

Newsletter of the Home Builders Association of Central Missouri

# HBANews



**April 2021**

## **APRIL GENERAL MEMBERSHIP MEETING**

**SPONSORED BY**



**Wallstreet  
GROUP**

*Insurance • Financial*

**DATE: April 14th 2021**

**TIME: 6pm social / 7pm Dinner**

**PLACE: Eagles on MO Blvd**

**Menu: Fried Chicken and all the fix-ens'**

**Cost: \$15 per person**

**Program:**

**Insurance Jeopardy**

**Please RSVP by Noon on Monday April 12th**

**rachel@hbacentralmo.com**

# 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**

Nick Haslag

Adam Boessen

Tim Wilbers

Ryan Claspill

Jeff Hoelscher

Jim Hagenhoff

Angie Laughlin

HBA of MO Rep- Jason Otke

Executive Officer- Rachel Andrews

Administrative Assistant- Open

Political Consultant- Heath Clarkston

# Calendar of Events

**April 20th - 3pm** Scholarship Committee meeting at HBA office

**April 20th - 4pm** HBA Board of Directors meeting at the HBA office

**April 14th - 6pm** Membership Meeting at the Eagles on MO Blvd Sponsored by Wallstreet Group

**May 11th - 4pm** HBA Board of Directors meeting at the HBA office

**May 12th - 6pm** Membership Meeting at the Eagles on MO Blvd Sponsored by Riley Auto group

**June 9th- 11am** HBA Board of Directors meeting at Memorial Park

**June 9th- 5pm** HBA Annual Don Strobe Memorial BBQ and Silent Auction

## 2021 Permit Totals

Permits Issued 2021

	Single Family		Other	
	City	Coie County	City	Coie County
January	1		21	15
February	2		27	
March				
April				
May				
June				
July				
August				
September				
October				
November				
December				
Year to Date	22	80	2159	87

Permits Issued 2020

	Single Family		Other	
	City	Coie County	City	Coie County
January	4	6	18	5
February	3	8	15	5
March	1	14	35	14
April	1	50	420	20
May	2	8	110	8
June	4	27	107	17
July	2	12	247	12
August	1	20	172	3
September	1	17	146	15
October	2	6	103	12
November	5	12	31	5
December	1	8	50	7
Year to Date	28	127	2454	126

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



## Materials Costs, Higher Rates Dampen February Home Sales

Higher interest rates, supply shortages and rising material prices, particularly for lumber, put a damper on new home sales in February. [Sales of newly built](#), single-family homes in February fell 18.2% to a 775,000 seasonally adjusted annual rate, according to newly released data by the U.S. Department of Housing and Urban Development and the U.S. Census Bureau.

This is the lowest level of new home sales since May 2020.

Shortages and high prices for materials, especially lumber, affected the market. Soaring lumber prices have added more than \$24,000 to the price of an average new home.

Inventory rose slightly to a 4.8 months' supply, with 312,000 new single-family homes for sale, 12.7% lower than February 2020. Homes available for sale that have not started construction are up 67% over last year, an indicator of increasing delays



and higher costs associated with construction.

The median sales price was \$349,400, up 5.3% over the \$331,800 median sales price posted a year earlier.

Regionally on a year-to-date basis, new home sales declined 9.3% in the West and rose in the other three regions, up 6% in the Northeast, 24.7% in the Midwest and 23.2% in the South.

## NAHB Spearheading Lumber Efforts

NAHB continues to move aggressively to engage the [Biden administration](#) on lumber and to urge policymakers to take immediate action to address skyrocketing lumber prices and supply shortages that are harming home builders, home buyers, remodelers and the economy.

NAHB has reached out to President Biden, Commerce Secretary Gina Raimondo, and Agriculture Secretary Tom Vilsack, among others, [urging them](#) to examine the lumber supply chain, identify the causes of high prices and supply constraints, and seek remedies that will increase production.

## ICC to Use ANSI Process for Energy Codes

The International Code Council has announced it is [changing the development](#) of its energy code from the current Governmental Consensus Process to its American National Standards Institute (ANSI) development process.

“This is an important change that we expect to result in a model energy code that meets the needs of building officials, consumers, builders and energy efficiency advocates,” said NAHB Chairman Chuck Fowke.

## NAHB Wins Eviction Moratorium Case

NAHB won a key legal decision recently when the U.S. District Court for the Northern District of Ohio ruled that the CDC exceeded the authority granted to it by Congress when it issued an [eviction moratorium](#). NAHB brought the lawsuit as a plaintiff on behalf of its members.

On March 24, the Department of Justice confirmed that the district court’s order applies to all NAHB members across the nation who rent residential properties to covered persons, not just those who reside in Ohio.

## Congress Extends PPP Application Deadline

With a March 31 deadline looming, the Senate on March 25 voted 92-7 to approve the PPP Extension Act. The legislation will [extend the filing deadline](#) for Paycheck Protection Program (PPP) applications by 60 days and provide an additional 30 days for the SBA to finish processing applications received by the new May 31 deadline. President Biden is expected to sign the measure into law. NAHB was part of a coalition of business groups urging Congress to approve the legislation.

## Biden Signs \$1.9 Trillion Stimulus Package

President Biden signed the \$1.9 trillion COVID-19 relief package into law on March 11. While far from perfect, the [stimulus package](#) contains important provisions for the housing community, including aid to state and local governments. Other key provisions include: Recovery rebates up to \$1,400 per taxpayer; additional aid for small businesses; and \$27.5 billion for emergency rental aid.

## Sacramento Streamlines Approvals to Boost Production

Most cities in California are not meeting housing production targets, and the state underproduced by approximately 3.4 million housing units from 2000 to 2015 because of systemic challenges.

