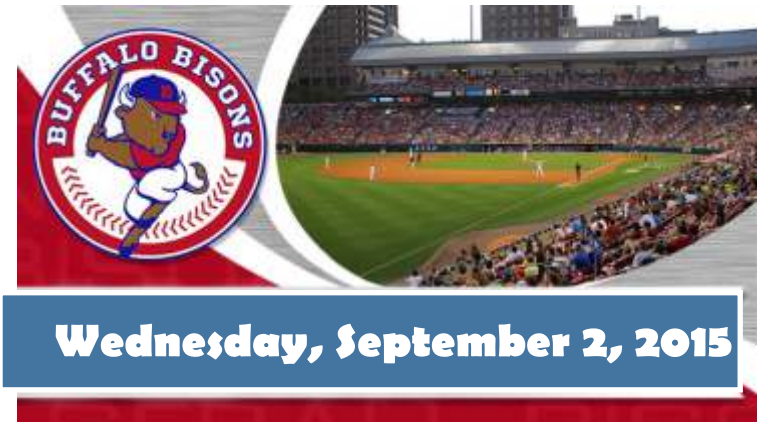
BNBA.org
Buffalo Niagara Builders' Association

FORUM

Volume 22. Issue 7 | The Monthly Newsletter of the BNBA | August 2015



Wednesday, September 2, 2015

SPONSORED BY:

Pella

WESTNY Building Products

BNBA
Buffalo Niagara Builders Association

NCBA
Niagara County Builders Association

We Invite you to join us

Family Night at the Ballpark

The Homebuilder associations invite you to join us at Coca Cola Field in Buffalo on Wednesday, Sept. 2
It's Fan Appreciation Night!
Prize drawings throughout the evening!

4:00—6:00 picnic in the outfield — Hot dogs, Hamburgers, Salads & Coke products
6:05 Bisons vs. Syracuse Chiefs
Giant Fireworks display following the game

Tickets are only $35. /person
0-5 years FREE
6-12 years $33

Call 601-7257 (Buffalo) or 693-5736 (Niagara) for your tickets

Save the Date

Buffalo Niagara Builders Association's

Annual Wine Tasting

Wednesday, September 15, 2015
5:30 – 8:00 pm
The Foundry – Elmwood Avenue, Buffalo, NY

$40 per person
Includes: Wine, Beer, Soda and Hors D'oeuvres
$350 Sponsorships still available

NYSBA NAHB SPIKE CLUB

BNBA.org FORUM

The Monthly Newsletter of the BNBA

Published by:

Buffalo Niagara Builders' Association, Inc.

5434 Genesee Street, Suite 4, Lancaster, NY 140868
(716) 601-7257 Fax: (716) 601-7259

Please note new telephone numbers

To advertise in the BNBA Forum, please contact the BNBA office.

Visit our website: www.bnba.org

Board of Directors:

Chuck Rizzo
President

Dean Kroll
President Elect

James Maloney
First Vice President

Patrick Tesmer
Secretary

Ken Peterson
Treasurer

Chris Tucker
Presidential Appointee

Mark Longo
Immediate Past President

Matt Alix
Eric Hazard
Kevin Myszka
Jeff Naab
Phil Nanula
Dennis Penman
David Stapleton
Jerry Szymanski
Don Wilson
Gino Zagarrio

State Directors/Alternate
Chuck Rizzo Ken Peterson
Richard Lasure

National Directors/Alternate
Chuck Rizzo Dean Kroll

Committee Chairs

Associate Membership Committee:
Jim Maloney, Chris Tucker

Horizons Review Committee:
Dean Kroll

Industry Task Force:
Dave Capretto, Mark Longo

Public Relations Committee:
Phil Nanula, Linda Moskal

Past Presidents:
Mark Longo

Staff:

Barbara Bailey

Mission Statement

The Buffalo Niagara Builders Association, a non-profit organization, is the recognized voice of the building, development and associated industries.

The Association advocates choice in housing, economic growth and quality of life in our community.

