



**Northern
Colorado**
Home Builders Association

1907 N. Boise Avenue, Loveland, CO 80538

(970) 686-2798

www.nocohba.com

March 2022

Message from our EO

Welcome to March!

Did we come in like a lamb or lion? It's hard to tell, but no matter what the weather has in store for us, it is nice that we have been able to hold more "normal," HBA activities. On February 24th we held our first Quarterly NoCo HBA Members meeting for 2020 here at the office and had around 30 people attend! It was great to see so many new faces, and I am glad that Ian Simkiss, with Centennial Leasing & Sales, was able to hook us up with cocktail tables so we had room for everyone.

If you were able to join us, you heard about our Strategic Goals for Membership, Government Affairs, Workforce Development and Public Affairs. Today I want to talk to you about Membership. Membership and relationships are what makes an association successful! In 2022 the Board, Staff and Membership Committee will be working with you to build our membership to more than 400 members! This is easily attainable! If each of you (317 current members) get one business associate, client or friend to join, we can blow this goal out of the water!

As an incentive, you will be entered into a drawing for Registration, Hotel and Air-Fare for the 2023 International Builders Show in Las Vegas for every two people you sign up as a member.

So, what are the benefits of membership? Through your membership, you will have someone at the Local, State and National level who has your back and advocates for you and your business politically. You have access to in-depth economic analysis of the home building industry and access to educational programs and professional designations that help you to grow yourself and your business. Networking opportunities to build relationships with your peers, business partners and future customers. You can also take advantage of a builder rebates and/or member discounts that save you money!<https://www.nahb.org/nahb-community/member-benefits>

As an example, if you are in the market for a new vehicle, you can take advantage of rebates from Nissan or GM (<https://www.nahb.org/nahb-community/member-benefits/savings>). I was recently in the market for a new truck. Ian and Jeff, at Centennial Leasing and Sales, helped me to find what I was looking for, set up convenient times for my wife and I to test drive options, and made the buying process easy! I will be getting my new truck in April and I got it for a great price. I also received a \$3,750 incentive, enough to pay for nearly six years of NoCo HBA memberships.

- Kelly Schramm

Strong Turnout at 2022 Builders' Show

More than 45,000 home building professionals filled the exhibit halls of the Orange County Convention Center in Orlando as the National Association of Home Builders hosted the NAHB [International Builders' Show®](#) (IBS) Feb. 8-10, which followed extensive health and safety protocols.

IBS and the Kitchen & Bath Industry Show (KBIS) again combined for the Design & Construction Week® (DCW), which drew more than 70,000 attendees. More than 800 IBS exhibitors displayed their products across 425,000 net square feet.

Materials Prices Rise Again in January

The prices of goods used in residential construction ex-energy climbed 3.6% in January (not seasonally adjusted), according to the latest Producer Price Index (PPI) report released by the Bureau of Labor Statistics. The [index was led higher](#) by a 25.4% jump in softwood lumber prices, and 9% price increases for indoor and outdoor paint.

Building materials prices increased 20.3% year over year and have risen 28.7% since January 2020. Over the past four months, the index has climbed 8.4%.

U.S. Lowers Duties on Canadian Lumber

With lumber prices experiencing extreme price volatility this year and harming housing affordability, NAHB has relentlessly been calling on the Biden administration to reduce duties on Canadian lumber shipments into the United States.

On Jan. 31, the Commerce Department took a positive step forward by issuing its third administrative review to [reduce duties](#) on shipments of Canadian lumber into the United States from 17.99% to 11.64%.

Rising Home Values Pricing Out Millions

Rising home prices and interest rates are taking a toll on housing affordability, with 87.5 million households — or roughly 69% of all U.S. households — unable to afford a new median priced home. In other words, seven out of 10 households lack the income to qualify for a mortgage under standard underwriting criteria.

The data comes from NAHB's recent 2022 [priced-out estimates](#), which show that if the median price goes up by \$1,000, another 117,932 households would be priced out of the market.

