

# 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*



Lisa Kohl  
We Know Boise

See page 6

## Spike of the Month



Shaun Urwin  
Better Homes & Gardens RE  
43 Degrees North

See page 7 for Spike list

## "2018 Casino Night"

MEMBERS ONLY

Thursday - February 15, 2018

Mountain Land Design

627 N. Dupont, Ste. 102, Boise Idaho



Door Prizes

5:30 p.m.

\$20 per person

Builder and 1 Guest FREE!

Food & Beverages



Dessert Auction  
(Proceeds to benefit  
Scholarship Fund)

### Event Sponsors:

A-1 Heating & AC, Alliance Title Company, Associated Insurance Services, BlindSource, Coltrin Central Vacuum, Courtyard Elegance, Development Planning & Finance Group, Leatham Landscapes, Mountain Land Design, Page's Windows & More, Robertson Supply, Roth Distributing, Sales & Marketing Council, Stewart Title Company, Tates Rents, Washington Federal and Waterstone Mortgage



**Reservations Requested by Feb. 12, 2018.**

**See reservation form on page 8.**

**SINGLE-FAMILY SECTOR  
BOOSTS HOUSING PRODUCTION IN 2017**

**PAGES 8 & 11**

**GOVERNMENT AFFAIRS**

**PAGE 10**

**MARCH GMM - BOISE  
HOUSING MARKET  
CONDITIONS**

**PAGE 9**

**CSP CLASS**

**PAGE 11**

# BOARD OF DIRECTORS

## EXECUTIVE COMMITTEE OFFICERS

Craig Hammett, RMB, President '18-19'  
Dan Richter, First VP 17'-18'  
Heather Echevarria, VP/Secretary '17-18'  
Patrick R. Minegar, Associate VP  
Jason Peery, VP/Treasurer '18-19'  
Juston Hall, Immediate Past President  
Steve Weeks, Immediate Past Treasurer  
Jon Hastings, RMB, Member at Large

## BUILDER DIRECTORS

Joe Atalla '18-19'  
John Asbury '18-19'  
Dan Foutz '17-18'  
Rod Givens '17-18'  
Lance Snyder '18-19'  
Mark Tate '18-19'

## ASSOCIATE DIRECTORS

Bud Browne '18-19'  
Sam Castillo '18-19'  
Barb McDermott '17-18'  
Mark Wilkins '18-19'

## 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  
Bill Davis  
Marie Hanson  
Terry Heffner  
Jerry Nemece  
Dwayne Speegle  
Dale Sullivan  
Frank Varriale  
Ray Westmoreland  
Ramon Yorgason



## *President's Perspective*

by Craig Hammett, Hammett Homes

## NEWS ALERT FOR LOCAL AWARD WINNERS DURING THE JANUARY INTERNATIONAL BUILDERS SHOW IN ORLANDO!

• Congratulations goes to, **Steve Martinez, Tradewinds General Contracting** (past president of BCASWI and IBCA) recognized by the National Association of Homebuilder's for its **Custom Builder of the Year One to Watch!!!** Steve was one of seven young building industry professionals honored as "Ones to Watch" at the NAHB International Builders' Show two weeks ago. "These award winners are already making an impact on the home building industry and setting the pace for their colleagues. Another noteworthy winner and past president of the BCASWI, **Chuck Miller, Chuck Miller Consulting, LLC**, won the **2017 Builder Designee of the Year**.

• Another one of Idaho's builders, at the National Association of Home Builders (NAHB) International Builders Show in Orlando, Florida, Dennis Cunningham, Active West Builders, was presented with two Best of 55+ Housing Awards for the model homes at Riviera Court.

• Recently the IBCA engaged a new lobbyist to continue our fight to protect the American dream of home ownership. He is Ken Burgess and if you go to the Winter Board in Boise, January 31st through February 2nd you did get to meet him.

• The code issue will be a major challenge in the 2018 Idaho Legislative session now under way. We will keep our membership informed with weekly conference calls throughout the session.

