

# 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



Karen Ellis  
Four Point Five Real Estate  
See page 6

## Spike of the Month



Jason Peery  
Grow Rasmussen LLP  
See page 7 for Spike list

Building Contractors Association of Southwestern Idaho

# Board of Directors Elections

## Annual Meeting of the Members

November General Membership Meeting

*November 13, 2018*

The Riverside Hotel

\$25 Per Person

*11:30 Luncheon*

*Reservation sheet on page 8.*



Mark Your Calendar, Then  
Mark Your Vote

INDUSTRY AWARD  
NOMINATIONS

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GOVERNMENT AFFAIRS

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SOCIAL MEDIA CLASS

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MASQUERADE BALL &  
INDUSTRY AWARDS

PAGE 5

# 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, RMB '18-19'  
John Asbury, RMB '18-19'  
Dan Foutz '17-18'  
Rod Givens '17-18'  
Lance Snyder '18-19'  
Mark Tate '18-19'

## **ASSOCIATE DIRECTORS**

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  
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 Nemecc  
Dwayne Speegle  
Dale Sullivan  
Frank Varriale  
Ray Westmoreland  
Ramon Yorgason



## *President's Perspective*

by Craig Hammett, RMB, Hammett Homes

Yep! Summer has officially come to an end already. A whirlwind to say the least. Our residential market continues to be strong in the Treasure Valley. Many of us are feeling the effects of this swiftly developing marketplace. This is so great for us as we slip slide our way into fall... Yikes! We are in perfect position to line up new clients and business to bring us into an amazing 2019. Really 2019? It can't be time to be thinking 2019? But it is. Hopefully, old man winter will be kind to us this year.

The Fall Parade was a great platform for the winter months ahead in new construction. This is such a neat way to market our homes in our communities and get the public pumped up and into the marketplace. We also have 40 homes lined up for the Spring parade.

Summer time has come to an end, the new school year has settled and people are ready to plan for their next move. Old St. Nick is just around the corner and we had so much fun greeting the Witches and Monsters of Halloween and now we are ready to say a loud Thank you on Thanksgiving for how blessed our valley really is.

Are you ready? Can you handle it?

This is a great place where people are able to afford the "good life". So, I look forward to closing out this 2018 alongside you with a bang!

Don't forget Christmas Party BCA – December 7th, Riverside.

## *Executive Overview*

by Frankie Hickman-Rice, Executive Vice-President

### **Welcome all generations!!!!**

Have you ever heard of the Ben Franklin effect? The people who have already done you a favor are more likely to do you another favor.

The uniqueness of our industry is that it encompasses all generations. Not just Millennials; not just Gen-X's and Z's, and not just "boomers".

More and more I find myself with the opportunity to participate in a discussion that primarily addresses what is called the "next" generation. It always makes me proud to see that BCASWI has a HUGE involvement of the next generation assuming it is the "younger" group. We are considering a young professional counsel.

For the record, it is a proven fact that Association members of all generations will always want:

- Personal invitations/connections
- Opportunities to learn and grow
- Volunteer opportunities: "Micro-Volunteering"
- Collaborative discussion
- To not be marginalized as "young or old"

The needs and wants of our members still includes generating dialogue and engagement with each other; enjoying a culture of engagement; continue to align the BCA's mission with its product while adapting to a changing landscape.

Our current recruitment strategy is to ensure the association stays healthy and focus on all members while developing leadership. Sometimes we need a change and we do it. Even though it feels like all we did was update the name of the event. Truly it is whatever works that gives the product or event, the personality of those planning it and making it happen.

The doors and events are open to all. Come be a part of it.

