

September 2017

contractor

THE MONTHLY PUBLICATION OF THE BUILDING CONTRACTORS ASSOCIATION OF SOUTHWESTERN IDAHO

*"Every man owes part of his time and money to the business or industry to which he is engaged. No man has a moral right to withhold his support from an organization that is striving to improve conditions within his sphere."
- Theodore Roosevelt -*

Associate *OF THE MONTH*



Jason Geisler
Gateway Mortgage

See page 6

Spike of the Month



Joe Atalla
Berkeley Building Co.

See page 7 for Spike list

Building Contractors Association of Southwestern Idaho
Associates Council Presents

Building Products Showcase

*In addition to the 2018 Parade Drawing/
Contract Signing and Magazine Cover Auction*

October 26, 2017

5 p.m. - 9 p.m.

The Courtyard Marriott - Overland/Eagle.

See page 9 to register or go to bcaswi.org home page.
Call the BCA at 377-3550 for more information.

UPCOMING CLASSES

PAGE 13

GOVERNMENT AFFAIRS

PAGE 12

SPORTING CLAY SHOOT
SPONSORSHIPS AVAILABLE

PAGES 10-11

LEADING MARKET INDEX
INDICATES IMPROVEMENT

PAGES 5 & 12

BOARD OF DIRECTORS

EXECUTIVE COMMITTEE OFFICERS

Juston Hall, President '16-17'
Craig Hammett, RMB, First VP '17-18'
Dan Richter, VP/Secretary '17-18'
Patrick R. Minegar, Associate VP
Jason Peery, VP/Treasurer '16-17'
Joe Atalla, RMB, Immediate Past President
Steve Weeks, Immediate Past Treasurer
Dennis Schaffner, RMB, Member at Large

BUILDER DIRECTORS

Heather Echevarria '16-17'
Dan Foutz '17-18'
Rod Givens '17-18'
Jon Hastings, RMB, '16-17'
Abram Neider '16-17'

ASSOCIATE DIRECTORS

Bud Browne '16-17'
Amy Hawkins '17-18'
Barb McDermott '17-18'
Mark Wilkins '16-17'

ACTIVE LIFE DIRECTORS

Todd Amyx, RMB
Bob Barnes, Jr.
Chris Conner, RMB
Tracy Dixon
Zach Evans
Steve Martinez, RMB
Ted Martinez
Ted Mason
Chuck Miller
Patrick R. Minegar
Dave Mortensen
Kent Mortensen
Dennis Schaffner,
RMB
John Seidl
Burt Smith
Eric Smith
Wayne Stacy

Jeff Thompson, RMB
Larry Van Hees
Steve Weeks
Ron Whitney
Dave Yorgason
Jon Yorgason

LIFE DIRECTORS

Ray Behrman
Keith Borup
Jay Clow
Bill Davis
Marie Hanson
Terry Heffner
Jerry Nemeo
Dwayne Speegle
Dale Sullivan
Frank Varriale
Ray Westmoreland
Ramon Yorgason



President's Perspective

by Juston Hall, Creekside Custom Homes

Two things for you:

1. September - Associate Appreciation Month

Since 1981, September has been designated as NAHB's Associate Member Appreciation Month — an annual celebration of Associate member contributions to the NAHB Federation and the home building industry. Designating September as Associate Appreciation Month is just one way of providing the much-deserved visibility and recognition to our invaluable Associate members.

What are the Goals of Associate Member Appreciation Month?

- To honor and thank Associate members for their contributions to the association
- To increase awareness and appreciation among our general membership and leadership of the unique contributions Associate members have made to the association
- To encourage programs, services and education for Associate members as tools to increase Associate member retention
- To increase visibility of successful Associate members, Associate member programs, state and local Associate councils and Builder-Associate partnerships and to share those successes with other associations

2. Sleigh bells ring – are you listening!

BCASWI Christmas Party date is - December 1st, 2017, Calendar it!!

