

TheBuilder



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March 2018

Successful Membership Drive Crucial to HBACV's Future

The HBACV will officially kick off its 2018 Spring Membership Drive at the March 20th Hammer Time event at Ferguson Enterprises. The goal is to increase new members by 25% and maintain at least 85% retention of current members. The association is on its way by with this effort, bringing in six new members already this year. Let's keep the momentum going.

Membership Committee chairman and 1st Vice President Brent Lilly is leading the effort and our goal can be reached if each HBACV member makes a concerted effort to recruit a new builder, supplier, lender or supporting business. It is as simple as approaching others in the building industry you work with to discuss the value of HBACV membership.

Need help? New recruiting and membership-value materials are available to you from EO Bob Morgan. These materials can assist in articulating the benefits of the association.

Active membership is what creates a strong, stable and effective association which looks out for and supports our common values and goals.

As an incentive the NAHB is offering triple spike credits for each builder and associate member you recruit through the year. Our association could also earn up to \$3,500 in incentive prizes from the NAHB and HBAV. Hear more about this at the March 20 Hammer Time event.

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IRS: Home Equity Loans Can Be Tax Deductible

In a victory for NAHB remodelers and their customers, the IRS on Feb. 21 clarified that households that take out a home equity loan or line of credit may [take a tax deduction](#) when these loans are used for home improvements. NAHB has been pushing hard for this outcome since December, when the Tax Cuts and Jobs Act of 2017 was signed into law.

"This is a major victory for remodelers and for home owners who want to enhance and invest in their homes," said NAHB Chairman Randy Noel.

NAHB will continue to work with Congress and the administration as they hammer out the details of the new tax law.

Find Housing Data by Congressional District

NAHB has teamed up with the survey firm Morning Consult to deliver a website that offers a wide range of housing and polling data specific to congressional districts and major metropolitan areas.

The new "[Housing Portal](#)" enables builders, developers and their advocates to demonstrate to policymakers the importance of the housing industry.

The user can click on any state on the U.S. map to see a range of housing data specific to that state. The user can then drill down to see housing economics and survey data for congressional districts in that state.

The site also features a "generate report" function that allows the user to produce a report showcasing data from any state or congressional district of interest.

NAHB Advocacy Delivers Value for Members

Delivering value to members is what NAHB is all about. NAHB economists have crunched the numbers and found that the Association's advocacy victories in 2017,

along with other member benefits, will deliver a value of roughly \$7,500 per housing start in 2018. Visit the [valueofnahb](#) website for more information.

Video Highlights from NAHB Board Meeting

If you missed the NAHB Board of Directors Meeting or the Meeting of the Members, you can still see [video highlights](#) from Builders' Show meetings that took place in Orlando in January.

The site also includes videos from key committee and council meetings.

Please start making plans to attend the [Builders' Show](#) in Las Vegas in 2019.

Replay of NAHB Webinar On New Tax Law coming

To help all NAHB members understand how the recent tax reform law that took effect Jan. 1 could impact their businesses, the NAHB members-only webinar, Tax Reform and Your Bottom Line, was recorded and will be made available on the NAHB website after March 25.

Go to this link, nahb.org/taxwebinar, to access the recording.

The webinar is geared to builder members and small-business associate firms.



Builder Member of the Month

Terry Morcom

Morcom Building has been serving the Central Virginia area for over 50 years with current member Terry Morcom, a second generation builder, serving as president.



Morcom is a multi-faceted firm serving clients who are building, buying, or selling. The firm has a building and real estate footprint from Smith Mountain Lake to Lynchburg, Amherst, Bedford, Campbell, and Nelson Counties to Wintergreen.

The details: Terry Morcom has been a participating member for more than 20 years; board member for more than 10 years; HBACV officer for eight years and twice served as President. Currently on Board of Directors.

Contact: (434) 929-5599

Website: <http://www.morcomhomes.com/building>

Mailing Address: PO Box 487, Monroe VA 24574.



