



Sticks & Bricks

OFFICIAL NEWSLETTER OF THE GREATER BRAZOS VALLEY BUILDERS ASSOCIATION

February 2021



President's Letter

*Howdy and welcome to this month's edition of
"Sticks and Bricks"*

Howdy,
On January the 27th at the Annual Awards & Board Installation Ceremony, we Installed our new officers for the 2021 year and awarded those outstanding members who went above and beyond for the Association last year. I would first like to personally thank those who were recognized.

Builder of the Year: Chad Murphy (Rock Barn Conservation Partners)
Associate of the Year: Frank Clark, Jr. (City of Bryan)
Outstanding Committee Member of the Year: Austin McKnight (the McKnight Team @ PRMI Mortgage)

Thank you for your time and the commitment that you put into the Association. I would like to congratulate the new Executive Committee Officers and say that I am looking forward to working with you this upcoming year.

1st Vice President: Donnie Pockrus (Ambit Homes, LLC)
Secretary/Treasurer: Bryan Reece (Reece Homes)
Associate Vice President:
Dwight Groves (Program Insurance Group)
Immediate Past President: Chad Murphy (Rock Barn Conservation Partners)
Congratulations to all the New Directors elected this year and thank you to those who are continuing for their 2nd year of their term.

I want to remind everyone of some upcoming events:

- Our March luncheon will be held on March 3rd, at the Phillips Event Center. The doors will be opened at 11:30 am to 1:00 pm and our guest speaker was Matt Prochaska, President/CEO of Brazos Valley Economic Development Corporation.
- The Spring Parade of Homes™ will be held the weekend of April 23rd, 24th, 25th and the weekend of April the 30th, May 1st, and 2nd. Hours are as follows.
- Fridays 4:00 to 7:00 pm
- Saturdays 10:00 am to 6:00 pm
- Sundays from 1:00 to 6:00 pm.

This year the Parade of Homes™ will be a ticketed event with a portion of proceeds being donated to the St Jude Children Research "Hope House". You will be able to purchase tickets online at selected locations around town or at each home in the Parade of Homes™. We are sending out entry applications to all the builders. Each builder will need to complete the application and return them as soon as possible to insure you beat any and all deadlines. We are also still needing a few sponsors and advertisers. Please contact the HBA office as soon as possible to make sure you don't lose a chance to participate in this exciting annual event!

- The 42nd Annual Home and Garden Expo will be held the weekend of May 22nd & 23rd at the Brazos County Expo. This is always a great event for getting ideas for that remodel you are working on or for getting ideas for that new home.

I am truly looking forward to this year and please let us know if we can help with anything.

David Deutsch

DAVID DEUTSCH

HBA President, Southern Creek Homes

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Sticks & Bricks is the official publication of the BCS Home Builders Association. Any opinions expressed in the articles are those of the authors and do not necessarily reflect the viewpoints of BCSHBA. Contact Rose Selman for article reprint permissions



GBVBA

2021 BOARD OF DIRECTORS

President: David Deutsch, Southern Creek Homes

1st Vice President: Donnie Pockrus, Ambit Homes

Associate Vice President: Dwight Groves, Program Insurance Group

Secretary/Treasurer: Bryan Reece, Reece Homes

Immediate Past President: Chad Murphy, Rock Barn Conservation Partners

Past President Advisory Council Chair: Jimmy Pitman, Pitman Custom Homes

Builder Member Directors:

John Magruder, Magruder Homes

Frank Clark, Jr., Archer & Clark Custom Homes

Maegan Rich, Reece Homes

Brian Windham, Windham Construction

Michael Anzaldua, Schaefer Custom Homes

Jason LaFollette, Southwest Homes

Associate Member Directors:

Austin McKnight – Primary Residential Mortgage

Julie Schultz – Schultz Engineering

Dennis McMillin, Sunshine Fun Pools

Randy Ripple, Commerce National Bank

Ron Schmidt, Texas Commercial Waste

WHAT'S NEXT

April 7th- GBVBA Member Luncheon with Royce Hickman,
BCS Chamber of Commerce

April 13th- TAB Rally Day in Austin

April 15th- GBVBA Member Mixer at Premier Countertop Design

April 23, 24 & 25 and April 30, May 1 & 2- 2021 Spring Parade of Homes™

May 5th- GBVBA Member Luncheon

May 22nd & 23rd- 2021 BCS Home & Garden Expo at Brazos County Expo

June TBD- 2021 GBVBA Golf Tournament at Pebble Creek Country Club



HOME +
Garden
EXPO

MAY 22nd & 23rd

Brazos County Expo Center

Saturday 9-5 Sunday 11-4



Bryan-College Station Home Builders Association

Parade
of
HOMES™

Spring Parade of Homes™

APRIL 23RD, 24TH & 25TH
APRIL 30, MAY 1ST & 2ND

TEXAS ASSOCIATION OF BUILDERS



LET'S RALLY!

Texas Association of Builders

April 13, 2021
Austin, Texas

**Rally Day
IN PERSON.**

Contact your local
HBA to register.