Yep! the Riverside Hotel is where it will all be happening on December 1st 5:30 p.m. You will be able to hang out with your friends and family in the foyer/fireplace area while nibbling on finger foods. **This is a great time to sign up for Sponsorship opportunities!** The committee usually gets really creative with some special pricing and really good exposure. What fun! The theme will be “Winter Wonderland” with lots of silver & white. **AND, back by popular demand:** the dress code will be **Semi-Formal, Sports Coat/Tux-Jeans look.**

Sapphire DJ Mobile will play Christmas through-out the evening. Annual Awards and Installing of the leadership and board of directors will be part of the evening agenda along with the dancing and food. All about fun. **Watch for details later but calendar the date-time-location – NOW! December 1st, the Riverside Hotel!**

BCA Executive Overview

by Frankie Hickman-Rice, Executive Vice-President

What is a Certified Aging in Place Specialist? (CAPS)

The term universal design has been traced back to the late 1970s, when, according to a timeline from Professional Builder magazine, architect Ron Mace coined the term. This 70's invention turned into an NAHB educational designation focusing on retrofitting existing homes.

It's not exactly a "secret" weapon if more than 3,000 builders and remodelers across the country are using it to attract new business. But for the last 18 years, the Certified Aging-in-Place Specialist (CAPS) designation has given these industry pros a competitive edge.

Many Americans have no intention of moving out of their homes as they age. Investing in home modifications seems like a much more appealing option. Even small improvements can make an enormous difference in the safety and comfort of their home, especially if they begin to experience mobility issues.

While CAPS modifications can encompass countless projects, here are a few particularly crucial areas to think about when trying to make a home safer and more comfortable while maintaining its original beauty and character.

- **Bathrooms.** Here's where falls happen. But turning the tub into a zero degree entrance shower can reduce the risk. A zero degree shower that has no step up. It's clean. It's crisp. It's user friendly. And it even looks better.
- **Kitchens.** Storage, especially in older homes, can be a maze of cupboards and cabinets that are extremely deep and close to the ground. Instead full extension doors, pull-down shelves and swing-away corner shelves helps avoid constantly bending down and reaching far back to feel around for a can of beans.
- **Lighting.** Make sure all hallways and entrances have accessible and adequate lighting so you don't have to feel your way in the dark.
- **Entryways.** Adequate security is especially important and adding motion-activated lighting to entrances can make also looking for your keys a much safer process.

It is becoming significantly true that for builders and remodelers, a CAPS designation can expand your market, and offers an extremely rewarding and fun experience with clients. The type of work that many CAPS professionals do has the opportunity to make a direct and immediate positive change in their client's lives.

You can find out at the Classes being offered - Sept. 25 – 27

Location and course sponsor: Avimor Community Center

A Look Ahead October

**Members Only Meetings - For
membership information call
208-377-3550.**

- 9 Membership Committee & Spike,
Noon, BCA, RSVP for lunch.
- 10 Builders-Codes Council/Developers
Council/Government Affairs, 3 p.m.,
BCA
- 11 Associates Council, Noon, BCA,
RSVP for lunch.
- 15 Fall Parade of Homes Ends,
11 a.m. - 5 p.m.
- 18 Sales & Marketing Council,
Noon, BCA - RSVP for lunch
- 23 Executive Committee, 11:30 a.m.
- 26 • Board of Directors, 4 p.m.,
Courtyard Marriott
• GMM - Building Products
Showcase/2018 Parade Drawing,
Contract Signing and Magazine
Auction, 5 p.m., Courtyard Marriott

*All dates, times and locations are subject to
change. Please call for confirmation -
208-377-3550.*

BCASWI ASSOCIATION STAFF

Frankie Hickman-Rice,
Executive Vice-President

Autumn Gestrin-Blume,
Communications Projects Director

Heather Hooglander, Membership Director

Emily Covington, Receptionist



Membership The Foundation

Heather Hooglander,
BCASWI Membership Director

Did we have a month of August? If so, it sure went by fast! The entire summer for that matter has just flown by!!

Taking a glance back into August, were you able to attend the Membership Golf Tournament? If so, I truly hope you enjoyed yourselves. If not, there will be plenty more opportunities to golf with us in 2018! I want to thank all who helped plan, sponsor and volunteered in anyway. Because of all of your support, the Treasure Valley Down Syndrome Association received a very nice contribution from our organization. Thank you all again!