# BCA Executive Overview

by Frankie Hickman-Rice, Executive Vice-President

Share with us and get on board with reaching our 2018 goals for the Building Contractors Association of Southwestern. In November we met with NAHB facilitators to map out where we want to go in the next three years or sooner under the heading of our strategic plan. The things you will start hearing about are:

## • Membership

- **Goal 1:** Increase builder membership to 150 by Dec 2018.
- **Goal 2:** Increase associate membership to 300 by Dec 2018.
- **Goal 3:** Maintain retention at 90%.
- **Goal 4:** Increase builder engagement and participation.

## • Local government and regulatory issues

- **Goal 1:** Nurture relationships with local governments to limit over-regulation and save \$5,000 per home each year.
- **Goal 2:** Elect 90% of BCA endorsed candidates to local governments.
- **Goal 3:** Increase member participation in influencing government policy.

## • Workforce Development

- **Goal 1:** Achieve an enlarged workforce.
- **Goal 2:** Achieve a more educated workforce.

The challenges are part of everything above including but not limited to increasing membership and solving our local government issues.

## *A Look Ahead* **MARCH**

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

- 6 • Public Relations Committee, 10:45 a.m., BCA
- Membership Committee & Spike Club, Noon BCA, RSVP for lunch.
- 7 CSP Course - 8 a.m. - 5 p.m., BCA
- 8 March GMM - BREAKFAST, 8 a.m., Courtyard Marriott, Eagle/Overland
- 13 • Executive Committee, 11:30 a.m.
- Builders-Codes Council/Developers Council/Government Affairs, 3 p.m., BCA
- 14 • CSP Course, 8 a.m. - 5 p.m., BCA
- Associates Council, Noon, BCA, RSVP for lunch.
- 15 • Home & Garden Show Begins - FREE Member Night, 5 - 9 p.m., Expo Idaho
- Board of Directors, 4 p.m., BCA
- 21 • CSP Course, 8 a.m. - 5 p.m., BCA
- Sales & Marketing Council, Noon, BCA - RSVP for lunch

*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

When I was a kid, I loved the month of February. I think it's because of Valentine's Day – the excitement of getting Valentine's cards from classmates, and of course the yummy candy that was sometimes attached. I look at membership as a Valentine's Day card. Once you open it, it's exciting to see what's on the inside. If you're not certain how to get involved, please don't hesitate to contact me. It's wonderful to see everyone getting involved. That is one way to show your membership "love".

Here's the "deal" for this month!

Come join us on Thursday, February 15th, 2018 at Mountain Land Design for Casino Night! This is a fun evening of local chefs creating delicious creations in the kitchen displays. There are several different games to choose from, Black Jack, Bingo and new to this year, Roulette. Raffle and game prizes given throughout the evening. And a dessert auction for the Sales & Marketing scholarship fund. This is a very well attended event. So come and roll the dice, maybe eat some rice and win something NICE! Sponsorships and sign ups available now!

Mark your calendar for the following events and courses in March.

The Certified New Home Sales Professional Course is being offered at the BCASWI office. The dates are Wednesday March 7th, 14th and 21st from 8:00am – 5:00pm. This course has been approved for 21 hours of continuing education credit by the Idaho Real Estate Commission. Must attend all 3 modules for certification and credit. Registrations are on our website, [www.bcaswi.org](http://www.bcaswi.org) or contact Heather at the BCASWI office for more information. On Thursday March 8th, the Sales & Marketing Council will have a BREAKFAST, General Membership Meeting at the Courtyard Marriott. Metro Study will be presenting "Boise Housing Market Conditions." Sign up today, and come have breakfast with us!

I would like to direct my attention to the 2018 Spring Parade of Homes builders. If you have not seen the "Do Business with a Member" form and letter of explanation from me, please contact me. This is a sure way to earn a \$50.00 gift card, just by filling out 50 trade lines on your form and returning it to me. If your trades are not a member, that's ok! There will also be a random drawing for each member you use. Every time you use a member on your form, your name will go into a random drawing. There is also a grand prize awarded to the builder who does the most business with a member. The Associates Council is honored to be able to support the builders, this is one way they are able.

Let's make February a fantastic month!