Associate Member of the Month

Paul Kluender

Entering its 71st year of continuous service Lynchburg Ready Mix still follows the vision of its founder, J.C. McCarthy - "find a need

and fill it." Today's fleet of trucks and sophisticated batch plants delivers ready-mix concrete throughout Central Virginia. Paul Kluender heads up the residential sales team and has been a steady presence with the HBACV for more than two decades. The firm has plants in Lynchburg, Bedford, Amherst and Appomattox. The firm has been active with the HBACV since 1974 and "board-active" since the 1980s.

The details: Paul Kluender has been a participating member for 25 years; Past Associate Vice President; Currently on Board of Directors.



Contact: (434) 846-6563

Website: <https://lrmcc.com>

Mailing & Physical Address: 100 Halsey Road, Lynchburg, VA 24501

2018 HBACV LEADERSHIP

Executive Committee:

Jeff Wieczorek - President
Brent Lilly - 1st VP
Joe Hepler - 2nd VP
Jim Minear - Sec/Trea
Chris Hargis - Assoc. VP
Chris Mowry - Past Pres.

Board of Directors

Gordon Cudd
Allen Dukes
Mike Forren*
Matt Holley
Paul Kluender
Barry Layne
Steve Mays
Tammy Mikkelsen*
Terry Morcom
Rosalie Richman
Sandy Speck*
Matt Yeatman

* new to board in 2018

HBAV BUILD-PAC:

Chris Mowry, trustee

HBAV Legislative:

Chris Hargis, HBACV rep

NAHB National Director:

Jeff Wieczorek

HBACV Executive

Officer:

Bob Morgan

CONTACT THE HBACV:

Office: (434) 385-6018

Cell: (434) 841-7588

Email: Bob@hbacv.org

Scholarship Deadline is April 17

The HBACV annually provides four college scholarship grants and is reminding members the deadline to apply is fast approaching. Parents of eligible children or grandchildren can get an application online or by contacting the HBACV office.

To qualify, the student must:

-- be a child or grandchild (by blood, marriage, or adoption) of an owner or employee of a company that is a current member in good standing of the Home Builders Association of Central Virginia.

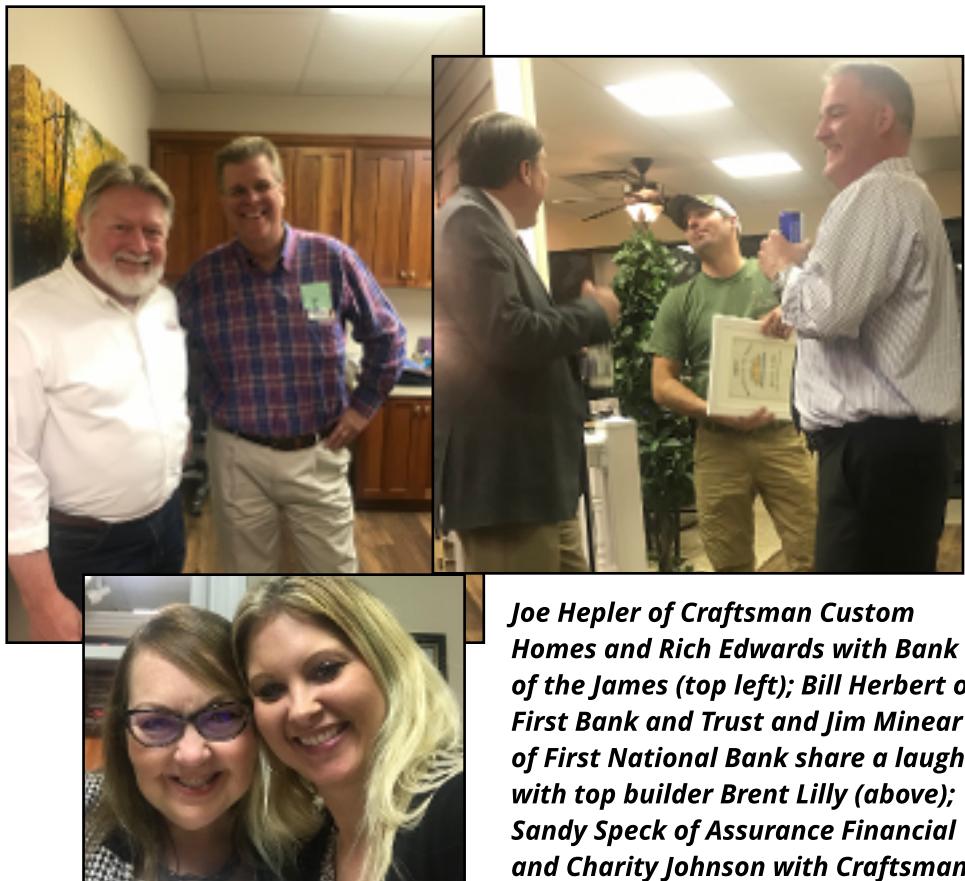
-- be a high school senior OR undergraduate college student.