What is going on for September? Lend me your ears, eyes?! On September 11th, join us for the NAHB Membership Drive. From 1:00pm – 1:30pm, at the BCASWI office, your time and voice is needed. We will provide you with the contact list of potential future members. Here are a few benefits to you! Just for staying 30 minutes, you will be entered into a \$100.00 cash drawing. This will be drawn at 1:30pm, after the membership drive. You must be present to win. If you sign up any new members for the month of September, you will receive triple Spike credits. If you're not a Spike but are interested in becoming a Spike, 2 new members will give you Spike status. Also, for each new member you sign up, in September, your name will go into another cash drawing at the October Membership Committee meeting. You don't

have to be present to win. The benefit to the new member? They will receive 10% off their membership dues just for joining! So come join us, help us grow! I have always been told, "There is strength in numbers". Help us reach our membership goal of 400 member companies. If I stand on my tippy toes, I can almost see it!! January is right around the corner. We are thankful all year long for our existing and new memberships!

Do you enjoy firing a gun? We have an upcoming event for you! Come join us on September 14th, at Black Dog Clays for our Clay Shoot Tournament. With your paid registration, you will enjoy breakfast, lunch and 12 stations of interesting target presentations with downhill shots, targets launched from a 35 foot tower and an elevated stand that accents the natural dessert terrain. Sign-ups are available on our website: bcaswi.org or feel free to contact the BCASWI office. We will happily "shoot" the information to you.

My mom used to say, "There are no free lunches in life". False. We are providing "Free Lunch" during our New Member Reception, at noon on September 21st. You do not have to be a new member to attend. If you're curious on how to get more involved or even a prospective member who is on the fence about joining, you definitely don't want to miss this reception. At this reception, you will meet the BCASWI Board of Directors, committee or council chairs, gain a quick overview of the association and meet other members as well. Say you will join us and I will make sure you're on our reservation list!

In closing, September is a big month for football fans. Me being one of them, I had to share this joke.

Q: Where do football players go to get new uniforms?

A: New Jersey!

Have a wonderful September everyone!

New Membership and Renewals

The BCASWI wishes to thank the following new member companies and membership renewal companies. "Without Your Membership, We'd Be Lost!" If you have comments regarding any of these memberships, please direct them in writing to the Membership Committee, 6206 N. Discovery Way, Suite A, Boise, ID 83713. (Per the By-Laws, Art. 1, Sec. 2)

For a full list of members please go to the Classified Directory on our website at bcaswi.org.