### *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](http://bcaswi.org).

### *NEW MEMBERS*

**ASSOCIATED INSURANCE  
SERVICES LLC**  
KYLE WOODS

**CAL'S CONCRETE**  
CAL MCOMBER

**CF CONSTRUCTION**  
CRAIG FRAME

**CUTTING EDGE LANDSCAPE**  
CHAD UHLORN

**EDISON HOMES**  
RAYMOND DAWSON

**HIGHLANDER ESTATES SUB**  
MICHAEL EISENBEISS

**KELLER CONSTRUCTION**  
DOUG KELLER

**RUIZ SIDING LLC**  
JOSE RUIZ

**WHITE STURGEON LLC**  
JUSTIN MARTIN



**OVERHEAD DOOR CO. SW IDAHO**  
ERIC STUNZ

**WASHINGTON FEDERAL**  
BARB MCDERMOTT

**SUNROC CORPORATION**  
MARK ELDER

**FIRST AMERICAN TITLE CO.**  
CHAD SMITH

**CHRIS CONNER CONSTRUCTION,  
L.L.C. RMB**  
CHRIS CONNER

**PROBUILD**  
GARRETT ALFORD

**BRIGHTON HOMES**  
LARS HANSEN RMB

**NAMPA FLOORS & INTERIORS**  
ROGER WILSON



**TOMLINSON & ASSOCIATES, INC.**  
RICHARD TOMLINSON

**B & B ELECTRIC**  
TOM BROWN

**OREPAC /TYVEK WEATHERIZATION  
SYSTEMS**  
MIKE MONTOYA

**FLAHERTY CUSTOM HOMES, LLC**  
JOHN FLAHERTY

**NEXTITLE**  
KRIS MILLER

**KELLER WILLIAMS REALTY BOISE**  
REATA CONNER

**MARV'S INSULATION, INC.**  
MARVIN WARD

**ACADEMY MORTGAGE CORP**  
KELLY BEEBE

**LEATHAM LANDSCAPES LLC**  
STAN N LEATHAM



**MAJESTIC FLOORING & DESIGN**  
ROD BRADLEY

**JAMES CLYDE CUSTOM HOMES**  
MEGAN ENGBRITSON

**JOHN L. SCOTT BOISE**  
CRAIG GROVES  
**SMITH HORRAS P.A.**  
BILL SMITH

**THE AGENCY CREATIVE NETWORK**  
JANE PERLAKY

**ORION HOLDINGS, LLC**  
DONALD NEWELL

**ASBURY HOMES INC.**  
JOHN ASBURY

**MOFFAT HOMES CONSTRUCTION  
COMPANY**  
BOB MOFFAT

**CONTEMPO TILE**  
BRIAN DITTO

**INTERIOR SPECIALISTS INC.**  
TED CASIAN

**ALTURAS HOMES, LLC**  
ROD GIVENS



**JAC'S HOME STAGING, LLC**  
JENNIFER CARRIER

**CBI, LLC**  
CHARLES BOWERY

**MISSION COAST PROPERTIES ID INC.**  
LORNE DUTHIE

**PRO-PAC INTERIORS, INC.**  
SHAUN FITZGERALD

**ADERA HOMES, LLC**  
ALAN BERMAN

**BIG SKYLINE INC. DBA BIG SKY OUT-  
DOOR**  
TRAVIS KRAHN

**SPRING VALLEY REALTY, LLC**  
JOHN ROGERS

**ALYSSE MATTHEWS INTERIORS**  
ALYSSE MATTHEWS

**BOISE BASIN ELECTRIC**  
ALAN LUSK

**P & F DEVELOPMENT LLC**  
PAUL BECKMAN

**BLUEPRINT CONST. CO. DBA THE  
CABINET**  
CURTIS URRUTIA

**DESIGN VIM**  
HAILIE THOMAS

**CORE FIVE DESIGN**  
IAN DONOVAN

**AMERICAN PACIFIC MORTGAGE**  
RYAN TUGGLE

## Associate of the Month

Lisa Kohl, We Know Boise

BCASWI member and Treasure Valley Realtor® Lisa Kohl loves what she does. It shows in her attitude, in her work, and in the many testimonials written by her past clients.

As someone who's called Boise home for nearly two decades, her early work life was in banking, where she held positions in lending and branch management. Next, she opened a real estate investing company focused on flipping houses. She held an Idaho Contractor's License and worked hands-on in planning the projects and rehabbing the homes she purchased for resale.