Local planners recognize the problem, and in 2018, Sacramento city staff received direction to **streamline the approval** of housing projects to minimize housing barriers, including the time, cost and uncertainty in the approval process.

In 2017 California passed SB-35, and Sacramento became the first city in the state to implement “ministerial approval”

of multi-unit housing projects. This allows infill housing projects of up to 200 units to bypass public hearings.



Sacramento’s 2040 General Plan Update envisions growth of 72,000 new homes and 80,000 new jobs over the next 20 years. The update includes an eight-year strategy to address housing, including increasing overall housing production, increasing affordable units and promoting accessory dwelling units.

## SBA Issues PPP Guidance

The SBA has released **updated guidance** on what constitutes lobbying for 501(c)(6) organizations, including local and state home builders associations, that seek forgivable loans under the Paycheck Protection Program (PPP).

The guidance states that “lobbying activities” are defined in the Lobbying Disclosure Act of 1995. Under the law approved in December, 501(c)(6) groups, including state and local HBAs, are eligible to receive a PPP loan if the organization:

- Does not receive more than 15% of receipts from lobbying;
- Lobbying activities do not comprise more than 15% of its activities;
- It has 300 or fewer employees; and
- The cost of lobbying did not exceed \$1 million in the most recent tax year.

## Study Looks at Electrification

A recent study, “Cost and Other Implications of Electrification Policies on Residential Construction,” suggests significant trade-offs in terms of the cost of retrofitting existing homes and the long-term energy usage costs of electric appliances and equipment in climates with a large heating demand.

The study, conducted by the Home Innovation Research Labs for the National Association of Home Builders, evaluates **construction and retrofitting** costs and annual energy use costs of gas appliances and equipment and electric appliances and equipment. It looks at costs in four major markets - Houston (CZ2), Baltimore (CZ4), Denver (CZ5), and Minneapolis (CZ6).

The study found that the cost of installing and using electric appliances, including annual energy use, often exceeds the cost of gas appliances.

## Series Looks at Building and Selling High Performance Homes

Interested in green building and high performance homes? Then make plans to view the Home Performance Counts: Virtual Green Home Tour Series.

The first edition of the series takes place at 3 p.m. ET on April 22. To register, [contact Michelle Diller](#) of NAHB's green building team. If you miss a presentation in the series, no problem. They will be available to view after each installment.

Registration is free to all for this monthly series showcasing high performance homes across the country. In addition to the showcase of homes, builders, real estate agents and others will discuss how housing industry professionals can work together to increase sales and provide added value to consumers.

The series is a product of Home Performance Counts, a joint educational initiative between NAHB and the National Association of Realtors (NAR). [Home Performance Counts](#) is designed to help members of both associations work together and succeed in the rapidly growing marketplace for high-performance homes.

The Earth Day kickoff of the series features Robinhood by Red Tree Builders. Brandon Bryant, Red Tree's Owner and President and current Chairman of the NAHB Sustainability & Green Building Subcommittee takes viewers through



Robinhood, one of his artfully crafted, mindfully built high-performance homes in the mountains near Asheville, N.C. Brandon is joined by Kelly Erin-Spinney of Modern Asheville Real Estate to discuss how to talk to customers about high performance and how to realize the high-performance value of a build in the sale.

A live Q&A with Brandon and Kelly will take place immediately after the tour.

**DO**  
**BUSINESS**  
WITH AN  
NAHB  
MEMBER.

Members Save Millions  
Start saving at [nahb.org/savings](http://nahb.org/savings)

**NAHB.**

# 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)

Logos for partner companies: GMC, UPS, DELL, GEICO, houz, Lowe's ProServices, amazonbusiness, Hertz, Office DEPOT, YRC, AVIS, Capital One, SPARK BUSINESS, TSYS, WYNDHAM, Budget, and NAHB National Association of Home Builders.



**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).

Logos for NAHB and General Motors Fleet.

Vehicle offer amount varies by model. City, State and Low Cab Forward receive a \$250 Offer for both a fleet and retail delivery. Fleet deliveries in the South, Midwest, Chemical Region, Southwest, Eastern, Southeast, South Central, Florida, Hawaii, Alaska, and Alaska receive a \$500 Offer. All other fleet and retail deliveries receive a \$1000 Offer. Offer dependent on purchase in terms of model, year, MSRP and vehicle type. Offer not valid in California, Florida, Texas, New York, New Jersey, Pennsylvania, Virginia, and all other states. Additional GM member price is not subject to any of the above restrictions. Customer must be a member of the NAHB to be eligible for this offer. Offer valid for fleet purchases. See dealer for details. ©2018 General Motors, LLC. All rights reserved. This website is not intended to be used for any other purpose than to provide information about the offer.

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

**ECOWATER 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 VOSS, Owner  
 930 Wayside Road  
 Centertown, MO 65023  
 573-884-8887  
 Cell 573-619-8498  
 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.**  
  
 3526 Rock Ridge Road  
 Jefferson City, MO 65109  
 phone 573.635.3547  
 cell 573.690.1186  
 Dare Lenoix  
**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 to you, thank you for your service. Come see us today about our Guaranteed Home Loan products that are here to offer an end to your great home use offer to Veterans and a 1% loan. Call us today for more financing options! Located at 8122 Grandwood 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  
 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  
 314 S. E. 9231  
 lisa@riverregioncu.org  
 mobile: 573.438.4186 ext. 6145  
 fax: 573.438.4186  
 3124 W. Esplanade Dr.  
 Jefferson City, MO 65109  
 RCU.org

**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**