NEW MEMBERS

EGC DEVELOPMENT LLC
MARK CLEVERLEY

STUDIO L ARCHITECTURE
ROBIN GATES



WESTERN TROPHY & ENGRAVING, INC
TRACI L. EHLERS



MOUNTAIN WEST BANK
KIRBY ROBERTSON

RAMSEY CONSTRUCTION, LLC
JASON RAMSEY



2-10 HOME BUYERS WARRANTY
JAKE ECHEVARRIA

TATES RENTS, INC
SAM CASTILLO

DEVELOPMENT PLANNING & FINANCING GROUP, INC.
KENT ROCK

HUNTER HOMES, INC.
STEVE EDWARDS

DIVISION OF BUILDING SAFETY
RON WHITNEY

MOUNTAIN AMERICA CREDIT UNION
ERIN FERGUSON

LEGACY HOMES
NATE SAMPSON



GALE PLUMBING INC
JASON GALE

BUILDING RESOURCES INC.
STEPHEN DUMERTON

FAMCO
CHUCK OLIVER

ROB BROOKS & ASSOCIATES
ROB BROOKS

BOISE II LLC
TERRY GRISHAM

SIGNATURE ROOFING, LLC
JOEL CANO

SCHULTZ DEVELOPMENT
MATT SCHULTZ

H2O POOLS AND DESIGN LLC
LANCE FEATHERSTONE

DAVIS GROUP REALTY
GREG DAVIS

LMI Indicates Continued Improvement Across the Country

By Michael Neal Courtesy of NAHB

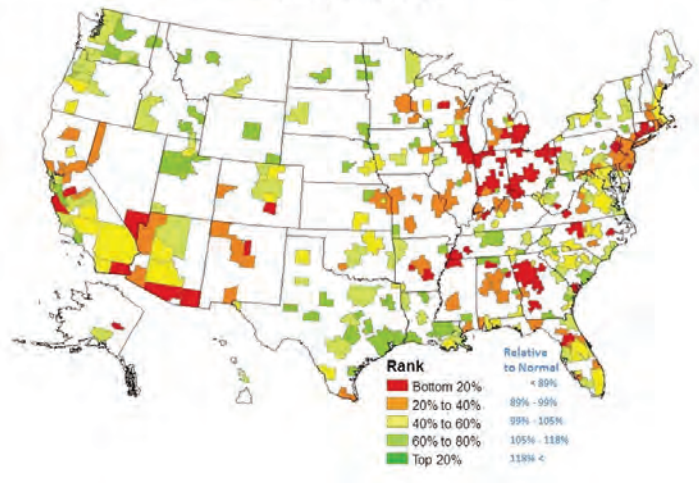
According to the NAHB/First American Leading Markets Index (LMI), 89 percent, 299 metropolitan statistical areas, recorded growth in their LMI Score over the second quarter of 2017. The index uses single-family housing permits, employment, and home prices to measure proximity to a normal economic and housing market. The index is calculated for 337 local markets, metropolitan statistical areas (MSAs), as well as the entire country. A value of 1.0 means the three components have achieved a level of recovery that combined averages 1.0.

Of the 337 metro areas tracked by the LMI, 196 of them have an LMI Score that exceeds 1.0. In addition, 4 out of 5 metro areas have a LMI Score that exceeds .89. The number of metro areas where overall market activity has normalized was 20 more than the number in the first quarter of 2017, 176.

House prices continue to be a key driver of the LMI results. Of the 337 markets tracked by the LMI, house prices in 329 areas have normalized or are above normal. Meanwhile, in 109 markets employment conditions have normalized, while in 74 markets,

single-family permits have normalized. However, growth in the number of markets where employment or permits have normalized has been rising. Over the past quarter, the number of markets where house prices reached at least normal rose by 1, but the number of areas where employment has normalized rose by 13 and the number of areas experiencing normalization in single-family permits rose by 9.

NAHB/First American Leading Markets Index (LMI)
2nd Quarter 2017



CONTINUED ON PAGE 12

Associate of the Month

Jason Geisler, Gateway Mortgage

Boise born and raised I have spent nearly 40 years watching the area grow immensely. I have a strong commitment to help meet the home mortgage needs of the people within my community. I have been in the mortgage origination business since 2006 and in lending for 16 years. A proud University of Idaho Vandal I reside in Boise with my wife Sarah and son Austin.

Over the span of my career, my customers and referral partners have come to expect extraordinary access

to a wide range of mortgage products and a service-for-a-lifetime mentality.

My promise to my clients is simple; to provide competitive rates on a full range of mortgage loan products backed by fast answers and reliable loan closings. Best of all, since Gateway services the majority of the mortgage loans for our customers, we are focused on demonstrating why we should be your mortgage company for life.

BCASWI FEATURED TRADES OF THE MONTH

TRADE:

Trusses:

Interior Design:

Fireplaces:

MEMBER COMPANIES:

Inteframe Components LLC
Valley Truss Company

Alysse Matthew Interiors
Design Vim
Echelon Fine Home
Fresh Start Home Staging
Jac's Home Staging
Judith Balis Interiors
Next Level Design & Furniture
Seed Interiors

Alpine Fireplaces

Each month the Membership Committee randomly draws BCASWI trades to list and feature on a board in the BCA conference room and in the newsletter. The goal is to show members who they can do business with as well as encourage signing up members used but not showing under the trade. For questions contact Heather Hooglander - 208-377-3550.



Status Name Members

STATESMAN SPIKE - 500	Larry Van Hees	613.0
	Jerry Nemece	584.0
SUPER SPIKES - 250	Dave Mortensen	283.5
	Steve Martinez	271.0
	Ted Martinez	266.5
	Jay Clow	262.5
	Chuck Miller	259.5
ROYAL SPIKES - 150	Todd Amyx	214.0
	Chris Conner	212.75
	Bob Barnes Jr.	193.0
	Burt Smith	189.0
	Kent Mortensen	176.5
	John Seidl	165.0
	Pat Minegar	156.5
RED SPIKES - 100	Jeni Sexton	142.5
	Frank Varriale	126.0
	Wayne Stacy	125.75
	Juston Hall	125.0
	Tracy Dixon	120.0
	Bill Davis	119.0
	Dave Yorgason	118.0
	Ron Whitney	117.0
Marie Hanson	111.0	
GREEN SPIKES - 50	Dale Sullivan	97.0
	Dennis Schaffner	91.5
	Billy Mahan	82.5
	Eric Smith	75.5
	Bob Barnes Sr.	70.25
	Zach Evans	63.5
	Eric Stunz	62.0
	Vicki White	60.0
	Sarah Seidl	58.5
	Milford Terrell	57.5
	Ramon Yorgason	52.5
	LIFE SPIKES - 25	Ray Rice
Steve Weeks		46.5
Dale Conrad		42.5
Craig Groves		40.0
Russ VanWagenen		38.0
Ted Mason		35.5
Jake Centers		33.5
Erick Wadsworth		32.0
Joe Atalla		31.5
Dwayne Speegle		31.5
Dick Lierz		31.0
Bud Fisher		26.0
Jon Hastings		26.0
Trey Langford		25.5