## *A Look Ahead December*

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

- 4 Membership Committee, Noon  
BCA,RSVP for lunch.
- 7 Masquerade Ball & Industry Awards, 5:30, Riverside Hotel
- 11 • Executive Committee, 11:30 a.m.  
• Builders-Codes Council/Developers Council/Government Affairs, 3 p.m.,  
BCA
- 12 Associates Council, Noon, BCA,  
RSVP for lunch.
- 13 Spike Club Christmas Party
- 19 Sales & Marketing Council, Noon,  
BCA, RSVP for lunch
- 24 Christmas Eve - Office Closed
- 25 Merry Christmas! Office Closed

**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 &  
Website Manager

Heather Hooglander, Membership Director,  
Sales/Marketing, & Associates Council

Emily Covington, Receptionist &  
Social Media Administrator



## Membership The Foundation

Heather Hooglander,  
BCASWI Membership Director

November is here! Can you believe there are 10 months of 2018 behind us?? The New Year is quickly approaching. Have you been as involved as you had hoped to be?

This month, on November 13th, come check out our General Membership Meeting luncheon at The Riverside Hotel. This is the “Annual Meeting of the Members, Board of Directors Elections”. The program topic will be given by Jason Peery on “Year End Tax Tips”. Registrations are on our website at [www.bcaswi.org](http://www.bcaswi.org) or contact Emily at the BCASWI office. Reservations are required. Seats fill up fast. Sign up today!!

Could you use more Social Media Sharpening Skills? November 15th the Sales & Marketing Council will be offering a Social Media Class at the BCASWI office. This is hosted by NexTitle where their own, Caitlin Henning will educate you on, Facebook, Instagram, videos, tips, tricks and the importance of video. Lunch included and sponsored by Washington Federal. Cost is \$10.00 per person. All of the proceeds will go to the Sales & Marketing Scholarship Fund. Reservations ARE required. Only 30

seats available. You can find the registration on our website or contact Heather at the BCASWI to have a registration sent your way.

For the last BCASWI event for 2018, come join us for the “Winter Masquerade Ball & Industry Award”. This is being held at the Riverside Hotel on December 7th. Dress attire is formal or Masquerade Ball attire. This is where you will experience watching the new BCASWI president incoming, the past president outgoing, the new board is also sworn in. There is a dinner buffet with a music DJ and dancing as well. You will also get to witness who will receive Builder, Associate & Company of the year. Do you know someone you would like to nominate? Contact the BCASWI office for a nomination form. And as a tradition, we ask everyone bring an unwrapped toy for the “Toys for Tots” barrels. There will be Marine Corp Officers there to present our flags and collect the unwrapped toys. In addition, if you would like to stay at the Riverside Hotel, just mention you are attending the BCASWI Christmas Party, and they will give you a room at a discounted rate of \$97.00. Reservations must be made in advance. The registrations for the party are on our website or contact Emily at the BCASWI office. Come have a “ball” with us!

Here is a little Thanksgiving humor: If April showers bring May flowers, what do May flowers bring? Pilgrims!

Have a wonderful and blessed Thanksgiving!

### *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*

AURIC SOLAR  
JOSHUA HILL

BUSALACCHI CUSTOM HOMES  
STEVE BUSALACCHI

HIGHLAND HOMES LLC  
MIKE DILDINE

PABCO ROOFING PRODUCTS  
DREW JOHNSON

POST INSURANCE  
TY TRAVIS

PRIME LENDING  
JESUS TARIFA

STILLWATER DEVELOPMENT  
PARTNERS  
COREY ELITHARP

TITAN HOMES LLC OF BOISE  
LUCAS RONNING

VERITAS ADVISORS LLP  
KEN BURGESS



AMYX SIGNATURE HOMES  
TODD AMYX RMB

TRADEWINDS GENERAL  
CONTRACTING  
STEVE MARTINEZ RMB

OVERLAND LUMBER  
BILL CURTIS JR

MORTENSEN CONST.& LIFESTYLE  
HOME D

KENT MORTENSEN



SEIDL HOME COMPANY, INC.  
SARAH AND JOHN SEIDL

CHUCK MILLER CONSULTING LLC  
CHUCK MILLER

A-CORE OF BOISE, INC.



