

## Welcome Dean Kroll, our 2016 President

Thank you Carl Paladino. Welcome distinguished guests and fellow members of the Buffalo Niagara Builders Association and their significant others. I would also like to recognize one of my many mentors who during my career provided much guidance and direction, Bob Raber from Quaker Millwork. However, all this would not be possible had it not been for my beacon, my bride of 30 years, Teresa. Her patience is truly exceptional.

It is an honor to be named your 77th president of the BNBA. Thank you all for the trust you have placed in me to guide our organization through the next year. Yes, there are challenges, many of them, however, if we address these issues as a team, there will be no limit to what we can accomplish.

### About Your President

Before addressing our objectives for the coming year, a little bit about myself. I am not your typical builder as I didn't grow up in the trades or industry. My start was in technology with a well-known company that lasted 33 years; IBM. My last assignment at IBM was Director of Sales, Enterprise Systems. In my tenure I had the pleasure of working with many successful business leaders; Lou Gerstner, Mike Daniels and Bob Samson from IBM, Angelo Gartrulo from Aetna, Abby Johnson from Fidelity and Tom Segunda from Bloomberg. All these folks had made a lasting impression which govern my management style.

My dream of becoming a home builder came during a Horizons show in the early '90s. Seeing my vision, went back to school to earn a degree in construction, deconstructed a house and rebuilt it myself... just to know first-hand what the skilled trades had to deal with and then built my first house from the hole up in 2006. All while making a nice career at IBM.

So people ask me why get into this business of home building? While there are many risks associated in residential construction, it is much safer than my other hobby... stock car racing.

### Objectives for 2016

2016 presents numerous challenges. However, we can't tackle everything. It is then imperative to focus on only a few; Horizons, membership, a new sustainable revenue source and advocacy. Sure there many more issues, however, there is neither the time or resources available to address. If we expand the aperture, we will lose focus.

### Horizons

Yes, there will be a Horizons home show in 2016! Thank you Dominic Piestrak for providing an exceptional site. Thank you to those builders who

have committed to building homes for the show; Bielmeier Builders, Forbes Capretto, IQ Modular, Jurek Builders, Morgan Homes and Dream Scapes/Heartland Homes. Without your participation, Horizons would not be possible.

In most cases if not all, Horizons is the Brand of the BNBA. We must capitalize on this opportunity. Through the leadership of Phil Nanula and Linda Moskal, the Public Relations Committee will lead the effort to have our Home and Garden EXPO co-exist at the same time and location with Horizons. Where else could participants have access to 4 to 6 thousand potential customers during a 2 week, 3 weekend event?

Horizons is our Brand, it's imperative we protect its value. Too often as builders participating in Horizons we permit non-members to promote their services and products in the homes. We no longer can afford this compromise of our Brand. To promote oneself at Horizons, everyone must either be a member of the Association or pay a fee to the Association. Obviously there is significant value in having exposure at Horizons. Lastly, we must announce the site for Horizons 2017 at this year's event. It will create buzz, interest and momentum...

### Membership

It is no secret our membership has been declining for years. Our decline mirrors the decline in local residential building permits. In 2002 there were 2,017 permits issued and our membership was 419. This year, we're in tracking to 550 permits and our membership stands at 119. As regard to what NAHB reports as the current builder's sediment,

Buffalo/Erie County has a long way to go.

This decline has a significant impact on budgets, cash flow and our ability to execute.

As a team, we all must understand our value proposition; strength in numbers, advocacy that translates into wins for Builders and Associates as well as being made aware of challenges where the Association can garner the resources necessary to make an impact.

Regarding strength in numbers, something to think about, do you display the BNBA logo on your signs, brochures and reference material? If not, why not? Shouldn't you?

Again this year, Jeff Naab and Chris Tucker have accepted the challenge to identify new and exciting ways to attract new members and retain existing members. Everything will be considered from providing incentives to non-members to build in Horizons, partnering with SUNY Buffalo's Center for Entrepreneurial Leadership, as well as hosting all Board and general membership meetings off site at Associate's locations.

Lastly, a few weeks ago the misses and I had the honor to attend a charity

*Continued on Page 5*



**Happy Holidays**  
*From All of Us at the BNBA*





# FORUM

## The Monthly Newsletter of the BNBA

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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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# IBS 2016



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# Welcome Dean Kroll, our 2016 President

event supporting the National Center for Missing and Exploited Children which was chaired by Dave Capretto. It was exciting to see the number of BNBA members and others from the industry supporting Dave's efforts. This is what it's all about ... supporting one another for the benefit of the community.