BLUE SPIKES - 6

Jeff Thompson	21.5
Cade Coltrin	20.5
Karen Ellis	19.0
Cody Weight	16.5
Steve Edwards	14.0
Craig Hammett	13.0
Dan Richter	12.5
Matt Knickrehm	11.5
Barb McDermott	11.25
Thomas Coleman	11.0
Reata Conner	10.5
Mike LaRue	10.0
Tammy Schacher	10.0
Bud Browne	9.0
Clay Boyce	8.0
Heather Echeverria	8.0
Jason Peery	8.0
Mark Wilkins	8.0
Jon Yorgason	8.0
Lars Hansen	7.0
Jeff Martell	7.0
Shaun Urwin	7.0
Daniel Cullip	6.5
Don Flynn	6.0
Rod Givens	6.0
Kevin Howell	6.0

Candidates

Spike candidates are called "Tacks." Tacks must earn 6 credits to become a "Spike"

4.5 - 5.5 Credits

Dan Clark
Steven Hanson
Tammy Lanore
Rob Pearce
Alicia Rodman
Stephen Sengelmann
Ray Westmoreland

3 - 4.0 Credits

Kevin Amar
Corey Barton
Mike Brown
Todd Campbell
Nate Fehrenbacher
John Flaherty
Bryant Forrester
Dan Foutz
Matthew Gardner
Jim Hunter

Spencer Kofoed
Christine Langhorst
Tim Mallon
Trudy Mallon
Abram Neider
Don Newell
Lance Snyder
Ingo Stroup
Marvin Ward
Steve Warren
Roger Wilson
David Wipper

1.5 - 2.5 Credits

Martin Artis
Dennis Baker
Brent Belveal
Alan Berman
Chad Christensen
Peggy Deffenbaugh
Corey Elitharp
Rick Garret
Tyler Gustafson
Don Hubble
Justin Hubble
Jason Lloyd

Justin Mai
Brian Morkid
Stan Ray
Clint Rogers
Tracy Skidmore
Chad Smith
Christal Smith
Jake Tunison
Darren Wood

.5 - 1.0 Credits

Josh Anderson
Kami Brant
Dave Buich
Clay Conner
Dave Evans
Terri Harvey
Mark Hixon
Greg Johnson
Jackie Metzger
Jason Ramsey
Ival Turner

According to the rules of the Spike Club program to become a Spike member, an individual must sign up 6 new members - which earns 6 Spike Credits - within two consecutive years. To retain that Spike status a minimum of one new member - which earns 1 credit (new or retention) - must be earned each year until a total of 25 credits have been earned - which triggers Life Spike status. For individuals that do not earn 6 credits by December of their second year of recruiting, all credits from the first year are forfeited.

TREATED WITH
EcoGuard[®]
ZINC BORATE

TruWood[®]
Collins Products LLC SIDING | TRIM

Siding: 5" COTTAGE LAP, Reversible Trim: 4" OLD MILL TEXTURE

Imagine the look on your house's face.

Get Tru.

Imagine giving your house true character. Irresistible style. Authentic real wood appearance that gives Mother Nature a run for her money. TruWood offers variety, versatility and uncurbed curb appeal that makes your house stand out for all the right reasons. Get noticed. Be you. Visit truwoodsiding.com and discover what's Tru to you.