After selling many of her own homes, she also has a keen eye for how to present a home to the market. Sellers praise her for the advice she's given with regard to staging, timing and pricing. Due to this preparation and her high level of skill in marketing and implementa-

tion of technology, Lisa's listings are never long on the market.

Her service begins with clear communication and with taking the time to explain the process and answer questions. Her number one goal is to allow her clients to feel confident and comfortable and to help them avoid any obstacles along the way. She sees herself not as a sales person, but as a guide and an advisor, helping them achieve their goals in the easiest way possible.

Lisa helps each client just as she would a member of her own family, and cherishes the friendships that are created long after the transaction is complete. She says there's no better job than helping people and providing only the highest level of service throughout the process.

During her down time, you'll find Lisa taking in the sights and experiences of the city that's the name sake of her company- We Know Boise. She enjoys working on researching and developing the newest technology to implement in her business helping create an unparalleled client experience.

# BCASWI FEATURED TRADES OF THE MONTH

### TRADE:

### MEMBER COMPANIES:

Window Coverings:

BlindSource

Screen Doors:

The Screen Door Guy

Interior Clean Up:

B&C Maintenance

Scrub 4 U

Jobsite Clean Up:

Crazy Clean Construction Clean Up

Final Touch

Landscaping:

Big Skyline Inc. dba Big Sky Outdoor Co.  
Huskey Landscaping LLC  
MDR Community Management Services

DuRite Nursery Inc.  
Leatham Landscapes  
Power Enterprises Inc.

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**

<b>Status</b>	<b>Name</b>	<b>Members</b>
<b>STATESMAN SPIKE - 500</b>	Larry Van Hees	613.0
	Jerry Nemece	584.0
<b>SUPER SPIKES - 250</b>	Dave Mortensen	283.5
	Steve Martinez	276.0
	Ted Martinez	267.0
	Jay Clow	262.5
	Chuck Miller	260.0
<b>ROYAL SPIKES - 150</b>	Todd Amyx	217.0
	Chris Conner	213.25
	Bob Barnes Jr.	193.5
	Burt Smith	189.0
	Kent Mortensen	177.0
	John Seidl	165.5
	Pat Minegar	157.0
<b>RED SPIKES - 100</b>	Jeni Sexton	142.5
	Juston Hall	128.5
	Wayne Stacy	126.75
	Frank Varriale	126.0
	Dave Yorgason	125.0
	Tracy Dixon	123.5
	Bill Davis	119.0
	Ron Whitney	117.5
Marie Hanson	111.0	
<b>GREEN SPIKES - 50</b>	Dale Sullivan	97.5
	Dennis Schaffner	92.0
	Billy Mahan	84.0
	Eric Smith	76.5
	Bob Barnes Sr.	70.25
	Zach Evans	66.5
	Eric Stunz	62.5
	Vicki White	60.0
	Sarah Seidl	58.5
	Milford Terrell	57.5
	Ramon Yorgason	52.5
	Ray Rice	51.5
	<b>LIFE SPIKES - 25</b>	Steve Weeks
Dale Conrad		42.5
Craig Groves		40.0
Russ VanWagenen		39.0
Joe Atalla		37.0
Ted Mason		36.0
Jake Centers		35.0
Erick Wadsworth		32.0
Dwayne Speegle		31.5
Dick Lierz		31.0
Jon Hastings		28.5
Bud Fisher		26.0
Trey Langford		25.5

**BLUE SPIKES - 6**

Jeff Thompson	24.5
Cade Coltrin	24.0
Karen Ellis	22.5
Cody Weight	19.0
Craig Hammett	13.0
Dan Richter	13.0
Shaun Urwin	12.0
Barb McDermott	11.75
Matt Knickrehm	11.5
Thomas Coleman	11.0
Reata Conner	10.5
Tammy Schacher	10.5
Mike LaRue	10.0
Jason Peery	10.0
Bud Browne	9.5
Mark Wilkins	9.5
Heather Echeverria	9.0
Clay Boyce	8.5
Jon Yorgason	8.0
Steve Edwards	7.5
Jeff Martell	7.5
Daniel Cullip	7.0
Lars Hansen	7.0
Rod Givens	6.5
Kevin Howell	6.5
Don Flynn	6.0
Steven Hanson	6.0