## Sustainable Revenue Streams

We all know the market has changed and cannot rely on an annual Horizon show as our primary source of revenues. This year we must lay the foundation for an event or events where the community will embrace and in return provide the Association with a sustainable revenue stream.

There are two initiatives that will be pursued; playhouses and a partnership with the Junior League.

A few years ago when we didn't have a Horizon show, the Association was very successful building and selling children's play houses with a portion of the proceeds are donated to charity. We're going to do this again. My challenge to those builders who are not building in Horizons, build a playhouse. We will have a ton of fun, get a lot of notoriety and raise money for a good cause.

Recently at a Builder 20 Club meeting, a member shared with us his Ultimate House he built in Pittsburg with proceeds being donated to charity. This made me think; why couldn't we do something like that on the opposite year of the Junior League house? Hence the partnership. My vision is we build a home where the proceeds of the sale being donated to charity. The Association retains the gate receipts and the builder gets significant publicity. This is a win-win-win for everyone ... and we are not dependent on a Horizons show.

## Advocacy

Lastly the Association will continue to press the issues that favors our

industry. Whether it is fighting the State's labor law section 240 and 241, remaining vigilant about legislation mandating residential sprinklers to the ever creeping designation of federal wet lands. These are just a few of the our ongoing challenges. We cannot tackle them all. Locally with the support and guidance from Bill Tuyn our focus will be making our communities aware of the cost and negative impact associated with declaring federal wetlands within existing sewer districts. At the State level, Bill will be joined by our outgoing president, Chuck Rizzo, as our new State Director.

I see an opportunity in the distance in a area that is foreign to many of us; the City of Buffalo. If all goes as planned, by mid-2016 the City will adopt their Green Code. This represents the first significant change in their building codes in over 40 years. This effort complements what many call Smart Growth. Our goal is to understand these actions and how we all can participate. As you heard from Carl, the City represents significant opportunities. We just need to be prepared to capitalize on them.

## In Summary

In summary, the challenges are many. We cannot tackle them all. It's imperative we focus our limited resources on those items that will return results in 2016. A successful Horizons 2016 will be a huge step forward. If each member could recruit just one new member to our Association, we could have 240 members by next year ... this is everyone's responsibility. Having a sustained revenue source will ensure our longevity. Lastly, embrace Smart Growth and educate the community on its lasting value.

Assembled is a great leadership team for 2016. There's a lot of heavy lifting yet to happen as the challenges are many and so are the opportunities. As the former CEO of IBM, Lou Gerstner said, "watch the turtle. He only moves forward by sticking his neck out." It's time we stick our neck out ...

Thank you and may God bless.

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# EPA's Streamlined Stormwater Compliance Guide a Boon for Builders, Says NAHB

The National Association of Home Builders (NAHB) applauded today's announcement that the Environmental Protection Agency (EPA) has unveiled a voluntary Construction General Permit (CGP) stormwater compliance template for residential building lots of one acre or less.

"For years we have argued that EPA's CGP is too complex for many of our members, who typically build about five homes a year," said NAHB Chairman Tom Woods, a home builder from Blue Springs, Mo. "The permitting process is more suited to large land developers, rather than smaller companies that are building homes on individual lots within a subdivision," he said.

All builders must seek CGP coverage for any construction activity "disturbing" over one acre, or activity disturbing less than one acre when that jobsite is within a larger subdivision or development. Builders must draft a Stormwater Pollution Prevention Plan, or SWPPP, that identifies all potential sources of pollution which might affect the quality of storm water discharges from the construction site.

The new Small Residential Lot SWPPP template is for sites with no known roadblocks, such as the presence of endangered species, a historic building or a stream running through the property. Compliance options are presented in a user-friendly format.

The template can be used immediately in New Hampshire, Massachusetts, New Mexico, Idaho and Washington, D.C., where the agency has direct permitting authority under the Clean Water Act. NAHB staff will work with home builders in states with their own permitting programs so that they may soon use the streamlined template too.

The new template--which at less than 20 pages is a fifth the size of many current SWPPPs--will provide a simplified menu of compliance options, such as reinforced silt fences, for typical small residential construction sites. Although the new template will not change any requirements in EPA's CGP, it will greatly simplify the SWPPP writing process, saving small builders time and money.

"We need to keep our rivers and streams clean. We certainly don't need to fill out 100-page plans to document that we have done so," said Woods. "This new SWPPP template is a great step in the right direction, and we encourage EPA and those states that administer their own construction stormwater programs to quickly expand its use."