800.417.3674 | The TruWood Collection, manufactured by Collins Products LLC | Ask us about our FSC[®] products | FSC-C002971
TruWood's material content is backed by third-party certifier SCS Global Services. SCS-MC-01178 | SCSGlobalServices.com



Building Products Showcase



October 26, 2017 - 5 - 9 P.M.
Courtyard Marriott - South Eagle Road
\$45 Entry Fee



(Builder member free with their attendance - Does not apply to representatives or other builder company attendees)

<p>In conjunction with . . .</p> <p>2018 PARADE of HOMES</p> <p>Drawing/Contract Signing & Magazine Cover Auction</p>	<p>HALLOWEEN THEME!</p>  <p>Costumes encouraged Please no masks</p>	<p>DINNER RESERVATIONS</p> <p>RSVP by Oct. 20, 2017. No-Shows will be billed. Fax reservations to Heather at 377-3553 or e-mail hsciola@heritagewifi.com.</p> <p>Company: _____ Name(s): _____ _____</p> <p>___ Entries at \$45 each ___ 1 FREE Builder member entry per company Builder Name Required _____ Builder must be present to receive free entry.</p>
<p>Rafting Trip Raffle</p> 	<p>Sponsored by BlindSource</p> <p><u>Must be present to win.</u> \$5 each or 6 for \$25</p>	<p>Rafting Trip Raffle - Sponsored by BlindSource</p> <p><u>Must be present to win.</u></p> <p>___ # at \$5 each or ___ 6 for \$25</p> <p>TOTAL: \$ _____ ___ Check Enclosed ___ Charge my Visa/MC/Discover</p>
<p>Limited booth space available! Please contact Heather at 377-3550.</p>		<p>Card #: _____ Vcode: _____ Zip: _____ Exp. Date: _____ Signature: _____</p>



SAVE THE DATE!!!



Christmas Party & Industry Awards

December 1, 2017

5:30 p.m.

Riverside Hotel











SEPTEMBER 14TH, 2017

BCASWI

SPORTING CLAY SHOOT

SPONSORED BY
WASHINGTON FEDERAL

JOIN US AT
BLACK DOG CLAYS
7680 VALLEJO RD.
BOISE, ID 83709



This is a BCASWI Associates Council & Spike Club event. You must be a BCASWI member to put a team together.

- Check in time is 9:00am / 1st shot at 10:00am
- Breakfast provided
- Tournament fee is \$30.00 per person
- You must provide your own gun and shells
- Shells can be purchased at the gun club
- Protective eye-wear and ear protection is a must
- There must be one BCA member per team
- Players must be registered and paid by Sept. 12th

REGISTRATION

\$30 per person. Breakfast, beverages and lunch included. Submit your full team below. We are also able to place you on a team. With each team member, we will need an email address to send the rules and waiver form.

Member Company

SOLD OUT Sponsorships Still Available

STATION SPONSORSHIP

#1 - #12 station sponsorships are \$50 each. Please indicate what station you would like. Subject to availability. You must provide your own banner.

Station number you want to sponsor _____ Company name _____
Address _____ Contact person _____

PAYMENT INFO

Registration _____ x \$30 Sponsorship _____ x \$50 Gun Raffle _____ x \$5 Total _____

Name On Card _____ Card Number _____

Vcode _____ Exp _____ Zip Code _____ Signature _____

Date _____ Check Enclosed Yes No

All payments and entries are due by September 12th. No shows will still be billed. You have the availability to purchase gun raffle tickets at the event. You must be present to be eligible to win the raffle.

<p>Email or fax this form to Heather Email: hsciola@heritagewifi.com Fax: 208.377.3553</p> <p>Or mail this form to BCASWI 6206 N. Discovery Way, Ste. A Boise, ID 83713</p>
--

If you have any questions, please call us at 208.377.3550

Builder, Developer, Government Affairs Committee Report

city: Meridian 1563 lots, Eagle 513 lots; Boise 630 lots; Garden City 99 lots, and 301 for Ada. Average review time for new plats year to date – 13 business days and resubmitted plats 3 business days.