Housing Markets Show Gradual Improvements

Markets in 75 of about 360 metro areas returned to or exceeded their last normal levels of economic and housing activity in the second quarter of 2015, according to the NAHB/First American Leading Markets Index (LMI) released today. This represents a year-over-year net gain of 13 markets.

The index's nationwide score edged up to .92, meaning that based on current permit, price and employment data, the nationwide average is running at 92% of normal economic and housing activity. Meanwhile, 66% of markets have shown an improvement year over year.

"The markets are gradually improving and economic and job growth continue to strengthen, which bodes well for housing for the remainder of the year," said NAHB Chairman Tom Woods.

"Of the three elements in the LMI (house prices, permits and employment), house prices have had the broadest recovery, with 345 markets returning to or exceeding their last normal level," said NAHB Chief Economist David Crowe.

"Meanwhile, 64 markets have met or exceeded their normal employment levels. The housing permit level has made the least progress toward normality, with only 26 markets at or above their last normal level," he said.

"The number of markets on this quarter's Leading Markets Index at or above 90% has reached an all-time high of 173, which represents nearly half of all markets nationwide," said Kurt Pfotenhauer, vice chairman of First American Title Insurance Company, which co-sponsors the LMI report.

Baton Rouge, La. continues to top the list of major metros on the LMI, with a score of 1.47 – or 47% better than its last normal market level. Other major metros include Austin, Texas; Honolulu; Houston; and Oklahoma City. Rounding out the top 10 are San Jose, Calif.; Los Angeles; Charleston, S.C.; Salt Lake City; and Nashville, Tenn.

Among smaller metros, both Midland and Odessa, Texas, have LMI scores of 2.0 or better, meaning that their markets are now at double their strength prior to the recession. Also at the top of the lists are Manhattan, Kan.; Grand Forks, N.D.; and Casper, Wyo.

Please Use Our Advertisers!

WEST HERR NEW YORK Select
Vehicle Purchase Plan

westherrSelect.com

New York State's Largest Vehicle Retailer!

West Herr has teamed up with BNBA to offer members and their family participation in their auto buying benefits plan – at no cost.

Concierge vehicle shopping I 20 New Brands and over 1,400 Preowned

Saving time and money when shopping for a vehicle by using West Herr Select Concierge. No matter which West Herr brand or model you are interested in, your concierge will pre-arrange price comparisons on each vehicle together with finance and lease options, even schedule private test-drives, a professional trade-in evaluation, or help you apply for a pre-approved auto loan – all with no sales pressure - before visiting the dealership. COMPARING options is easy with 20 New Vehicle Brands; such as, BMW, Buick, Cadillac, Chevrolet, Chrysler, Dodge, Ford, GMC, Honda, Jeep, Jaguar, KIA, Mercedes-Benz, Nissan, Pontiac, RAM, Scion, Subaru, Sprinter & Toyota, and Over 1,4,00 Quality Used Vehicles. Plan members also save money with low Select Pricing on new and used cars and trucks, along with discounts on vehicle protection plans, vehicle maintenance, parts, special privileges, surprise gifts and much more.

Registration is required to receive benefits.

Additional NAHB rebate for Chrysler and Chevrolet for qualifying contractors.

Learn more at

westherrSelect.com

or, CALL your *Select* Concierge (716) 202-3091.

M P CAROLL HARDWOOD
Sales Design Installation Refinishing
"Your Original Wood Floor Pro Since 1985"
4822 GENESEE NEAR TRANSIT 683-8520

M P CAROLL IS LEASING CLASS A RETAIL / OFFICE
ADJACENT TO OUR GENESEE STREET LOCATION
4820
M P CAROLL HARDWOOD
2,000 - 11,000 SQUARE FEET AVAILABLE
Visit mpcaroll.com/joinus or 716-725-7400

Buffalo Niagara Builders Association
2015 Meeting and Outing Calendar

AUGUST Tuesday, August 25	Public Relations Committee	8:30 am	BNBA Office
SEPTEMBER Wednesday, September 2	Family Night at the Ball Park	4:00 p.m.	Coca Cola Field
Tuesday, September 8	Executive Finance Committee	4:00 p.m.	BNBA Office
TBA	Associate Membership Committee	3:00 p.m.	TBA
TBA	BNBA Board Meeting	4:00 p.m.	TBA
Wednesday, September 16	BNBA Wine Tasting	5:30 – 7:30 pm	The Foundry
OCTOBER Wednesday, October 3	BNBA Sporting Clay Tournament		Details to follow

Please note: The above meeting dates, times and location are subject to change.
We will make every attempt to advise of any changes.

