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Buffalo Niagara Builders' Association

FORUM

Volume 24, Issue 2 | The Monthly Newsletter of the BNBA | September 2017

INAUGURAL MESSAGE

Horizons Tour of Homes --- A smashing success for all!

The votes are in. This year's Horizons Tour of Homes was a smashing success for builders, sponsors, attendees and the Association alike.

To take you back in time, nine months ago the Association did not have a Home Show when the awarded site was unable to get the required number of builders.

We faced the prospect of yet another year without a Home Show and the major source of revenue that comes with it. With no Home Show, the Association faced a bleak financial future.

With adversity sometimes comes opportunity. Builders, sponsors, volunteers and many others seized on this opportunity and developed a scattered site show and rebranded it the 2017 Horizons Tour of Homes.

While there was a bit of trepidation whether having a show with homes scattered over three towns would work, ultimately it exceeded everyone's expectations.

This year's show featured 12 builders featuring 15 homes throughout Amherst, Clarence and Lancaster. KeyBank was once again the Premier Sponsor offering generous financial, logistical and volunteer support needed to make the show a success. National Fuel returned as a top level sponsor in 2017. We had eleven Official Sponsors including Amherst Alarm, Anzalone Electric, Besroi Roofing & Siding, Best Tile, B&L Wholesale, Hamburg Overhead Door, Hunt Real Estate, Italian Granite & Marble, Kitchen Advantage, MP Carroll and Pella Window & Door. Thank you to all the sponsors for making the show possible.

The financial support of the home show from so many made it possible for it to be a "no fee" show to the builders. First time in the history of the Association was able to have a Home Show and not raise the money off the backs of the builders.

The use of ParadeCraze and scannable tickets allowed the Association to have real-time attendance numbers, dates and times of home entrance for each attendee, discount code usage, first home entrance, how attendees purchased tickets, builder ratings and comments and so much more.

Truly innovative, allowing the Association to provide key feedback to builders and sponsors all the while gathering key information to improve upon next year's show.

Speaking of next year's show, the 2018 Horizons Tour of Homes will be held July 19-22, 26-29 and include the Southtowns. Yes, you read that right. We have already set the dates and times for next year's show and have commitments for 19 homes. We anticipate having 25 homes in next year's show.

I would be remiss in not taking a moment to thank all those that supported the Horizons Tour of Homes, whether by volunteering, through financial support or by entering a home or otherwise. And one person I will name specifically. Our beloved Barbara who worked from before sun up to past sundown making sure the Home Show and all its innovations worked. Kudos Barbara. We love you and will miss your calming influence, tireless effort, attention to detail and that smile.

Sincerely,
James R. Maloney
Buffalo Niagara Builders' Association
2017 President

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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.

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Membership Renewals

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

Airtite
Joe Marciano
716.741.2127

Alliance Homes
Andrew Romanowski
716.646.6555

Barclay Damon LLP
Jeffery Palumbo
716.858.3728

Benchmark Management Corp
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David Brody
716.633.5432

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716.875.4700

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716.631.8000

Earth Dimensions
MaryJo Bartron
716.655.1717

Essex Homes of WNY
Phil Nanula
716.635.0550

Fairport Mortgage
Pamela Bartell
716.465.7212

Felber's Builder Supply
Jerry Felber Jr.
716.688.5517

Forbes Capretto Homes
Bill Tuyn
716.688.5597

Granite Home Builders
Arman Afshani
716.725.3907

Greenman-Pedersen
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716.633.4844

Hamburg Overhead Doors
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716.649.3600

IQ Modular Homes
Jason Lahti
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Irish Propane
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716.827.2727

Italian Marble & Granite
Mark Zografos
716.741.1800

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716.777.0278

LA Hazard & Son: A Division of Irr Supply
Eric Hazard
716.627.2364

Lennox Industries, Inc.
Matthew Villano
716.913.5100

MJ Peterson Corp
Pete Peterson
Victor L. Peterson Jr.
716.688.1234

Pella Windows & Doors
Richard Lasure
716.681.2000

Scranton Thruway
Doug Scranton
716.684.5600

TPSI
Ben Gagliano
716.839.9405

Urban Insulation
Jack Darlak
716.634.5138

VP Supply
Kenneth Herman
716.895.2800

West Herr
Mike Gannon
716.926.7070

Western New York Plumbing
Barrett Greene
716.683.5455

Wm Schutt & Associates
Don Owens
716.683.5961

Reminder! Apply to Serve on a 2018 NAHB Committee or Council

Are you interested in serving on a Standing Committee or Council Board of Trustees in 2018 and haven't submitted an application? Go to nahb.org/2018CommitteeApp and follow these simple steps:

1. Review the criteria for serving on a committee/council.
2. Check your membership to see if it is "in good standing." If your membership expires before the deadline, contact your local association and make sure it is renewed before Aug. 31.
3. Select up to six committees/councils and rank them according to your preference.
4. Provide information as to why you are interested in serving. If someone has recommended you to serve on that committee or council, add their name(s).
5. Let us know if you've never served on a committee or council.
6. Review the application and submit. You will receive a confirmation that your application was received.

If you want to make changes to your application, simply go back to the application link.

The application deadline is Sept. 22. Don't delay. Apply today!

Please direct any questions about the committee appointment process to Cyndi McKinley, 800-368-5242 x8346.

In Wake of Harvey, NAHB Urges Action on Lumber Supply

NAHB Chair Granger MacDonald today issued the following statement on Hurricane Harvey and its potential effects on lumber prices as Gulf Coast residents prepare to rebuild after the catastrophic storm.