Applications must be received in the HBACV office via mail or e-mail no later than 5:30 pm on April 17. The application is available online at www.hbacv.org and at the HBACV office at 20334 Timberlake Road, Ste 3.

Contact EO Bob Morgan for additional information or if you have questions.

February Hammer Time at Craftsman

2017 Superlatives of the Year Awarded to Lilly, Wieczorek



Joe Hepler of Craftsman Custom Homes and Rich Edwards with Bank of the James (top left); Bill Herbert of First Bank and Trust and Jim Minear of First National Bank share a laugh with top builder Brent Lilly (above); Sandy Speck of Assurance Financial and Charity Johnson with Craftsman get close for a selfie.

The Home Builders Association of Central Virginia handed out its 2017 Superlatives of the Year at the February Hammer Time event hosted by Craftsman Custom Homes. Brent Lilly of Lilly Construction was named the 2017 Builder of the Year and Jeff Wieczorek of Member One Federal Credit Union was named Associate of The Year.

Also honored were Chris Mowry of Long Meadows, Inc. for his service as the 2017 HBACV President along with 2017 committee chairs Barry Layne of DS Zechini Construction (Golf Tournament), Jim Minear of First National Bank (Raffle & Scholarship) and Rosalie Richman of BB&T (Christmas Gala).

The team at Craftsman of Joe Hepler, Steve Ellis and Charity Johnson were gracious hosts ensuring a successful event. The HBACV's next monthly membership event will be March 20 at Ferguson Enterprises.

HBACV \$10,000 Raffle - Have you bought your tickets yet?



The HBACV Scholarship Fundraiser

\$10,000 Raffle

Presented by Atlantic Bay Mortgage

Other Sponsors Include: Select Bank, Assurance Financial, Bank of the James Mortgage

Heavy Hors D'oeuvres & beverages @ 6 pm | Raffle begins @ 6:30 pm

At The GLASS HOUSE 1019 Jefferson Street | Lynchburg, VA 24502

Tickets: \$125
(admits two adults)

Nine
Non-Cash Prizes
Also Awarded

247th ticket drawn wins \$1,000

248th ticket drawn wins \$1,500

249th ticket drawn wins \$2,500

250th ticket wins the \$5,000 Grand Prize

**Gala event
& Drawing
Friday, April 27**

This event supports the HBACV College Scholarship Fund which provides annual grants to four local students.

For tickets, email bob@hbacv.org or call 841-7588.

Stronger ticket sales needed for Raffle to be a solid success

The Home Builders Association of Central Annual \$10,000 Raffle, our major fund raiser for the College Scholarship Fund, needs the help of every member so that we can reach the goal of selling all 250 tickets. Tickets are available from committee members or the HBACV office.

This popular event will again be at the Glass House in downtown Lynchburg and features great food catered by SuzyQ and two open bars. The event begins at 6 pm on Friday,

April 27 and each \$125 raffle ticket admits two adults. There will also be a DJ and great music.

The cash prizes - a chance to win part of \$10,000 - is the main draw. This year we will be awarding four cash prizes: the 247th ticket drawn wins \$1,000; the 248th ticket drawn wins \$1,500; the 249th ticket drawn wins \$2,500 and the 250th ticket wins the \$5,000 Grand Prize. Nine additional "non-cash" merchandise prizes will also be awarded.

**Get a great deal
when you purchase
three tickets!**
**Tickets are \$125 each
and admit two
people. The ticket is
your chance to win
one of the 14 cash and
merchandise prizes.**

**If you buy three
tickets, the third is
just \$50. Get three
tickets for only \$300
- a savings of \$75!**

The event "name" sponsor is Atlantic Bay Mortgage. Other sponsors include Assurance Financial, Select Bank and Bank of the James Mortgage. There is one sponsorship (Food) still available. For more information or to reserve tickets email at bob@hbacv.org or call (434) 841-7588.