CSC, LLC  
DAVE MORTENSEN

HUNTER HOMES, INC.  
STEVE EDWARDS

BELVEAL CONSTRUCTION SERVICES  
BRENT BELVEAL

INFINITE HOME THEATER  
MAITLAND FRITZLEY

FRONT STREET BROKERS  
MIKE TURNER

KYLE'S CUSTOM WOOD SHOP  
STEVE MALLATT

SPECTRA PRODUCTIONS, INC.  
DAVID BEALE

TREASURE VALLEY REALTY GROUP  
LLC  
BEN MYERS

LANDPRODATA  
KRIS TATKO

UMPQUA BANK HOME LENDING  
KEN STACKPOOLE



6 DEVELOPMENT LLC  
NIK BUICH

ACCEL REALTY PARTNERS  
STEVEN CAPORALE

TAMARACK GROVE ENGINEERING  
PLLC

BRIAN SIELAFF  
HIGH DESERT HARDWOOD  
GRACE METSKER

AZURE PROPERTIES LLC  
MICHAEL EISENBEISS

IDACAL PROPERTIES LLC  
NIK BUICH

PAGE'S WINDOWS & MORE LLC  
PAM PAGE

Building Contractors Association of Southwestern Idaho



# Winter Masquerade Ball & Industry Awards

Friday, Dec. 7, 2018  
Riverside Hotel  
5:30 - 6:30 p.m. - Reception  
6:30 p.m. - Dinner/Awards/Dancing

\$60 per person by November 26th • **\$70 per person after November 26th**  
Assigned Seating  
Attire: Formal or Masquerade Ball Attire

Reservations must be made and paid for  
by November 26th.  
Call Emily at the BCA - 208-377-3550.  
MEMBERS ONLY



Special Room Rates are available for this event. \$97 a night,  
includes breakfast. Contact the Riverside to make room  
reservations. Mention BCASWI Christmas Party to receive  
special rate.



In the spirit of giving, everyone is  
encouraged to bring a new,  
unwrapped toy for *Toys for Tots*.

## - Sponsorships Available -

## Reservations



- Please provide the following information:
  - Name of each person.
  - Payment information (Visa/MC/Discover, check or cash) **All payments required in advance.**
- Assigned Seating. Tables of 8 can be reserved.
- \$60 per person by deadline. \$70 after deadline.
- Deadline for reservations is November 26th.
- Call 208-377-3550, fax 208-377-3553 or e-mail to emily@heritagewifi.com.
- NO SHOWS WILL BE BILLED.**

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

- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_
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- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_

\_\_\_\_ Check \_\_\_\_ Visa/MC/Discover

# \_\_\_\_\_ Exp. Date: \_\_\_\_\_

VCode: \_\_\_\_\_ ZipCode: \_\_\_\_\_

\_\_\_\_ Dinners = \$ \_\_\_\_\_

Signature \_\_\_\_\_



## ***Associate of the Month***

Karen Ellis, Four Point Five Real Estate

Karen was born and raised in Seattle and took the long way to Idaho via San Diego, where she worked as an administrator at UCSD Medical School setting up medical clinics, and as a liaison in 13 California school districts, answering directly to superintendents about the needs of special education children. Once in Idaho, Karen started the first PTA in Valley County with a membership of 200. Karen has been a real estate agent in Idaho since 1992. Her years of experience, knowledge, and passion for staying current in real estate standards has given her the expertise to assist her sellers and buyers with their investments. Negotiating the best price for her clients is foremost in her business. Karen has made educating herself a priority and has earned many professional designations including New Home Sales Professional,

Certified Residential Specialist, Graduate Realtor Institute, New Construction

Certified, Residential Construction Certified and Associate Broker. In the past, she has served as President of Central Mountain Multiple Listing Service. Currently, she is actively involved with the BCASWI, (Builder Contractor Association of Southwest Idaho). Karen plays an active role in the community, participating in local Chambers of Commerce, The Boise Regional Realtor

Association and a group called W.I.N. (Women in Networking) which she formed over four years ago. In her spare time, Karen enjoys hiking, traveling, and trying new restaurants. Karen may be contacted at 208-830-1717, Four Point Five Real Estate.