Meridian Building Department reported single family with 115; 4 or 5 multi-family and 14 TI's and 23 commercial. Also, due to too many called-in inspections that are not ready, the City is going to enforce the current policy to charge for re-inspection fees. Meridian also presented its new impact fee approach and raising the fees to the allowable level. The city was well represented by legal, police, parks and firemen. It is obvious that talking about the recommendation to revisit the existing capital improvement plan (CIP) and the impact fees is very important. This is being monitored by the BCA. It is strongly encouraged that a good BCA representation be at the next Meridian City Council meeting. Those meetings are:

The Meridian City Council regularly meets the 1st, 3rd, and 4th Tuesdays of the month at 6:00 p.m.; and on the 2nd Tuesday of each month at 3:00 p.m. Meetings are held at Meridian City Hall.

Ada County Building Department: The County for permits continues to be up year over year. Year to date by

Ada County Highway District: ACHD was at 53% of July last year currently in impact fee collections. Still not getting the permits out in 10 days it is closer to 18 days. The newly adopted Storm Water policy is effective August 23rd.

Star Building Department: is a little down in permits over last month.

The Division of Building Safety update included that the mechanical and plumbing requests are at 476 a day. Activity is at an all-time high. Emphasis was put on the importance for builders to call for inspections when you are ready and not early.

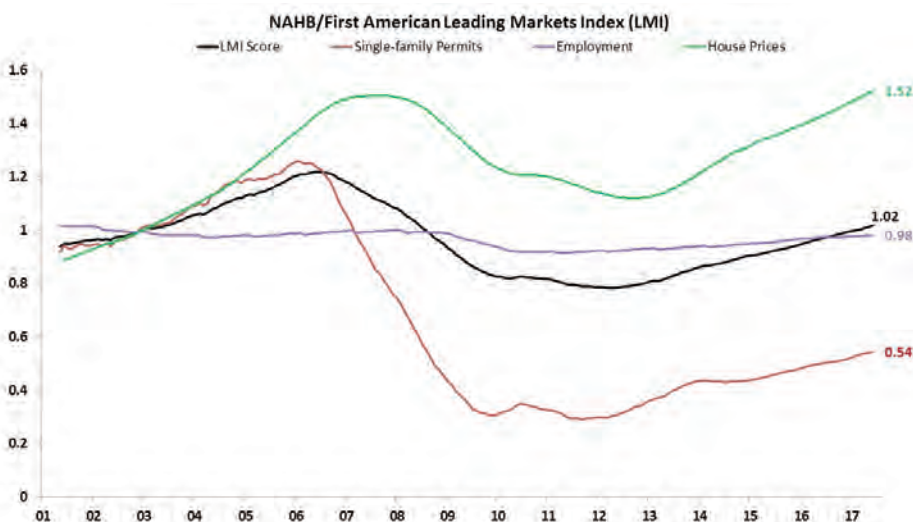
Planning & Zoning Commission Openings: currently all openings are being posted on the BCA Face Book. Please encourage people to check them out.

Join the Builder Developer Governmental Affairs Committee meeting each month on the second Tuesday of the month at 3pm in the BCASWI conference room.

CONTINUED FROM PAGE 5

The LMI Score for the country as a whole has reached 1.02. However, at 1.52, only the house price component is above 1.0. Meanwhile, the employment component sits at .98 and single-family permits are currently at .54. One interpretation of these metrics is that the slower recovery

in housing supply coupled with strong demand is contributing to house price appreciation. At the same time, analysis of individual markets reveals that in areas where the overall economic fundamentals are strongest, permits have normalized, but in areas where the overall recovery is not as strong, the recovery of single-family permits represents a key challenge.



Business Management for Building Professionals

Instructor(s): **Chuck Miller, GMB CGB CGR CAPS CGP MIRM CMP MCSP CSP**

Learn the management skills that give industry leaders the edge. This course will give you a solid foundation for managing small to medium size building/remodeling and service companies. This course explains critical elements and presents practical tips and tools for managing a business successfully. You'll get a solid grasp of business best practices and practical tools of value whether you are a new or experienced business owner.

As a graduate of this course, you will be able to:

- Discuss common business challenges and learn practical tips and tools to overcome them
- Explain the three basic functional areas within a company
- List the five main tools used to improve a business
- Apply each of the five Ps to the three functional areas of the business.
- Identify methods of recruiting, interviewing, training and retaining quality personnel
- Apply the key measures of business performance to your own business

Continuing Education Credit:
CAPS, CGA, CGB, CGP, CGR, Master CSP



September 25, 2017
8:00 AM - 5:00 PM

Avimor Community Center
5811 West Avimor Dr
Avimor, ID 83714



Additional Information

Lunch provided by Avimor



To Register

BY PHONE
(208) 571-0755

BY FAX
(208) 575-2648

BY MAIL
3201 W Bellomy Ln
Boise, ID 83703-5311

Registration Information

(one form per attendee)

NAME _____

COMPANY _____

ADDRESS _____

CITY _____

STATE _____ ZIP _____

PHONE _____ CELL _____

FAX _____

E-MAIL ADDRESS _____

Please note: It is NAHB's policy not to share or sell its e-mail addresses.