Get Your Company News In The Builder

If you have events, seminars and news about your company we want to help you get the word out.

Send your company happenings to bob@hbacv.org to be included in our Monthly Newsletter.

WORKPLACE SAFETY TIPS FOR OUTSIDE SITES

1. Wear safety goggles, sturdy shoes, and long pants when using lawn mowers and other machinery.
2. Protect your hearing when operating machinery. If you have to raise your voice to talk to someone who is an arm's length away, the noise is harmful to your hearing.
3. Make sure equipment is working properly.
4. Wear gloves skin irritations, cuts & contaminant protection.
5. Use insect repellent containing DEET.
6. Follow instructions and warning labels on chemical and lawn and garden equipment. (NOTE: If workers use consumer chemical products in amounts and/or frequencies that exceed typical consumer use, employers must obtain a safety data sheet (SDS) for the product, ensure it is properly labeled, and train workers in hazards & safe work practices.)
7. Reduce risk of sunburn and skin cancer by wearing long sleeves, a wide-brimmed hat and sunshades. Use sunscreen with an SPF of 15 or higher.
8. Monitor the thermometer and take precautions in the heat.
9. When working in hot weather, remind workers to drink plenty of liquids, but not those that contain alcohol or large amounts of sugar, as they can cause you to lose body fluid.
10. Pay attention to signs of heat-related illness, including high body temperature, headache, dizziness, rapid pulse, nausea or confusion.

For more info got to: Safety.blr.com

HAPPENINGS ABOUT HBACV MEMBERS

NEW HOME SEMINAR

Two HBACV members will be conducting a free Home Building Seminar Tuesday, March 20 at 7 pm.

Joe Hepler with Craftsman Custom Homes and Sandy Speck with Assurance Financial will offer this program from 7 pm to 9 pm at the Hilton Garden Inn in Lynchburg. The seminar will address questions about the process involved in buying, building and borrowing for a home. While the event is free, participants must register in advance by emailing jhepler@craftsmanhomebuilders.com



AWARD-WINNING HBACV MEMBERS

Sixteen HBACV Members were listed in the 2017 News & Advance Readers Choice Awards.

These members are: RM Gantt Construction; Lilly Construction; LG Flint Construction; Wooldridge Heating & Air; The Floor Show; Lloyd Concrete; Custom Structures, Piedmont Floors, Spectrum Stone Designs; One Stop Home Improvement Shop; Rempfer Construction; Foster Fuels; Dodson Brothers; Southern Air; Watt Petroleum; and Maddox Air & Electric.

April Is New Homes Month - Plan Your Promotions Now



Spring is home building and home buying season

It's no coincidence that people are generally happier in springtime. Compared to the colder, darker days of winter, spring is the opportunity for a fresh start – from planting a new flowerbed to starting a new baseball season. And for many Americans, it's when they plan on buying a new home. As the momentum of home buying season continues to grow, the home building industry celebrates New Homes Month in April.

As a builder member of the HBACV, you should be developing promotional plans for the spring and using April - New Homes Month - as a springboard. If you need help with ideas talk with EO Bob Morgan for information available through your local association and from the National Association of Home Builders website.

At this time of year, millions of people are searching for a new home that's perfect for their lifestyle. That is why you want to take this month-long opportunity to showcase the many advantages of owning a newly-constructed home.

Many home buyers are seeking a unique new home that offers energy efficiency, spaciousness and warranties. They also want the ability to select their favorite appliances, flooring, paint colors and other design elements to give their home a personal touch from the day they move in. There are many other benefits of owning a new home that might be less obvious, but are often found to be just as valuable.

Strong Sense of Community: Many home builders will host community parties to help neighbors of all ages meet and connect.

Room to Entertain: Today's home builders are creating more open spaces for convenience and modern living.

A Clean Slate: In a new-built home everything is already just the way you want it.

Peace of Mind: New homes can accommodate today's advanced technology and be customized to meet the individual homeowner's needs. And knowing that the home was built to the latest safety codes gives the owner added assurance.

