIHTC) projects.

In general, under IRS Notice 2020-53, deadlines occurring between April 1, 2020, and Dec. 31, 2020, are postponed until Dec. 31, 2020. Agencies are not required to conduct compliance monitoring inspections during this time.

## Wade Confirmed as FHA Commissioner

The U.S. Senate voted on July 28 to confirm Dana Wade as the new FHA Commissioner. NAHB Chairman Chuck Fowke lauded Wade's confirmation amid the challenges caused by the COVID-19 pandemic.

"NAHB looks forward to working with the [new FHA commissioner](#) to mitigate the effects of the outbreak on the housing community and to ease regulatory burdens exacerbating the nation's housing affordability crisis," Fowke said.

## Subcontractors Largest Share of NAHB's Associate Membership

NAHB's 80,000 [Associate members](#) account for roughly two-thirds (68%) of total membership.

The largest share of Associate members – 43% – are subcontractors or specialty trade contractors, according to the 2019 annual member census conducted by NAHB's economics department.

Roughly 13% of Associate members work in professional specialties such as legal services, accounting, and engineering. About 11% work in retail dealerships. Another 8% are employed in various financial services, including banking,

title companies and insurance, and 4% work in wholesale dealerships or distributorships. Roughly 20% listed "other associate" as their primary activity.

The median annual company revenue among Associate members was \$2.2 million in 2019, down from a median of \$2.5 million in 2018. A quarter of Associates (25%) reported annual revenues under \$500,000. The largest group (32%) reported incomes of \$1 million to \$4.99 million.

The median age of Associates was 56. More than half of Associate members (53%) have earned a bachelor's degree or higher.

## A New Look at Design Standards

Local governments use design regulations to ensure the health, safety and welfare of residents. But excessive regulations that price lower- and moderate-income families out of the market should not be prioritized over the need to address the housing affordability problem.

Examples of highly prescriptive [design standards](#) include prohibiting the use of exterior materials such as vinyl siding, mandating minimum roof pitch, and dictating the amount of surface area that must be dedicated to windows.

A new document from NAHB, "Residential Design Standards: How Stringent Regulations Restrict Affordability and Choice," explains how these standards harm low- and moderate-income families, and suggests policy alternatives.

## NAHB, NAR Look at Sustainability

NAHB and the National Association of Realtors® have launched a joint initiative to inform consumers about the high-performance home market.

Through the joint [Home Performance Counts](#) initiative, NAHB and NAR have come together to offer a comprehensive resource that informs consumers about the qualities and benefits of high-performance homes and facilitates communication on home performance between buyers, builders and real estate agents.

Demand for high-performance homes has expanded in recent years, with the number of homes certified to the National Green Building Standard® increasing by more than 57% since 2017. These are homes that prioritize comfort, sustainability, wellness, resource efficiency and affordability.

# 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.



Every Year  
Thousands  
Save Millions

Put Your NAHB Membership to Work Now.

Money-saving discounts that benefit you,  
your business and your family [nahb.org/MA](http://nahb.org/MA)



**We're in the offering NAHB members up to \$1,000 business.**



2018 Chevrolet Low Cab Forward 3500HD | 2018 Chevrolet Express 2500 Cargo Van | 2018 Chevrolet Silverado 2500HD | 2018 GMC Sierra 1500

**NAHB MEMBERS BENEFIT FROM THESE SPECIAL OFFERS.**  
Members of the National Association of Home Builders (NAHB) can now enjoy a private offer\* of up to \$1,000 toward the purchase or lease of most new Chevrolet, Buick and GMC vehicles. Choose an eligible vehicle at your local dealer and present your NAHB proof of membership. You can add on incentives from the National Fleet Purchase Program and Business Choice to get the best value on vehicles that run your business. For private offer details, visit [nahb.org/gm](http://nahb.org/gm).