# **BCASWI FEATURED TRADES OF THE MONTH**

### TRADE:

### MEMBER COMPANIES:

Insulation:

Big City Insulation  
CBI, LLC  
Go Green Insulation And Concrete Lifting  
Marv's Insulation LLC  
Partner's Insulation LLC

Masonry:

All Weather Exteriors LLC  
Rose Masonry Construction LLC  
T & R Masonry LLC

Overhead Garage Doors:

Action Garage Door, Inc.  
Overhead Garage Door, Inc.

Trusses:

Inteframe Components, LLC  
Valley Truss Company

Each month the Membership Committee randomly draws BCASWI trades to list and feature 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.



<i>Status</i>	<i>Name</i>	<i>Members</i>
<b>STATESMAN SPIKE - 500</b>	Larry Van Hees	613.0
	Jerry Nemece	584.0
<b>SUPER SPIKES - 250</b>	Steve Martinez	297.0
	Dave Mortensen	285.0
	Ted Martinez	268.5
	Chuck Miller	269.0
	Jay Clow	262.5
<b>ROYAL SPIKES - 150</b>	Todd Amyx	220.5
	Chris Conner	215.25
	Bob Barnes Jr.	196.5
	Burt Smith	189.0
	Kent Mortensen	178.5
	John Seidl	167.5
	Pat Minegar	158.5
<b>RED SPIKES - 100</b>	Jeni Sexton	144.0
	Juston Hall	137.0
	Dave Yorgason	131.0
	Wayne Stacy	129.25
	Tracy Dixon	128.0
	Frank Varriale	126.0
	Bill Davis	119.0
	Ron Whitney	117.5
	Marie Hanson	111.0
<b>GREEN SPIKES - 50</b>	Dale Sullivan	97.5
	Dennis Schaffner	93.0
	Billy Mahan	85.5
	Eric Smith	77.5
	Doug Keller	73.5
	Bob Barnes Sr.	71.25
	Zach Evans	71.5
	Eric Stunz	64.5
	Vicki White	60.0
	Sarah Seidl	58.5
	Ray Rice	59.0
	Milford Terrell	57.5
	Ramon Yorgason	52.5
Steve Weeks	50.5	
<b>LIFE SPIKES - 25</b>	Joe Atalla	48.5
	Dale Conrad	42.5
	Craig Groves	41.0
	Russ VanWagenen	40.0
	Ted Mason	38.0
	Jake Centers	38.75
	Erick Wadsworth	32.0
	Dwayne Speegle	31.5
	Jon Hastings	31.0
	Dick Lierz	31.0
	Cody Weight	31.5
	Karen Ellis	31.0
	Trey Langford	28.5
	Bud Fisher	26.0
	Jeff Thompson	26.0
	Cade Coltrin	25.0

**BLUE SPIKES - 6**

Craig Hammett	20.5
Dan Richter	18.0
Steve Edwards	14.5
Barb McDermott	14.25
Shaun Urwin	13.0
Clay Conner	12.5
Tammy Schacher	12.5
Thomas Coleman	12.0
Reata Conner	12.0
Dan Foutz	12.0
Mark Wilkins	12.0
Heather Echeverria	11.5
Matt Knickrehm	11.5
Mike LaRue	11.0
Jason Peery	10.5
Kirby Robertson	9.5
Clay Boyce	8.5
Jeff Martell	8.5
Lars Hansen	8.0
Daniel Cullip	7.0
Justin Mai	7.0
Rod Givens	6.5
Kevin Howell	6.5
Don Flynn	6.0
Rob Pearce	6.0

**Candidates**

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

**4.5 - 5.75 Credits**

Dan Clark  
Corey Barton  
Mike Brown  
Todd Campbell  
Matthew Gardner  
Alicia Rodman  
Clint Rogers  
Stephen Sengelmann  
Lance Snyder  
Ray Westmoreland  
David Wipper

**3 - 4.0 Credits**

Chad Aland  
Brent Belveal  
Teri Campbell  
Corey Elitharp  
Nate Fehrenbacher  
John Flaherty  
Bryant Forrester

Rick Garret  
Terry Hammons  
Justin Hubble  
Jim Hunter  
Spencer Kofoed  
Christine Langhorst  
Tim Mallon  
Trudy Mallon  
Brian Morkid  
Abram Neider  
Don Newell  
Stan Ray  
Jaclyn Roberts  
Tracy Skidmore  
Ingo Stroup  
Marvin Ward  
Steve Warren  
Roger Wilson