BNBA.org
Buffalo Niagara Builders' Association

The Buffalo News
Advertising Specials
for New & Renewal BNBA Memberships

1) BuffaloHomefinder.com

4.30" x 2.64"

Purchase 1/8 pg color ad for $795.45 get a 2nd ad FREE

2) The Buffalo News

3.558" x 3"

Purchase a 2x3 color ad in featured sections of The Buffalo News for $600 get a 2nd ad FREE

Contact **Linda Moskal** for more info: **849.4514**

BN

Membership Renewals

The BNBA would like to thank the following members for renewing their membership:

Forbes Capretto Homes
Bill Tuyn
716.688.5597

Scranton Thruway Builders Supply
Pat Sullivan
716.694.5600

Spaulding Greene LLC
Dominic Piestrak
716.741.1402

VP Supply
Ken Herman
716.895.2800

We Need Your Help in Exposing EPA's Blatant Disregard for the Rule of Law

MEMORANDUM
DATE: August 4, 2015
TO: All Members
FROM: NAHB Federal Government Affairs
RE: Your Help Needed

Over the August congressional recess, please contact your members of Congress and urge them to call for the immediate withdrawal of the Environmental Protection Agency (EPA) final "waters of the U.S." (WOTUS) rule. Recently unveiled documents expose how the EPA dismissed legal and regulatory objections to the rule by the U.S. Army Corps of Engineers (Corps) and shed light on an EPA that is acting with little regard for the impact of the rule on home builders and home owners. Now, more than ever, we need your help in forcing the EPA to withdraw this flawed rule.

As we reported to you last week, the EPA has not been an honest broker and has made a mockery of the regulatory process. The recently unveiled documents confirm the long-held belief that the EPA forcefully advanced this rule without the requisite input and oversight of its co-authoring agency, the Corps. This is particularly disturbing because the WOTUS rule has always been presented as a joint effort between the two agencies – not solely an EPA rule.

These internal Corps memos outline the specific areas of concern that the Corps has and how EPA ignored its recommendations and input. The documents state that the regulation was arbitrarily written, is legally indefensible and would be extremely difficult to implement. They also reveal that many aspects of the rule are not rooted in science and that EPA grossly misrepresented Corps' data. The Corps disagreed so strongly with the final rule that it worked to distance itself, requesting all references to the Corps be removed from the economic analysis and all supporting documents.

We need your help today!

Want to be a part of future outreach efforts? Register as a member of NAHB's Builderlink program!

NAHB.

It Pays to Do Business with BNBA Members

Proud Member BNBA.org Buffalo Niagara Builders' Association

BNBA & HIC Annual Picnic – Thursday, July 16, 2015

On Thursday, July 16th, the Buffalo Niagara Builders Association and the Home Improvement Council held a joint picnic at the George F Lamm Post Grove in Williamsville. It was a beautiful day for a picnic and a great day to network, see old friends and make new ones. The weather was gorgeous, the food was authentic picnic fare catered by The Cornerstone Restaurant. The company, of course, was outstanding! We would like to extend and huge thank to everyone who helped us at the picnic this year.