\*Wholesale offer amount varies by model. City Express and Low Cab Forward receive a \$200 Offer for both fleet and retail deliveries. Fleet deliveries on the Buick Encore, Chevrolet Traverse, Silverado, Express, Suburban, Tahoe, GMC Acadia, Sierra, Sierra, Yukon, do receive a \$1,000 Offer. All other fleet or retail deliveries receive a \$600 Offer. Offer toward the purchase or lease of eligible new 2018 and 2019 model year vehicles. Offer excludes Chevrolet Bolt, Camaro, EL, Corvette, Spark, Spark, Trail, Volt, Buick Cascada, Cadillac, Cadillac, Escalade, Equinox, Equinox, and all Cadillac vehicles. Additional GM models may be excluded from time to time at GM's sole discretion. Customer must take delivery by 12/31/2018. Not combinable with some other offers. Not valid on prior purchases. See dealer for details. ©2018 General Motors, LLC. All rights reserved. The marks appearing in this ad are the trademarks or service marks of GM, its subsidiaries, affiliates or licensors.

Pocket the SAVINGS

[www.nahb.org/MA](http://www.nahb.org/MA)



**Capital Installers, Inc.**  
  
 RAYNOR. Doug Kliethermes  
 AUTHORIZED DEALER  
 3012 S. 10 Mile Drive  
 Jefferson City, MO 65109  
 573-893-4998

**ECO WATER SYSTEMS**  
  
 Adam & Lydia  
 636-3800

**CMP GROUP, INC.**  
  
 Bob Krattill  
 6716A Business 50 West  
 Jefferson City, MO 65109  
 p: 573.893.6601  
 f: 573.893.6733  
 cmp@cmpjc.com  
 www.cmpjc.com  
 Vanity Tops | Tubs | Shower Bases/Walls | Kitchens

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

**Arts Pest Control**  
  
 Mike Bernskoetter  
 (573) 634-3299

STAMPED STAINING STENCILING  
 TEXTURED RESURFACING NEW OR OLD  
  
**CONCRETE DESIGN CONCEPTS**  
 "We Beautify Concrete"  
 BEAU VOBS, Owner  
 830 Wayside Road  
 Centertown, MO 65023  
 573-884-3887  
 Cell 573-619-6488  
 www.concretedesignconcepts.com

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

**Hawthorn**  
  
 132 E. High St. B A N K®  
 761-6100

  
 Colecountyconcrete.com  
**COLE COUNTY INDUSTRIES**  
 635-4101 Ready Mixed Concrete  
 1405 Industrial Drive \* Jefferson City, MO 65109

**HBA**  
 HOME BUILDERS ASSOCIATION  
 OF CENTRAL MISSOURI

**MID AMERICA TRUSS**  


**STIEFERMAN HEATING CO., INC.**  
  
 ARLIN STIEFERMAN  
 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**  
  
 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

**Jobsite sanitary toilets**  
  
 Construction Sites  
 Picnics, Special Events  
 Jason "Moon" Sullivan  
 Mike L. Sullivan  
 www.jobsite.com  
 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

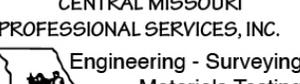
**MID-CITY LUMBER CO. LTD.**  
  
 118 Jaycee Dr.  
 Jefferson City, MO

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

**Landmark Bank**  
  
 Jefferson City Home Mortgage Center  
 From the items on this page, thank you for your interest. Come see us today about our Consumer Finance products that we have to offer. We will be glad to give you more information and a 10% loan. Call us today for more information. Located at 8122 Grandview Lane, Jefferson City, MO.

**JEFFERSON BANK of Missouri**  
  
 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.dulledoors.com

**CENTRAL MISSOURI PROFESSIONAL SERVICES, INC.**  
  
 Engineering - Surveying  
 Materials Testing  
 (573) 634-3455

**SCRUGGS LUMBER**  


**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 Lohman  
 President  
 ServiceMaster Restoration  
 Services by AERODRY  
 1223 Creek Trail Drive  
 Jefferson City, MO 65109  
 Residential/Commercial  
 Water Fire Smoke Mold  
 24-Hr. Emergency Service  
 Office: 573-634-3851  
 Mobile: 573-680-0877  
 Email: lisa@serodry.net  
 www.servicemasterbyserodry.com

**MIDWEST BLOCK & BRICK**  
  
 A Midwest Products Group Co.

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

**River Region CREDIT UNION**  
  
 Lisa Wolken  
 VP of Real Estate Loan Origination  
 3124 W. Eisenhower Dr.  
 Jefferson City, MO 65109  
 573-636-3200

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

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

**Thank You!**  
  
**TO OUR NEWSLETTER SPONSORS**