**1.5 - 2.5 Credits**

Liz Amar  
Paul Anderson  
Dennis Baker  
Alan Berman  
Dave Buich  
Chad Christensen  
Terri Harvey

Mark Hixon  
Don Hubble  
Greg Johnson  
Jason Lloyd  
Jackie Metzger  
Chad Smith  
Christal Smith  
Jake Tunison

**.5 - 1.0 Credits**

Josh Anderson  
Kristine Asin  
Kami Brant  
Joel Cano  
Bob DeBolt  
Aaron Doughty  
Dave Evans  
Ryan Jennings  
Tucker Johnson  
Don Massey  
Kris Miller  
Bob Moffat  
Travis Perry  
Jason Ramsey  
Brad Zollinger

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.

# Annual Meeting of the Members



**\$25 Per Person**  
*Mark Your Calendar, Then  
Mark Your Vote*

Building Contractors Association of Southwestern Idaho

*Tuesday, November 13, 2018*

*11:30 a.m. Luncheon - Riverside Hotel (Aspen Room)*

*RSVP to Emily - 208-377-3550.*

*Program Topic: Year End Tax Tips - Jason Peery*

## 2019 Board of Directors Elections

Fax or e-mail reservations to Emily at 208-377-3553 / emily@heritagewifi.com. Full Names Required.

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

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

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Check In Mail  Charge my Visa/MC/Discover

Card# \_\_\_\_\_ Exp. Date: \_\_\_\_\_ Vcode: \_\_\_\_\_ Zip: \_\_\_\_\_

TOTAL: \_\_\_\_\_ lunch at \$25 each = \$ \_\_\_\_\_ Signature \_\_\_\_\_



**No Shows will be billed.**



# *Builder, Developer, Government Affairs Committee Report*

Reports from the Jurisdictions:

**Meridian Building Development** - -- Introduced its new inspectors that the city has hired, with these new inspectors being in place, they are hoping for quicker turnaround time. It is currently 10 day or less during this transition. Continue to still look at hiring more inspectors. City is still contracting out about 20 inspectors a day from Geo Tech until they get fully staffed. They have hired 20 new positions, and added new vehicles. The City is asking that the builder have their plans at the site and ready for the Inspector to review, this will make the process move much faster & efficient, which is the goal. Effective November 1, City will charge a re-inspection fee if plans are not on site and readable.

There were 200 SF homes in August, 132 SF in September. 292 Multifamily in September. They are still working to implement an a.m./p.m. Inspection for Residential Concrete

**Ada County Building Dept.** - 34 SF in September, slower this month. And a total of 140 permits pulled. Running 15 days or less to review plans

**Ada County Survey** - Review of the Final Plat Counts with the review time being 17 days and it was 14 days in September.

**ACHD** - Review of the ACHD impact fee report with totals through October. 15 percent increase compared to last year.

**Boise City** - Numbers are down from 46 to 40 for SF and 16 to 0 for MF. SF permits issued in September 2018 were 53% below September 2017. SF housing permits issued in Calendar year 2018 were 6% above Calendar Year 2017. SF housing permits issued in Fiscal Year 2018 were 9% above Fiscal Year 2017. Level 1 building permits taking 11 days for to review, level 2 is 15 days. No major issues with all the rain causing any erosions at this time. Everything is moving along good.

## **Local Report:**

**ACHD Vehicle Transportation fee.** Looking at raising between \$7-10 million a year with the highest increase to the individual would be \$30 on a new vehicle per year and \$18 average on all vehicles. The expected \$7-10 million would provide a big boost to ACHD's annual building budget. Boise City is not supporting, most other cities issued formal support.

**State Building Codes-** The 2018 Building Codes should be in discussion soon - small task force has been reviewing these codes.