HELP US HELP YOU: Promote your event with The Builder

- **Let your Home Builders Association of Central Virginia team know if you have any special promotional plans for your business to celebrate New Homes Month in April.**

- **Contact EO Bob Morgan about open houses for new homes, spring and summer incentive packages for customers and clients.**



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Decades Later, Buyers Still Want Storage

Despite eight decades and a multi-generation divide, prospective home buyers in 1938 expressed preferences for many of the same features and amenities favored by today's home buyers.

Published by Simon and Schuster, Inc., The 1938 Book of Small Houses includes the results of an extensive consumer poll distributed to 250,000 public utility customers in New York state.

With more than 11,000 responses, the survey provided a clear vision of local attitudes and expectations. The authors, the editorial staff of *The Architectural Forum* magazine, considered the findings of national significance.

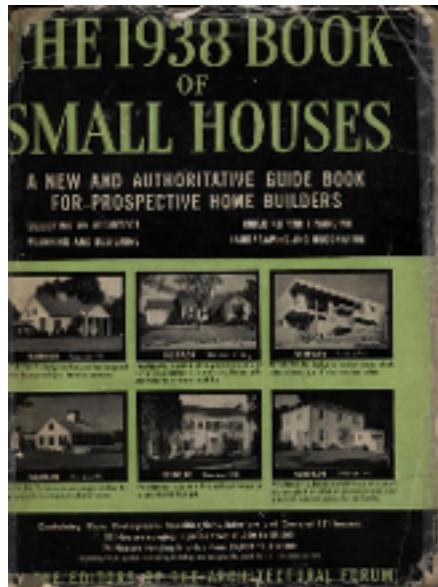
The majority of the customers surveyed were renters (58%) and 67% of them said they would expect to pay between \$5,000 and \$10,000 if purchasing a home.

Based on the survey results, the authors also defined a composite "Five Star House." It included a full basement complete with a recreation room, laundry, fruit and vegetable storage (pantry) and an "automatic heating plant with provision for circulation of air" (aka, a furnace). A dumbwaiter was also high on the list.

Much like today, buyers said essential features on the main floor included plenty of electrical outlets, a separate dining room, a dining nook in the kitchen, a bedroom or den, a lavatory, kitchen cabinets, a kitchen ventilating fan and an entrance vestibule. Optional features included a laundry chute, a porch and an attached garage.

On the second floor, the respondents wanted three bedrooms, two bathrooms and plenty of closet space. Options included a sleeping porch and additional storage space.

And much like today's home buyers, the majority — 61% — preferred a suburban location. Another 34% wanted to be further out, and only 4.5% wanted a close-in location.



Ideas for Builders from 'The Architectural Forum.'

UPCOMING HBACV EVENTS

- **March 20 (Tues.)**

Hammer Time: Hosted at Ferguson Enterprises. Program: Spring membership drive kickoff; Spring Raffle Push; Taking advantage of NAHB and HBAV discounts. Starts at 5 pm. Please RSVP to bob@hbacv.org.

- **April 17 (Tues.)**

Hammer Time: Hosted at Assurance Financial. Program: Spring membership drive competition update; General Assembly wrap; Spring Raffle push). Starts at 5 pm. Please RSVP to bob@hbacv.org.

- **April 27 (Fri.) HBACV Spring \$10,000 Raffle:**

Scholarship gala sponsored by Atlantic Bay. The ticketed and catered event offers \$10,000 in cash prizes and is scheduled from 6 pm to 9:30 pm at The Glass House in downtown Lynchburg. Contact Bob or a member your "winning" ticket.

- **Spring Education Program:**

Seminar class on state uniform building code changes with local inspectors; Site, date and time to be determined after General Assembly action.

Member Feedback Is Needed - Complete the Survey

HBAV Wants Your Input On Set-Asides

Almost every year, legislation is introduced to allow localities to enact ordinances that would require the development community to set aside a certain percentage of units within a project classified as "affordable" to individuals or families earning within a range of area median income (AMI). While HBAV firmly believes that there is a strong and growing demand for the production of a diversity of housing stock in all areas of the Commonwealth, it does not believe that mandatory set-asides have been an effective tool in spurring the production of "affordable housing" or "workforce housing".