**Candidates**

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

**4.5 - 5.5 Credits**

- Todd Campbell
- Dan Clark
- Jason Geisler
- Justin Mai
- Rob Pearce
- Alicia Rodman
- Stephen Sengelmann
- Ray Westmoreland

**3 - 4.0 Credits**

- Corey Barton
- Mike Brown
- Nate Fehrenbacher
- John Flaherty
- Bryant Forrester
- Dan Foutz
- Matthew Gardner
- Jim Hunter

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

**1.5 - 2.5 Credits**

- Dennis Baker
- Brent Belveal
- Alan Berman
- Dave Buich
- Chad Christensen
- Clay Conner
- Peggy Deffenbaugh
- Corey Eliitharp
- Rick Garret

- Tyler Gustafson
- Terri Harvey
- Don Hubble
- Justin Hubble
- Jason Lloyd
- Brian Morkid
- Stan Ray
- Tracy Skidmore
- Chad Smith
- Christal Smith
- Jake Tunison
- Darren Wood

**.5 - 1.0 Credits**

- Liz Amar
- Josh Anderson
- Kami Brant
- Aaron Doughty
- Dave Evans
- 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.

# Building Contractors Association of Southwestern Idaho



General Membership Meeting - An Associates Council Event  
MEMBERS ONLY



## “2018 Casino Night”

Play Bingo, Black Jack & Roulette!

Thursday - February 15, 2018  
Mountain Land Design  
627 N. Dupont, Ste. 102, Boise Idaho



Door Prizes

5:30 p.m.  
\$20 per person  
**Builder & 1 Guest Free!**  
Food & Beverages



**Dessert Auction**  
(proceeds to go to the  
BCASWI  
scholarship fund)

### Event Sponsors:

A-1 Heating & AC, Alliance Title Company, Associated Insurance Services,  
BlindSource, Coltrin Central Vacuum, Courtyard Elegance, Development Planning  
& Finance Group, Leatham Landscapes, Mountain Land Design, Page's Windows  
& More, Robertson Supply, Roth Distributing, Sales & Marketing Council, Stewart  
Title Company, Tates Rents, Washington Federal and Waterstone Mortgage

Reservations Requested by Feb. 12, 2018. Full refunds  
on cancellation within 72 hours. No-shows will be billed.

## Reservations

E-mail reservations to hsciola@heritagewif.com, fax to  
208-377-3553 or mail to 6206 N. Discovery Way, Ste. A,  
Boise 83713:

Company: \_\_\_\_\_

Name(s): \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Builder & 1 Guest FREE! (Builder must be present).

Count me in to bring a dessert.

Yes I will donate a door prize. Please contact  
me @ \_\_\_\_\_.

How do I become a sponsor of a table?

(please label items donated with your company name)

Attendees at \$20 each = \$ \_\_\_\_\_

TOTAL \$ \_\_\_\_\_

Check  Charge my Visa/MC/Discover

Card# \_\_\_\_\_

Exp. Date: \_\_\_\_\_ Security Code: \_\_\_\_\_

Signature: \_\_\_\_\_ Zip: \_\_\_\_\_

## Single-Family Sector Boosts Housing Production in 2017, More Gains Expected this Year

Nationwide housing starts fell 8.2 percent in December to a seasonally adjusted annual rate of 1.19 million units after an upwardly revised November reading, according to newly released data from the U.S. Department of Housing and Urban Development and the Commerce Department.

The December numbers show a return to trend after an especially strong November report, but overall 2017 saw significant gains in housing production. Starts rose 2.4 percent last year, pushed up by an 8.5 percent jump in the single-family sector. Multifamily starts dropped 9.8 percent.

Looking at the December 2017 report, single-family starts fell 11.8 percent to a seasonally adjusted annual rate of 836,000 units. However, the three-month moving average for single-family production reached a post-recession high. Meanwhile, multifamily starts ticked up 1.4 percent to 356,000 units.

“There is a pro-business sentiment in Washington right now, and our builders hope to continue receiving relief from overly burdensome regulations,” said NAHB Chairman Randy Noel, a custom home builder from LaPlace, La. “This political climate is boosting their optimism in the housing market.”