"Our thoughts and prayers are with the people of my great state of Texas and our friends in Louisiana as they suffer through the extreme flooding and other damage caused by Hurricane Harvey. Yet even as they cope with the immediate effects of the disaster, many are already looking to the future and the long rebuilding process ahead.

"In the aftermath of the devastating storm, demand for softwood lumber is expected to increase dramatically as home builders and remodelers repair and replace housing in Houston and across Texas. This crisis makes it more important than ever that the United States quickly achieve a lasting trade agreement regarding U.S. imports of Canadian softwood lumber.

"NAHB applauds Commerce Secretary Wilbur Ross' decision to postpone application of duties on Canadian softwood lumber. The delay will give the parties time to seek a negotiated solution. This is important because tariffs — basically just a tax on consumers — will be felt most harshly by families trying to rebuild. And lumber prices will rise even more as flooding in Texas and Louisiana constrains timber harvests there.

"We need a more permanent solution. That why we're calling on Interior Secretary Ryan Zinke and Agriculture Secretary Sonny Perdue to work collaboratively to open more public lands for domestic timber production. This is the most straightforward way to diminish reliance on imported lumber and to meet demand as Texas and Louisiana look to rebuild."

Member Advantage at a Glance www.nahb.org/ma

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General Motors - $500 exclusive private offer on most Buick, Chevrolet and GMC vehicles. Business Owners receive a $1000 private offer on select vehicles and may also qualify for additional incentives, visit www.nahb.org/ma and click on the GM logo to find out more.

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2-10 Home Buyers Warranty - Visit www.2-10.com/NAHB or call 855-280-1328 to receive exclusive access to discounts on select products, including the Builder Backed Service Program and the systems and appliances warranty.

AXA Equitable - Offers full-service, low-cost retirement plans that can help reduce taxes while saving for life in retirement. Visit www.axa.com/nahb or call 800-523-1125, option 3, department 2046 and mention NAHB.

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2018 International Builders' Show Registration Opens

The National Association of Home Builders (NAHB) officially opened online registration today for the 2018 NAHB International Builders' Show® (IBS), the largest annual light construction trade show in the world.

IBS will return to the Orange County Convention Center in Orlando, Fla., Jan. 9-11 where it will again co-locate with the National Kitchen & Bath Association's (NKBA) Kitchen & Bath Industry Show® (KBIS) for the 5th annual Design & Construction Week® (DCW). The two shows are expected to host more than 2,000 exhibiting brands spanning over a million net square feet of exhibit space, for the largest annual gathering of the residential design and construction industry.

"Housing industry professionals from all over the world flock to this show because of its incredible display of products, top-notch education sessions and unbeatable networking opportunities," said NAHB Chairman Granger MacDonald, a home builder and developer from Kerrville, Texas. "Each year's show features more than the last—there is truly nowhere else that you can find all of these offerings in one place."

In addition to the expansive show floor, another major draw of IBS is its extensive catalog of learning opportunities. Attendees have access to more than 140 education sessions led by renowned experts on a wide range of industry topics. For those looking for more niche programming, the IBS Centrals offer more targeted networking and education programs in such specialized fields as remodeling, design, 55+ housing and more.

As in past years, IBS attendees will have access to several special show floor offerings such as featured product demos, the High Performance Building Zone featuring a series of interactive sessions on high performance and sustainable technologies, and IBS Live! sessions showcasing lively demos and presentations focused on what's next in home building. Additionally, for the second year in a row, the IBS show floor will feature the CEDIA Pavilion, a space showcasing exhibitors who specialize in technology solutions for the home.

The 2018 show will give attendees their pick of numerous special events. The show will kick off on the morning of Jan. 9 with an exciting opening ceremonies event featuring four-time Super Bowl champion quarterback, Terry Bradshaw and the first day is capped off with the Official IBS House Party that evening. Other events throughout the week include the Young Pro Party and the IBS Spike Closing Concert where attendees will close out the week by enjoying a performance of greatest hits from legendary Rock and Roll Hall of Fame band, Chicago.

Attendees will also have the opportunity to tour NAHB's official IBS show homes, The New American Home® (TNAH) and The New American Remodel™ (TNAR). The homes are designed to showcase innovative building technologies, emerging design trends and the latest building products. Illustrating two different building designs, The New American Home is a stunning display of building innovation that blends traditional and modern architecture to create a transitional design, while The New American Remodel demonstrates the countless possibilities for a complete transformation of a 1930s home using today's products and building techniques. The showcase products in the homes are provided by members of the NAHB Leading Suppliers Council, and Professional Builder and Professional Remodeler magazines will once again serve as the media sponsors of the 2018 show homes.

During August, IBS registrants can take advantage of several registration discounts. For a full list of offerings, visit: www.BuildersShow.com/fees.

The NAHB International Builders' Show is not open to the general public. Building industry professionals and their affiliates are invited to register by visiting the show's website at www.BuildersShow.com.

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Horizons Tour of Homes – Looking forward to next year

This years Horizons Home Show was a tremendous success with 12 builders, 15 homes over three towns.

The Association is anticipating 20-25 homes over both the Northtowns and Southtowns for the 2018 Horizons Tour of Homes.

Because of the magnitude of next year's show, we are asking for additional volunteers to join the Horizons Committee. We will need volunteers on each subcommittee for: Marketing, Discounts & Events, Signs and Volunteers. Time commitment will range from an hour a week leading up to the Show and 3-4 hours per week during the Show.

Please contact Jim Maloney at jmaloney@buffalohardwood.com or 716.207.0041 to learn more and sign-up.

Sincerely,
James R. Maloney
Pres., Buffalo Hardwood Floor Center
Pres., Buffalo Niagara
Builders' Association

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