Sponsors are the key to making any event really successful. We would like to thank the following who sponsored our picnic:

84 Lumber Co.
AAA Timberline
Chimney & Fireplace
ABC Supply Company Inc.
Adams Door Co Inc.
Airtite Wholesale
Building Materials
Allied Building Supplies
and Materials
Alside Supply
Amherst Alarm
B & L Wholesale Supply
Besroi Construction Corp.
Buffalo Hardwood
BuffaloHomefinder.com
Chicago Title
Essex Homes of WNY
First Niagara Bank
Hamburg Overhead Door
IKO Roofing
Lennox Industries
MJ Peterson Tucker Homes
Parkland Development
Rott, William C. & Son, Inc.
Scott Enterprises, Inc.
Scranton Thruway Builders Supply
Sharp General Contracting Inc.
The Law Offices of
Brody & Korman PLLC
Try-Lock Roofing Company
Weatherpanel Inc.
Wells Fargo Home Mortgage
WESTNY – Pella Windows
Wilson Environmental
Zamkro Development

The annual picnic is the event where the BNBA members vote on the incoming Directors for the next year. This year the following members were elected: *Builders Members (3-year term):* Phil Nanula –Essex Homes of WNY and Gino Zagarrio – Nova Site Company. *Associate Member (2-year term):* Don Owens – Earth Dimensions.

Thank you to all of those who helped and attended. See you next year!!!

National Association of Home Builders updates

NAHB continues to focus on several issues, including:

- Tax Reform. NAHB supports housing incentives in the tax code, including the deductions for mortgage interest and state and local property taxes.

These incentives largely benefit the middle class, particularly younger households and larger families, by making homeownership more affordable.

NAHB also supports the Low Income Housing Tax Credit, the primary tool for financing construction of new, affordable rental housing. The LIHTC is currently producing approximately 75,000 new apartment homes annually.

- Housing Finance Reform. NAHB is a strong proponent of housing finance reform that would increase the role of private capital in the U.S. housing finance system but maintain a limited federal backstop to the nation's housing finance system.

Federal support is particularly important in continuing the availability of the affordable 30-year fixed-rate mortgage, which has been a staple of the U.S. housing finance system.

- Labor Shortage/Immigration Reform. NAHB supports comprehensive immigration reform that will:

o Safeguard our borders;

o Establish a fair employment verification system; and

Create a market-based visa system that will allow more immigrants to legally enter the construction workforce as the housing industry gains momentum and the demand for workers increases.

AEconomic Outlook

Looking forward, there are signs that conditions in the housing market should show continued improvement in the coming months:

• While the economic recovery has been uneven, it continues to add jobs, a key driver for housing market recovery.

• Low interest rates and post-bubble house prices that have settled back to normal in most of the country means that housing affordability is very high in many markets.

• Five years of sub-normal household formation rates have created pent-up demand that will help reduce some of the excess housing inventory.

Housing Market Snapshot

Housing Starts (June 2015)
Total: 1.174 million↑ Single: 685,000↓ Multi: 489,000↑
Home Sales* (June 2015)
New: 482,000↓ Existing: 5.49 million↑
Median Home Prices (June 2015)
New: $281,800↓ Existing: $237,700↑

*Seasonally Adjusted Annual Rate; Arrows indicate direction from previous month for starts and sales and year for prices.

NAHB/Wells Fargo Housing Market Index – The index, which measures builder confidence in the market for newly built single-family homes, hit 60 in July while the June reading was revised upward one point to 60 as well. Any number over 50 indicates that more builders view sales conditions as good than poor.

NAHB Chief Economist David Crowe's analysis: "Though builders are reporting solid traffic in sales offices and overall confidence in the housing market, they continue to note tight supplies and rising costs for land and labor. While these headwinds have tempered production gains in the single-family sector, low interest rates, affordable home prices and a firming job market should provide gradual, continued momentum for housing in the second half of 2015."

SUMMARY BUILDING PERMITS

New Residential Single-Family Construction

	June '14 YTD	June '15 YTD
Amherst	41	46
Buffalo	58	15
Cheektowaga	5	9
Clarence	44	43
Grand Island	18	18
Hamburg	61	44
Lancaster	85	63
Orchard Park	27	28
West Seneca	25	18
TOTAL UNITS	**364**	**284**

**estimated by Census Bureau*

As pioneers in the window and door industry, Weather Shield continually listens to the needs of the industry. The result is ongoing research and development of highly innovative, top performing, and beautifully crafted windows and doors.

Weather Shield® Windows & Doors
60 Years Strong

Available at
B&L WHOLESALE SUPPLY

1 Bud Mil Drive, Buffalo, NY 14206
(716) 853-2600
www.blwholesale.com