“A return to normal levels of housing production this month is expected after a very strong fall season,”

CONTINUED ON PAGE 11

**BCASWI**  
**MARCH GENERAL MEMBERSHIP BREAKFAST MEETING**

Presented by the BCASWI Sales & Marketing Council



“BOISE HOUSING MARKET CONDITIONS”

Guest Speaker: ERIC ALLEN, METROSTUDY

Topics to include: New Home Starts & Closings, New Home Inventory Levels,  
Vacant Developed Lot Inventory Levels & More!

Thursday, March 8th, 2018

8:00am – 10:00am

The Courtyard Marriott

1789 S. Eagle Rd. Meridian

\$25.00 per person, RSVP required in advance!

BCASWI Members Only!

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Please fill out the bottom portion as your registration for the March General Membership Meeting. Please send with payment information to fax: 208-377-3553, email to Heather Hooglander at [Hsciola@heritagewifi.com](mailto:Hsciola@heritagewifi.com) or mail to: BCASWI 6206 N. Discovery Way, Ste. A Boise, ID 83713.  
Call the BCASWI office at 208-377-3550 for more information.

Company Name: \_\_\_\_\_ Phone Number: \_\_\_\_\_

Attendees:

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Please charge my Visa/MC or Discover: \$ \_\_\_\_\_

Card#: \_\_\_\_\_ Exp: \_\_\_\_\_ VCode: \_\_\_\_\_ Zip: \_\_\_\_\_

Signature: \_\_\_\_\_

# *Builder, Developer, Government Affairs Committee Report*

**Council meets the second Tuesday of each month  
at 3pm - Open to All BCA Members**

## **Reports from Jurisdictions:**

**A draft legislation presentation was made by** Ada County that would provide that certain planning and zoning legislation and decisions are not subject to the county or city initiative or referendum process. The county was asking for our support.

**Building Energy efficiency:** Intermountain Gas has an online application for gas rebates of \$1200. This is residential gas heated (furnace and water heater), and meets energy star requirements; HERS 75 or less; and certified Reznert.

**Meridian City:** The rapid growth of Meridian was addressed. TI's for the city are really up and lots of multifamily structures as well. December single family permits were 100 and MF were 12. They are working off the 2012 code since January 1. There is action going on with impact fees because the growth has brought about the discussion.

**Boise City:** Everything is flat across the board. Single family permits were 67 for last month. Permit processing time for Level 1 is down to 17 days and level 2 is 23 - 25 days. Boise City Council did approve the adoption of 2015 IRC and 2015 IECC building codes with amendments and will begin in March. WUI could also be changing so it will be monitored.

**Ada County:** No real changes at the county building department, with 24 single family permits last month. The County has a 10 day turnaround on plans. 13 new plats submitted last month for 403 lots. Total building is still down. Everything has dropped way off.

Ada County Surveyor Department reached out to

everyone with an opportunity to go to work for the county as an engineer to oversee surveys and plat reviews. The candidate needs to have hillside experience; subdivision and flood issues.

**ACHD:** ACHD plan reviews are up with lots of new subdivisions. The QC/QA will be enforced and testing fees will go down, but developer paid 3rd party inspection costs are going up. They have backed off of the super-pavers because they are not for all subdivisions. The exception is the collector streets in subdivisions.

**Eagle Report:** the city not in attendance but the update date included a conversation with the Mayor and industry is pushing back a little and it seems to be going in the right direction.

The Division of Building Safety discussed classes and the "go to" meetings link that will be sent over. A study of 5 used homes and the 09 code; 12 code; 15 code; 18 code; and the BC17 code versions has been done. So there is documentation of how the changes do or don't impact anything.

## Certified New Home Sales Professional (CSP)

Instructor: Chuck Miller

GMB CGB CGR CAPS CGP MIRM CMP MCSP CSP

The purpose of this course is to develop and build the skills, knowledge, and attitude (mindset) necessary to maximize salesperson performance. By completing this course, new home sales professionals should be able to effectively establish credibility, identify prospect needs and dominant buying motivation, present home features and benefits, address customer questions and concerns, close the sale, and follow up. Topics include skill sets of the professional sales person, the customer's decision-making process, construction terms and blueprints, construction process, and a step-by-step overview of the sales process.