**Anti-Growth Groups.** The BCA is working with NAHB on having an Economic Study done this coming year to show the economic impact the building industry has in Ada County. We are currently collecting numbers from all the cities that will be a part of this study, this should take about three weeks to create the report after all data is collected. With this report showing the numbers of jobs this industry creates, this should be a tool to have and use against these anti-growth groups.

Commissioner Jim Tibbs thanking the BCA for their support in his campaign.

## **Market Report:**

- New Median Price is down 8%. 2% increase from same month last year.
- New Construction affordability of the Median Price is down to 30% from last month at 32% (Freddie Mac & Fannie Mae Standards)
- New Construction Inventory is up to 879 from 774 last month. Last year at this time same time we were at 814 new homes.
- New Construction 2 month rolling supply is up to 3.1 from 2.7 last month.
- New Construction pending sales are down to 670 compared to 683 last month. Last year at this time we were at 684.

**Building Site Thefts-** They did bate a couple of guys and they were caught, they were from out of the state using a U Haul truck. Take this off the agenda.

**Anti-Growth Groups.** The BCA is working with NAHB on having an Economic Study done this coming year to show the economic impact the building industry has in Ada County. We are currently collecting numbers from all the cities that will be a part of this study, this should take two or three weeks after all data is collected. With this report showing the numbers of jobs this industry creates, this should be a tool to have and use against these anti-growth groups.

**Boise Fire Sprinkler & WUI Fire Codes.** There are a couple of new staff people that might make a difference on the Codes. Trying to bring some clarity to this. The City and Boise Fire are putting a letter together to clarify the square footage.

**Join us each on the second Tuesday at 3pm in the BCASWI Conference Room.**

# The Building Contractors Association of Southwestern Idaho

## 2018 Industry Awards Nominations

This is your opportunity to nominate your choices for 2018 Builder, Associate and Company of the Year. Annual Industry Awards for the Building Contractors Association of Southwestern Idaho are based on:

- Contributions to the industry activities that serve to better the industry as a whole.
- Contributions to the BCASWI as committee chairs/members, membership involvement/recruitment and leadership roles.
- The measure of financial and physical support provided.

**2017 Builder of the Year**  
**Joe Atalla, Berkeley Building**  
**Company**

**2017 Associate of the Year**  
**Barb McDermott,**  
**Washington Federal**

**2017 Company of the Year**  
**Ferguson Bath, Kitchen &**  
**Lighting Gallery**



If you have someone in mind for any of these awards, please nominate them by completing this form and fax it to (208) 377-3553 or return it to:

6206 N. Discovery Way, Ste. A  
Boise, Idaho 83713



### **DUE by November 15, 2018**

From those nominated, one builder member, one associate member and one company will be selected.

Builder nomination: \_\_\_\_\_

Why are you nominating? \_\_\_\_\_

Associate nomination: \_\_\_\_\_

Why are you nominating? \_\_\_\_\_

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

Why are you nominating? \_\_\_\_\_

**Winners will be announced and awards received at the 2018 Christmas Party,  
Friday, December 7th - The Riverside Hotel.**

## How Florida Builders Are Trying To Tackle A Construction Worker Shortage

October 24, 2018 - *Here & Now*

By Robin Young and Karyn Miller-Medzon

People across Florida's Panhandle are starting to return to their storm-damaged communities. In the worst-hit areas — Mexico Beach, Panama City, Apalachicola — rebuilding could take months, and in some cases years. That effort to rebuild is hampered by a severe labor shortage in the state's construction industry.

But Florida is not alone: A recent survey by the Association of General Contractors of America showed that 8 out of 10 of the country's building firms are unable to find the labor they require. But the state is among the country's most affected, with 82 percent of companies saying they'll be hiring in the next year.

Among those feeling the pinch are Mark Kessler of Kessler Construction and Doug Barton of Barton Construction, both of Tallahassee, Florida. They're also members of the Tallahassee Builders Association, which has requests for workers pouring in, according to its executive officer Lynne Edwards.

The problem started, Barton says, with the Great Recession.

"We lost 50 percent of our industry and they haven't returned," Barton says. "They went out and found other work."

Kessler says his company's average-aged framing contractor is 57 years old, and that he's missing people in every area of the trade — drywallers, plumbers, even office staff.