Townhouse Construction Surged in 2021

Townhouse construction jumped 28.1% in 2021, according to [NAHB analysis](#) of the most recent Census data. Medium-density construction lagged for much of 2020, with persistent affordability headwinds, and housing demand shifting to more suburban and exurban areas. However, demand for medium-density neighborhoods returned as the economy more fully reopened during the past year.

During just the fourth quarter of 2021, single-family attached starts totaled 39,000.

Message from our Chair



Happy March, All.

We have mentioned the worker shortage and are really feeling the pinch here in Northern Colorado. The attached article paints a nearly dismal picture of the status of our industry's current pool of skilled workers. Your NOCO HBA is working as quickly as we can to put some plans in place to help feed the local market new trained hands. Our Workforce Development group is moving into NOCO high schools and trade schools with curriculum already proven successful in the Denver and Colorado Springs areas. We're spreading the word and working to put these plans in place and, as usual, we need your help: spread the word, use your contacts and resources and get involved. Donate if you can to help sponsor the program in these schools. There's always room for one more voice at the table, especially on a project this big. Can you reach out for sponsor funds? Could you see yourself teaching a class? Or hiring a student onto your jobsite? Ask Ian Simkiss (isimkiss@centleasing.com), the project lead, what he needs and how you can participate. Or, sponsor a scholarship through our NOCO HBA Foundation by emailing Zac Knuppel (zac@buyfromsa.com), the Foundation scholarship coordinator. Thanks, Folks!

[ABC: Construction Industry Faces Workforce Shortage of 650,000 in 2022 | Benzinga](#)

Economic Impact.

[Podcast: The Potential Economic Impact of the War in Ukraine on Housing](#)

On this episode of Housing Developments, CEO Jerry Howard and Chief Lobbyist Jim Tobin talk with NAHB Chief Economist Dr. Rob Dietz about the current and potential economic impacts on housing brought on by the war in Ukraine and the associated international sanctions.

Upcoming NoCo Events

The **NOCo HBA Home & Remodeling Show** is the one-stop shop for all housing needs! Its more than an event, it's an experience - where customers can find inspiration from the latest trends and innovations in building, remodeling design, landscaping and much more. With over 10,000 square feet of booths from industry experts, customers are sure to find what they are looking for! Don't miss out on participating in this year's event. For more information, call the HBA office at (970) 686.2798 or register for a booth [online](#).



NoCo HBA Construction Connection with Journey Homes

Join NoCo HBA and Journey Homes in their upcoming Construction Connection. This event will give you an opportunity to meet the staff of Journey Homes, gather information on upcoming developments, and networking opportunities with other HBA members.

Date: March 23, 2022

Time: 5:00PM-7:00PM

Location: 1825 106th Ave, Greeley, CO 80634

Free - registration required. Can register through your [memberzone](#) account or online at www.nocohba.com

Are you ready for our **Annual Golf Tournament?** Team Registration and sponsorship opportunities open this Friday, March 11th. Please visit our [website](#) for online registration and additional information.

Want to get more involved with NoCo HBA? Join a HBA committee.

Workforce Development: Second wednesday of the month at 3pm. In person at the HBA office.

Membership Committee: Third Wednesday of the month at 2pm. In person at 2798 Precision Drive #220, Fort Collins CO.

Government Affairs: First Tuesday of the Month at 2pm. In person at the HBA office.

Builders Council: First Friday of the month at 10:30am. Via Zoom.

If any of these are of interest to you, please contact Dulce at 970.686.2798 or dulce@nocohba.com and she will send you more information.