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

- Describe the evolution and skill sets of a new home sales professional.
- Use the customers' decision-making process, personality dimensions, and communication styles to tailor their sales presentations for an increased closing ratio.
- Identify techniques for using the Internet as a communication and marketing tool.
- Define basic construction terms and identify home features on construction plans.
- Describe the homebuilding process.
- Identify financing options for new home buyers.
- Identify legal considerations relating to new home sales.
- Describe the phases of the sales process.
- Identify tactics to earn trust, identify needs, present home options, overcome objections, close, and service the sale.

NAHB Designation Credit:  
CSP, Master CSP

NAHB Continuing Education Credit:  
CAPS, CGA, CGB, CGP, CGR, CMP, GMB, GMR, MIRM  
REALTOR Continuing Education Credit:  
Approved for 21 hours of continuing education credit by the Idaho Real Estate Commission.



Sponsored by the  
**Building Contractors Association of SW Idaho**  
 6206 N Discovery Way  
 Suite A  
 Boise, Idaho 83713





## Additional Information

This course consists of three (3) Modules taught on three (3) consecutive Wednesdays.

March 7, 2018 8:00 am - 5:00 pm  
 Module 1: The Art and Science of Selling

March 14, 2018 8:00 am - 5:00 pm  
 Module 2: Understanding New Home Construction

March 21, 2018 8:00 am - 5:00 pm  
 Module 3: Selling Skills For New Home Sales Professionals

You must attend all three (3) Modules to receive credit for the course.



### To Register

By Phone  
 (208) 377-3550

By FAX  
 (208) 377-3553

By Mail  
 6206 N Discovery Way  
 Suite A  
 Boise, ID 83713

## Registration Information

(one form per attendee)

NAME \_\_\_\_\_  
 COMPANY \_\_\_\_\_  
 ADDRESS \_\_\_\_\_  
 CITY \_\_\_\_\_  
 STATE \_\_\_\_\_ ZIP \_\_\_\_\_  
 PHONE \_\_\_\_\_  
 FAX \_\_\_\_\_

EMAIL ADDRESS \_\_\_\_\_  
 It is our policy not to share or sell our email addresses.

## Fees and Payment

- NAHB Member \$375
- Sales and Marketing Council Member \$300
- Non-Member \$475
- Check made payable to: BCASWI
- MasterCard  Visa  Discover Card

CREDIT CARD NUMBER \_\_\_\_\_

EXP DATE \_\_\_\_\_ CSV NUMBER \_\_\_\_\_

NAME ON CARD \_\_\_\_\_

SIGNATURE \_\_\_\_\_

**Cancellation Policy**  
 Registration is refundable if cancelled up to five (5) business days prior to the the first day of the course.

## CONTINUED FROM PAGE 8

said NAHB Chief Economist Robert Dietz. "We saw a surge of housing activity in the South after hurricane-related delays, and now that region is returning to its positive growth trend."

NAHB is forecasting continued growth in housing production this year, led by ongoing single-family gains. Total housing starts are expected to grow 2.7 percent to 1.25 million units. Single-family production should increase 5 percent to 893,000 units while the multifamily sector is expected to edge 1.6 percent lower this year to 354,000.

Regionally in December, combined single- and multi-

family housing production fell 0.9 percent in the West, 2.2 percent in the Midwest, 4.3 percent in the Northeast and 14.2 percent in the South.

Overall permit issuance in December was essentially flat, inching down 0.1 percent to a seasonally adjusted annual rate of 1.302 million units. Single-family permits rose 1.8 percent to 881,000 units while multi-family permits fell 3.9 percent to 421,000.

Permits rose 43 percent in the Northeast, 8.7 percent in the Midwest and 1.7 percent in the West. Permits declined 11.1 percent in the South, led by a drop on the multifamily front.

## *BCASWI Mission Statement and Goals*

### **Statement**

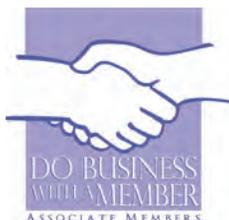
The Building Contractors Association of Southwestern Idaho is a nonprofit organization dedicated to promoting the responsible development of our community. Utilizing the collective strengths and talents of our members, we represent the American Dream politically, economically and professionally.

### **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.

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### THE BUILDING CONTRACTORS ASSOCIATION OF SOUTHWESTERN IDAHO

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