"In the construction industry if you talk to anybody, they're looking for help and they can't find it," he says.

As a result, homes that used to take three to four months to build now take six to eight. That means the bids are higher and customers are impatient, particularly when it appears that the companies just aren't making an effort.

"We struggled day to day to keep up with what we have had prior to the storm," he says. "We're struggling with a balancing act."

In addition to storms and the recession, cuts in legal and

illegal immigration are factoring into the shortage. There's been a heavy dependence on immigrant labor particularly after Michael, Kessler says.

One of the solutions, according to Barton, is to encourage and facilitate training for students, instead of pushing every teenager into college, which he says "isn't for everyone."

"We're trying to bring them together and tell them, 'In the construction industry, we need you — and it's lucrative,'" Barton says. He adds the high school program Future Builders of America is a good place for kids to start.

Young workers can make upwards of \$50,000 to \$60,000 a year just repairing air conditioners. Spreading that information and providing training, Barton says, will help build up the workforce.

Another advantage for students is winding up in the labor force debt-free.

When asked what they would like to say to the next Florida governor about the industry — and its tie to immigration policies — Kessler says he'd like them to recognize immigrants' important role in the industry.

"They are very hard workers. Oftentimes the immigrants are ... on the job before anyone else," he says. "They have a work ethic we don't see in our young kids now."

"We need to have a way for these folks to come in and do the work that our industry and other industries need."

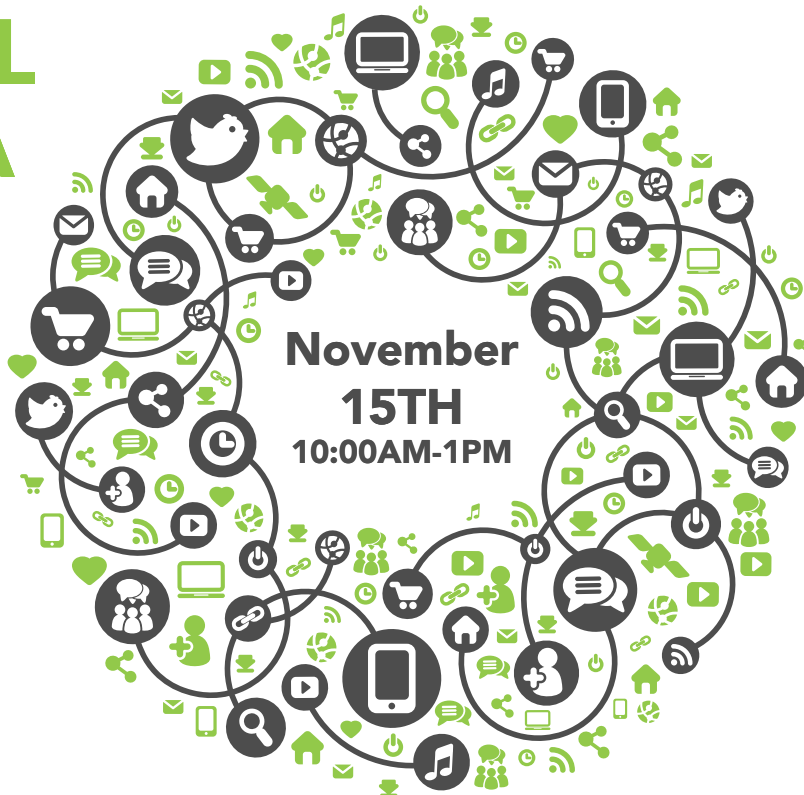
Despite increased storms and rising seas, neither Barton nor Kessler say they worry about the future of the Florida building industry.

"I think that Doug and I and other builders build very good homes, with the new code," Kessler says. "Quite the contrary — I think other states should follow our suit and build strong homes."

Kessler says he recognizes that human decisions impact the environment and climate. Barton, however, says he doesn't believe in climate change as a factor driving storms like Michael. He maintains that weather is cyclical, and he anticipates that to continue.

Instead, Barton plans to focus on building strong homes — if he can find the workers to do it.

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## *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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