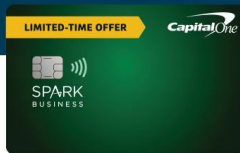
Welcome New Members

United States Building Supply, Inc
Element Mortgage
Nottingham Home Solutions
Colorado Siding Repair

Thank you for Renewing

Bloedorn Lumber
Mighty Hand Construction
Cornerstone Home Lending
Northern Colorado Air
Renaissance Insurance Group
Richfield Homes
Flagstar Home Lending
A & M Electric
Element Design Group
First Advantage Bank
Rio Grande Co
Dryland Stucco

Limited-time offer: Maximize your business rewards and earn up to a **\$3,500 cash bonus**.



THIS WILL NOT LAST!!

OFFER NOT AVAILABLE IF YOU GO ONLINE AND APPLY.. MUST APPLY THROUGH ME

Call/Text me for an application or more information: Lindsey Givin (720) 793-3683



Limited-time \$3,500 bonus*

Earn up to a \$3,500 cash bonus for a limited time: \$500 once you spend \$5,000 in the first 3 months, and \$3,000 once you spend \$50,000 in the first 6 months.



Unlimited 2% rewards

Earn unlimited 2% cash back for your business on every purchase, everywhere, no limits or category restrictions.



No preset spending limit*

Enjoy purchasing power that adapts to your spending behavior, payment history and credit profile.



Annual spending bonus

Earn an annual \$200 cash bonus every year you spend \$200,000 or more.

This offer is available for a limited time only so contact your Relationship Manager to learn more.

LINDSEY GIVIN Vice President
Denver | Boulder | Fort Collins | 720-793-3683 | Email: Lindsey.givin@capitalone.com

*The bonus may not be available for existing or previous Spark cardholders. These spend bonuses may be earned independently meaning you may earn one or both.
**No preset spending limit does not mean unlimited spending. The amount you can spend can change over time based on your spending behavior, payment history, credit profile and other factors.

SB-4085

COLORADO ASSOCIATION OF HOME BUILDERS

IT'S TIME TO CLAIM YOUR 2022 BPA

INCLUDED 100% WITH YOUR CAHB MEMBER BENEFIT

CLICK HERE TO REDEEM

The CAHB has been working with our exclusive, private partner, Small Business Growth Partners (SBGP) to help our members reach maximum growth and potential through their one of a kind BPA Process.

An annual BPA is included 100% with your CAHB Member Benefits (A \$4,200 value).

What is a BPA?

A BPA (Business Plan of Actions) is a 3 yr & 12 month roadmap for you and your business, addressing your:

SMALL BUSINESS GROWTH PARTNERS



MARKETING + LEAD FLOW



SALES + SALES PROCESS



MARGINS + PROFITABILITY



TEAM, HIRING + COMMUNICATION



PROCESS + SYSTEMS



SUCCESSION PLANNING

CULMINATING IN A 30+ PAGE STEP-BY-STEP PLAN FOR YOU & YOUR BUSINESS

Member Spotlight



Centennial Leasing and Sales of Northern Co. began operating in 1993, long before using an automobile broker for personal or business purchases became fashionable. Over the years, our commitment to doing things the “right, and convenient way” has kept us moving forward. This is why we at CLSNoCO remain focused on the business at hand, providing the level of reliability, knowledge, service and results that our partners depend on.

Our commitment and pledge is to treat you with the respect you deserve and to do everything possible to save you time and money in the acquisition of your vehicles.

At CLSNoCO we are familiar with the features and reliability of ALL foreign and domestic models and their estimated future value. We will always be sure that you are making the best buying or leasing decision. We have no obligation to any manufacturer, dealership or lending source and are committed to providing you "your BEST automotive buying experience!"

ANY Make.

ANY Model.



We are able to apply any and all NAHB incentives that you qualify for when purchasing a new vehicle!

“Your *BEST* automotive buying experience!”



New & Used
Nominee



clscars.com

970-225-2205

Commercial ● Consumer ● Lease ● Finance

NoCo HBA Foundation

The NOCO HBA Foundation exists to serve folks in need in our Northern Colorado community and really showcases the generosity of NOCO HBA members and their family, friends and neighbors. In the year-plus since we launched our new and improved charitable arm, we've commissioned two children's playhouses donated to Realities for Children; we've built 50 beds for Noco kids in need and another 54 beds for folks who lost their homes in the Marshall Fire.