However, it is very likely that these bills will continue to be introduced every Session and HBAV would like to pro-actively advance alternatives.

With that in mind, HBAV and its VP for Legislative Affairs, Andrew Clark, will be working with a group of legislators and

stakeholders over the remainder of 2018 to develop potential legislative initiatives for the 2019 General Assembly Session. Ther HBAV and its local HBAs feel these initiatives would provide the private-sector additional incentives to develop and build these units as well as remove local and/or state impediments to the production of these units.

The HBAV's stakeholder group has several concepts that it will be working on but it wants to get the thoughts and input from as many local HBA's as possible.

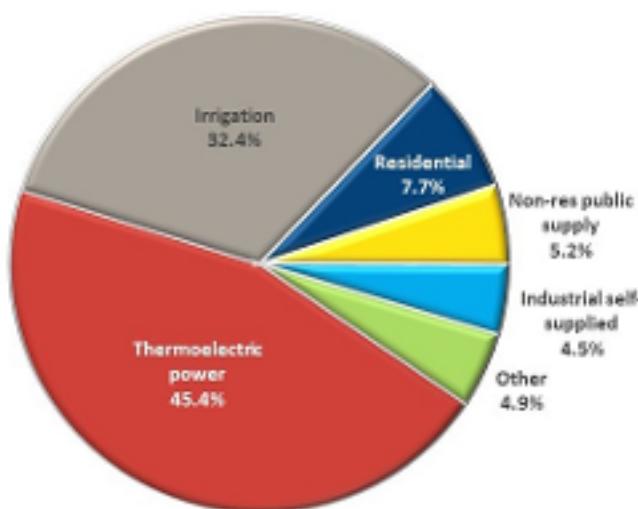
[Click here to complete the survey with your thoughts and suggestions by clicking here!](#)

Your feedback will be used solely by HBAV and not shared with anyone outside of its office. Please take a moment to complete the survey above and feel free to contact Andrew Clark at HBAV if you have any questions.

How Much Water Do Homes Use?

U.S. Water Use:
355,000 Million
Gallons Daily

Source: Estimated
Use of Water in the
United States US
Geological Survey
Circular 1405



The residential sector accounts for less than 8% of water used in the U.S., according to an NAHB analysis of U.S. Geological Survey information. The average home uses 260 gallons per day. The survey also revealed a distinct geographic pattern with relatively low use per home in most upper Midwest and New England states, and higher per home use in the central South and West, especially in mountain and desert states.

Americans Are More Open to Tiny Homes

Americans are increasingly open to the idea of living in a tiny home or owning a driverless car, according to results of recent polling for the National Association of Home Builders. The poll was conducted in late 2017 by the polling firm Morning Consult.

NAHB asked adults if they would consider buying a [tiny home](#) (less than 700 square feet). A majority (53%) said 'yes' or 'maybe' to the idea.

Looking at the future of [driverless cars](#), questions remain about consumer demand for such cars and how they might affect housing and land use decisions.

Polling found that 59% of adults would at least consider the possibility of buying one of these cars if a safe and reliable model is made available.

OSHA Extends Crane Operator Deadline

At NAHB's urging, OSHA is delaying by one year its [crane operator certification](#) deadline. The deadline is now Nov. 10, 2018. OSHA is also extending for the same one-year period the employer duty to ensure that crane operators are competent to operate a crane safely. NAHB remains concerned that OSHA's requirements for third-party certification of crane operators are too restrictive.



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Get your message in front of hundreds and also support the HBACV

How?

Advertise in The Builder

The Builder is the official publication of the Home Builders Association of Central Virginia and is delivered monthly to current and past members of the association as well as targeted non-members in the local building industry. The newsletter is delivered via email, web and social media placement and as a print product upon request. This allows you to get your message consistently before the most influential decision-making professionals in the building, remodeling and housing industry in Central Virginia.

The Builder is produced monthly and includes 12 to 16 pages per issue.

The Builder's rates provide prices significantly lower than any other marketing avenue available to you in the greater Lynchburg area.

Get a great deal

Newsletter Sponsorship - two available. This provides a full-page ad in each issue and banner mention on the front page. Cost is \$1,250 a year.