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# Membership Renewals

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

## **Cimato Brothers Construction**

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## **Daltile**

Brian Schmidt  
716.684.2336

## **McGirr's Drywall, LLC**

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Kevin Myszka  
716.857.0744

**Welcome to our New Members:**

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Bahman Bavifard  
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## **PPG Paints**

Mike Wolford  
716.675.6700

## **Sinatra and Company Real Estate**

Nicholas Sinatra  
716.220.4868

## **United Materials LLC**

Peter Romano  
513.5832

## Upcoming BNBA Events

February 11 **BNBA Ski Outing - Holimont in Ellicottville\*\*\*\*SAVE THE DATE...more info to come**

June 8 **BNBA Golf Outing - Glen Oaks**

September 14 **BNBA Wine Event - The Foundry**

**Other Events that we are scheduling include:**

Bisons Day - Late August

Horizons - Late July early August- Dates will be published soon.

Beer Tasting - Possible October dates

Clay Shoot and Curling are being discussed

Anyone who would like to help with any of these events should call Barbara at the BNBA office - 716.601.7257.

*The dates will be finalized as soon as possible so we can publish a yearly event calendar.*



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# Single-Family Starts Reach Seven Year High in November

Nationwide housing starts rose 10.5 percent to a seasonally adjusted annual rate of 1.173 million units in November, according to newly released data from the U.S. Department of Housing and Urban Development and the Commerce Department. Single-family production increased 7.6 percent to a seasonally adjusted annual rate of 768,000 units, its highest reading since January 2008. Multifamily production rose 16.4 percent to 405,000 units.

"The November gains in both single- and multifamily starts show that the overall market continues to move forward," said NAHB Chairman Tom Woods, a home builder from Blue Springs, Mo. "As builders anticipate more consumer demand for housing, they should continue to add inventory."

"Single-family production this month has reached levels last seen before the Great Recession, an indicator that we are making

gradual headway back to a normal housing market,” said NAHB Chief Economist David Crowe. “As we close out the year, we can see that the housing sector has made headway in 2015, and we expect the recovery to continue at a modest pace.”

Combined single- and multifamily starts rose in the South and West, with respective gains of 21.3 and 6.3 percent. The Midwest was unchanged and the Northeast fell 8.5 percent.

Overall permit issuance rose 11 percent to 1.289 million units in November. Multifamily permits rose 26.9 percent to a rate of 566,000 while single-family permits increased 1.1 percent to 723,000, the highest level since December 2007.

Regionally, the Midwest, South and West posted respective permit gains of 22 percent, 5.6 percent and 21.7 percent. Permit levels in the Northeast held steady.



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# 2016 BNBA Inauguration, Installation and Awards Dinner



On Saturday, December 12, 2015, the Buffalo Niagara Builders Association celebrated 77 years of service and commitment to the local building industry in Western New York and installed Dean Kroll from Zamkro Development d/b/a Zamkro Homes, as the 2016 BNBA President. The event was held at the Orchard Park Country Club in Orchard Park and included installation of the 2016 leadership and Award Ceremony. Mark Longo served as emcee for the evening and welcomed members and guests.

Carl Paladino was the guest speaker and installed the 2016 BNBA Executive Committee: President – Dean Kroll; President Elect – Jim Maloney; Treasurer – David Capretto; Secretary – Ken Peterson; Presidential Advisor – Bahman Bavifard; Immediate Past President – Chuck Rizzo. Carl Paladino had the honor of installing Dean Kroll as our 2016 BNBA President.

As the outgoing president, Chuck Rizzo presented the 2015



Awards to the following:

- Associate of the Year – Mike Gannon of West Herr Automotive Group
- Builder of the Year – Chris Tucker of MJ Peterson Tucker Homes
- Distinguished Service Award – Phil Nanula of Essex Homes of WNY
- President's Award – Barbara Bailey of the BNBA

Thank you to the following companies for helping sponsor our event: 84 Lumber, 2 Find Your Home, Kitchen World, First Niagara Bank, Kitchen World Distributing Inc, MJ Peterson Tucker Homes, Scranton's Thruway Supply, West Herr Select Purchase Plan and Zamkro Development.

Thank you to all who attended the event. It was a great time....enjoy the photos....



## SUMMARY BUILDING PERMITS

### New Residential Single-Family Construction

	October 2014 YTD	October 2015 YTD
Amherst	69	91
Buffalo	64	39
Cheektowaga	8	12
Clarence	93	91
Grand Island	30	39
Hamburg	90	75
Lancaster	124	122
Orchard Park	63	60
West Seneca	42	34
<b>TOTAL UNITS</b>	<b>583</b>	<b>563</b>

*\*estimated by Census Bureau*



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