We have recently completed our second annual Kids' Backpack Program, bringing Christmas to kids who might otherwise not see Santa, and we're promoting technical and trades education with our annual scholarship program, supporting post-secondary education in construction and construction-related fields.

Our wonderful projects need your support. Your cash donations monthly, quarterly, annually or by a project-specific donation allow us to keep going. Ask about how you can give without it costing you a cent through our Amazon Smile program, how to set up a monthly or quarterly donation to our general fund, or how to donate or sponsor specifically for one of our projects. Every dollar counts--we're all volunteer and every cent goes to our programs. Thanks to all of our donors!.



You shop. Amazon gives.



HOW TO DONATE

TO

NOCO HBA FOUNDATION

WITHOUT COSTING
YOU A CENT!!

GO TO [SMILE.AMAZON.COM](https://smile.amazon.com) AND SELECT
NOCO HBA FOUNDATION AS YOUR CHARITY



ALWAYS ORDER THROUGH
[SMILE.AMAZON.COM](https://smile.amazon.com) AND ANY QUALIFIED
ITEMS THAT YOU PURCHASE WILL
AUTOMATICALLY GIVE
NOCO HBA FOUNDATION
A DONATION!!



WAY TO GIVE!!!!



INFO@NOCOHBAFOUNDATION.COM
NOCOHBAFOUNDATION.COM
970-686-2798
1907 NORTH BOISE AVE #1, LOVELAND CO 80538

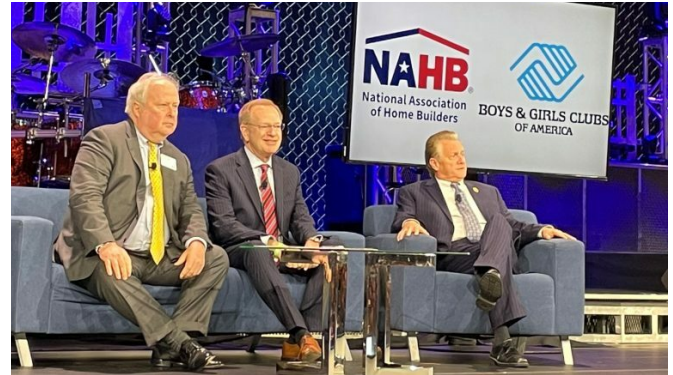
NAHB, Boys & Girls Clubs Announce Partnership

NAHB and the Boys & Girls Clubs of America are teaming up to introduce more of America's youth to a potential career in residential construction. The announcement was made at a press conference held during the International Builders' Show (IBS) in Orlando.

The announcement comes as the residential construction industry continues to struggle to overcome the lack of available skilled trade workers. In fact, a recent survey of NAHB members showed nearly two thirds rank this issue as the most significant challenge they faced last year.

Working together to promote construction career pathways, [NAHB and Boys & Girls Clubs of America](#) will connect young people to individuals in the industry, providing them with work-based learning activities and access to essential skills development programs to further their career exploration.

To kick off the pilot program, 10 local home builder associations (HBAs) will work with local Boys & Girls Clubs to mentor young men and women, showcase the multiple career opportunities available in the home building industry and help guide them to choose a career in residential construction. The local HBA chapters will host events,



From left, NAHB CEO Jerry Howard, Boys & Girls Clubs CEO Jim Clark and 2021 NAHB Chairman Chuck Fowke prepare to sign proclamation on workforce readiness.

including career panels, jobsite visits and job shadowing.

HBAs interested in connecting with their local Boys & Girls Club can submit a request [on nahb.org](https://www.nahb.org).

DO
BUSINESS
WITH AN
NAHB
MEMBER.

Members Save Millions

Start saving at [nahb.org/savings](https://www.nahb.org/savings)

NAHB.