Sponsors also receives a monthly post on the HBACV Facebook Page.

Newsletter ads (sizes and rates).

- **Full Page** - \$125 per issue. (8 x 10.5 inches)
- **Half Page** - \$75 per issue. (4 x 10.5 inches or 8 x 5.25 inches)
- **Quarter Page** - \$50 per issue. (4 x 5.25 or 2.5 x 10.5 inches)
- **Eighth of a Page** - \$25 per issue (2.5 x 2.5 inches)

All ads are discounted 10% when purchasing three months or more in a single buy.

The Small Print

Ads need to be provided to the HBACV in a digital format (300 dpi) in either PDF or JPEG format. Ads can be color or black and white. Ad deadline is the first day of each month. (Example: An ad in the Feb. 12th newsletter is due no later than Feb. 1). Ads that are an incorrect size will be adjusted to fit the purchased space. Advertising charge will be invoiced and payment must be made within 30 days.

NEW MEMBER NEWS

■ **Log Homes By Jack** has joined the HBACV. The company is new to the HBACV but has been a participant in our past Home Shows. The owner is Jack Hutslar who is an Authorized Dealer for Southern Timber Craft and also for STC E-Panel systems. Hutslar, Ph.Ed., is a retired college professor and has headed Log Homes By Jack for more than a decade. His showroom is located in the Forest Graves Mill Center - unit E06.

■ **Fisher Drafting & Design** has joined the HBACV. The company offers custom home and small commercial design services, semi-custom (remodeling) design services, drafting services and interior and exterior rendering services including computer 3D walk through project renderings. Owner Robert Fisher has worked in the past with several local builders and HBACV members.

■ **Central Technology Solutions** has joined the HBACV. The company provides IT Support, computer support and consulting to small and large businesses. Led by owner Tommy Vaughan, CTS also offers Managed IT Services, Cloud Computing, Business Communication services, Data Services, Network Cabling, Video and Physical Security and Hardware and Software services. The firm is located at 20334 Timberlake Road.

Thank You New Ad Sponsors

Member Marketing Supports

HBACV Web & Newsletter

Assurance Financial and **Bank of the James Mortgage** are the newest members to take advantage of marketing opportunities in the HBACV newsletter, The Builder. Make sure you thank Sandy Speck and the team at Assurance and Rich Edwards and the team at Bank of the James.

The HBACV encourages members to market services and products to members and others in the area building industry through advertising options available in The Builder Newsletter and the HBACV Website. This ongoing support allows HBACV to provide additional educational opportunities, improved business networking events, advocacy for members and a greater positive impact in the community. (See the story on page 12 for additional information on how to advertise through the HBACV.)

HBAV Spring Committee Meetings this Thursday In Richmond

HBAV members will gather in Richmond on Thursday for the Spring HBAV Committee meetings and Board Meeting. All HBAV members are welcome to attend the luncheon. HBAV committee's are appointed by the 15 local Virginia associations. Committees meeting are: Legislative Committee, HBAV Build PAC Trustees, Membership Committee, Associates Committee, Local EO's, Local Presidents, HBAV Education Foundation and HBAV Insurance Agency. Registration deadline is today for the meetings/lunch ,[please CLICK HERE.](#)



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Tax Credit Extensions Included in Budget Accord

Congress retroactively extended a number of expired energy and home owner tax provisions as part of the Bipartisan Budget Act of 2018. **The following tax credits** were reinstated on a retroactive basis for 2017 only:

Mortgage insurance premiums: Subject to income phase outs, consumers who file their taxes can deduct premiums paid for private mortgage insurance in 2017.

Mortgage forgiveness tax relief: The budget accord eliminates any taxes home owners might face due to renegotiating the terms of a home loan, which result in forgiving or canceling a portion of the outstanding mortgage, particularly in connection with a short sale. This pertains to debt discharged in 2017, but not in 2018.

Disaster Recovery Funds Allocated

The Department of Housing and Urban Development has released its policies regarding how it will allocate \$7.39 billion in Community Development Block Grant disaster recovery (CDBG-DR) funds provided by the 2017 Supplemental Appropriations for **Disaster Relief**.