Fees and Payment:

- NAHB Member \$225 Non-Member \$325
- Check made payable to: Chuck Miller Education Services LLC
- MasterCard Visa
- Discover Card

CREDIT CARD NUMBER _____

EXP. DATE _____ CSV NUMBER _____

NAME ON CARD _____

SIGNATURE _____

Cancellation Policy
Registration is refundable if cancelled up to 5 business days prior to the course.



Certified Aging-in-Place Specialist (CAPS)

The CAPS designation provides you with marketing techniques, design solutions and other expertise specific to the aging-in-placemarket to give you the advantage in remodeling and building homes for older adults.



Courses & Registration

BY PHONE (208) 571-0755
BY FAX (208) 575-2648
ONLINE www.nahb.org/en/learn/

BY MAIL 3201 W Bellomy Ln
Boise, ID 83703-5311

Marketing and Communicating with the Aging in Place Client (CAPS I)
September 26, 2017 8:00 AM - 5:00 PM
Instructor(s): Chuck Miller GMB CGB CGR CAPS MIRM CMP MCSP CSP

NAHB Member Non-Member
 \$225 \$325

Design Concepts for Livable Homes and Aging in Place (CAPS II)
September 27, 2017 8:00 AM - 5:00 PM
Instructor(s): Chuck Miller GMB CGB CGR CAPS MIRM CMP

NAHB Member Non-Member
 \$225 \$325

- Check made payable to: Chuck Miller Education Services LLC
- MasterCard Visa

NAME _____

COMPANY _____

ADDRESS _____

CITY _____

STATE _____ ZIP _____

PHONE _____ CELL _____

FAX _____

E-MAIL ADDRESS _____

Please note: It is NAHB's policy not to share or sell its e-mail addresses.

CREDIT CARD NUMBER _____

EXP. DATE _____ CSV NUMBER _____

NAME ON CARD _____

SIGNATURE _____

Course Location

Avimor Community Center
5811 W Avimor Dr
Avimor, ID 83714

Additional Information

Each of these courses has been approved for 6 hours of Realtor CE by the IREB.

Lunch provided by Avimor.

Cancellation Policy
Registration is refundable if cancelled up to 5 business days prior to the course.

Course Sponsor(s)



BCASWI Mission Statement and Goals

Statement

The Building Contractors Association of Southwestern Idaho is a nonprofit organization dedicated to promoting the responsible development of our community. Utilizing the collective strengths and talents of our members, we represent the American Dream politically, economically and professionally.

Mission Goals

- To be the respected voice of the building industry.
- To be the deciding factor in political, legislative and regulatory matters.
- To be the leader in protecting and enhancing the quality of

life through effective stewardship of the land.

- To be the resource for members to enhance business opportunities.
- To be the leader in promoting partnerships with the community groups, related industries and governmental entities to accommodate an expanding economy.
- To provide educational opportunities for the professional advancement of its members.

IT'S GOOD BUSINESS TO DO BUSINESS WITH A MEMBER.

PLEASE TAKE NOTE OF OUR MEMBER ADVERTISERS WHO SUPPORT OUR PUBLICATIONS.



THE BUILDING CONTRACTORS ASSOCIATION OF SOUTHWESTERN IDAHO

6206 N. Discovery Way, Suite A • Boise, Idaho 83713

Phone: (208) 377-3550 Fax: (208) 377-3553

Website: www.bcaswi.org E-mail: bca@heritagewifi.com



Like us on Facebook

<https://www.facebook.com/BCA-of-Southwestern-Idaho-828126167333018/> (BCASWI)

<https://www.facebook.com/Parade-of-Homes-by-BCA-of-Southwestern-Idaho-1693680997545917/> (Parade)

<https://www.facebook.com/groups/192891574433579/> (Members Only)