The policies apply specifically to CDBG-DR funds used for disaster relief, long-term recovery, restoration of infrastructure and housing and economic revitalization.

Importantly, CDBG-DR supplements other federal programs to address unmet recovery needs.

HUD allocated \$5 billion for Texas, \$616 million for Florida, \$1.5 billion for Puerto Rico and \$243 million for the U.S. Virgin Islands.

Section 45L Credit for Energy-efficient New Homes

Homes: Provides a \$2,000 tax credit for the construction of homes exceeding heating and cooling energy standards by 50%. The base energy code is the 2006 International Energy Conservation Code plus supplements. Builders must have a tax basis in the home to claim the credit.

Other tax credits included in the final bill are the Section 179D Energy Efficient Commercial Buildings Deduction and the Section 25C Tax Credit for Qualified Energy Efficiency Improvements.

The Trump Administration noted that these extensions do not indicate that comparable extensions will occur in the future.

Lumber Exports Are on the Rise

Even as punitive duties averaging more than 20% were imposed on Canadian softwood lumber imports in 2017, domestic producers were shipping record amounts of lumber overseas.

U.S. exports overseas climbed 9% in 2017, compared to a modest 1% increase in 2016 and a sharp 16% drop in 2015. Exports to China, the largest U.S. offshore customer, were up 21% from 2016. Producers of southern yellow pine exported 41% more to China in 2017 than they did in 2016.

At the same time that domestic lumber producers claimed they were being harmed by Canadian imports, they were sending record amounts of softwood lumber overseas because they could charge a higher premium to foreign nations.

Home Builders asking Congress for help in making OSHA less 'heavy-handed'

Testifying before Congress earlier this month, the NAHB called on the Occupational Safety and Health Administration (OSHA) to expand its small business compliance assistance to help home builders and other small business owners improve the safety of their operations.

Speaking on behalf of NAHB at a House subcommittee hearing on "a more effective and collaborative OSHA," J. Gary Hill, a custom home builder from Greensboro, N.C. and 2018 chairman of the NAHB Construction Safety and Health Committee, told lawmakers that reforming and improving how OSHA operates is a top priority of the housing industry.

"In recent years, OSHA has unleashed a regulatory tsunami on the construction industry," said Hill. "The significant growth in the number and scope of regulations, along with the associated costs of these regulations, has raised concerns from NAHB members about OSHA's heavy-handed enforcement practices and procedures."

According to the Small Business Administration, federal regulations cost small businesses 60% more per employee than it costs large businesses, and compliance with these regulations can average as much as \$7,000 per employee.

"In our industry, a sizeable share of these regulations comes from OSHA, and the costs imposed by OSHA regulations are financially onerous to every aspect of the home building industry," he said.

Hill outlined three steps that OSHA can take to improve operating procedures to make regulatory compliance more cost effective and the agency more user-friendly for small businesses. At the same time, he noted how OSHA can boost housing affordability and continue to improve worker safety in the home building industry:

- **Focus agency efforts on providing employers with compliance assistance and training for existing regulations and standards so that OSHA is not needlessly piling on regulatory burdens that small businesses cannot effectively meet. By pursuing a collaborative relationship with trade associations and their members, OSHA will better be able to educate employers about the responsibilities specified in the agency's standards and regulations.**
- **Develop innovative ways to partner with employers to achieve compliance. Small employers need help understanding the complex OSHA regulatory regime and want assistance in identifying hazards that pose the greatest risk of a worker being injured.**
- **Modernize methods to disseminate compliance assistance information to include video-based education segments and checklists viewable from computers, tablets and smartphones.**

"By pursuing achievable reforms ... the administration can succeed in making OSHA more user-friendly for small businesses while also improving worker safety," said Hill.



"In recent years, OSHA has unleashed a regulatory tsunami on the construction industry."

- Builder J. Gary Hill
testifying for NAHB

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Doing Business with a Member Creates a Stronger Association

The HBACV provides full contact information for all members to all other members through our website and through our office. Building your HBACV network allows you to provide members with service and resource information aligned with their needs and your products. In addition, because you are a member of the local, state and national associations, you can get access to membership lists in adjacent territories. Do business with a member and support those businesses that support the HBACV.

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