PRESENTING SPONSORS

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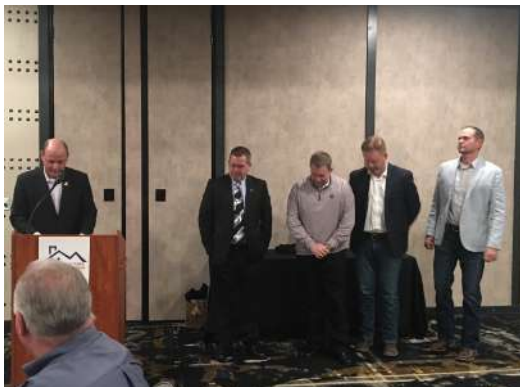
FRIENDS: McCoy's BUILDING SUPPLY, TROPICANA HOMES (AS OF 1-25-21)



TEXAS
ASSOCIATION
OF
BUILDERS

TEXASBUILDERS.ORG

AWARDS & INSTALLATION





2021 Advertising Opportunities

Luncheons

Four Meals with VIP seating with HBA President & Speaker
 5 Minutes at the podium and distribution of materials at event
 Recognition at event & signage at meeting
 All Luncheon Advertising Opportunities are EXCLUSIVE

March 3, 2021	SOLD
April 7, 2021	SOLD
May 5, 2021	SOLD
August 4, 2021	\$600
September 1, 2021	SOLD
October 6, 2021	SOLD

Community Update Luncheon

June 2021

Hear from Community Leaders, City Development Staff, School District Representatives - 2 1/2 hour lunch

Title Sponsor (EXCLUSIVE) **SOLD**

One VIP table for 6 people & One VIP for New Members
 5 Minutes at the podium and distribution of materials at event
 Logo on program & banner or sign at event

Contributor (limited to 11) **\$250**

Reserved table for 6 people with Company Name
 Company mention at beginning & end of program

Annual Housing Forecast

November 2021- Event is in the evening

Title Sponsor (EXCLUSIVE) **\$1,000**

Two VIP tables for 6 people each
 10 Minutes at the podium and distribution of materials at event
 Banner or sign at event; 24 drink tickets for tables

Contributor (limited to 11) **\$350**

Reserved table for 6 people with Company Name
 Company mention at beginning & end of program
 Drink tickets for the table

*Number of people per table may be adjusted to follow any health and



Additional Advertising Opportunities

These opportunities will be announced separately

(Prices may be subject to change. GBVBA retains the right to postpone any event to remain in compliance with health and safety protocols)

BCS Home & Garden Expo- May 22nd & 23rd- \$200- \$5,500

Spring Parade of Homes™-April 23, 24 & 25/April 30, May 1 & 2 - \$450- \$2950

Family Festival, BBQ & Washer Tournament- May- \$350-\$1600

Annual Golf Tournament- \$150-\$350

Annual Skeet Shoot-September/October- \$250-\$750

Fall Parade of Homes™- October- Coming Soon

Holiday Mixer & Annual Elections- December- \$250-\$1000

Monthly Board of Directors Luncheons (except July)- \$100

Quarterly Member Mixer- Contact our office for more information!

All Advertising Opportunities are on a first come, first served basis with completed advertising opportunity form. Invoicing privileges will be for GBVBA members only with payment due prior to the event. You may fill out your requested advertising opportunities below and return to carolyn@gbvbuilders.org. The GBVBA office will notify you if your selection is not available.

Company Name:

Company Representative:

Title:

Phone Number:

Email:

Advertising Opportunity:

Advertising Opportunity:

Advertising Opportunity:

Advertising Opportunity:





2019-2021 TAB CONTRACTS

Available for builder and remodeler members only.

TEXAS ASSOCIATION OF BUILDERS IS HERE TO HELP PROTECT YOU!

Here are a few eye-catching benefits in the 2019-2021 contracts package.

- ▶ New Flood Notice Requirements.
- ▶ New Homeowner Maintenance Form.
- ▶ New Job Rules Addendum to the Independent Contractor Form.
- ▶ Updated Express Home Warranty that reflects current building practices and updated standards.
- ▶ **Also, the fixed price contracts help protect you from rising lumber costs. They include a detailed escalation clause to address unforeseen increases in the price of various supplies, such as lumber, and are a great tool to help ensure you are protected throughout the building process.**

Purchase online at **TexasBuilders.org**.



SMALL BUSINESS
GROWTH PARTNERS

HAVE YOU CLAIMED YOUR 2021 BPA YET?

INCLUDED 100% WITH YOUR TAB MEMBER BENEFIT

GO TO **SBGPINC.COM** AND CLICK:



REDEEM YOUR BPA

OR TYPE: **RB.GY/7UPCUS** IN YOUR INTERNET BROWSER

TAB 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. This has been refined for over 10 years of working exclusively with Builders, Remodelers & HBA Associate Members.

WHAT IS A BPA?

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



MARKETING + LEAD FLOW



SALES + SALES PROCESS



MARGINS + PROFITABILITY



TEAM, HIRING + COMMUNICATION



PROCESS + SYSTEMS



SUCCESSION PLANNING

**CULMINATING IN A 40+ PAGE STEP-BY-STEP
PLAN FOR YOU & YOUR BUSINESS**



Record-High Lumber Prices Threaten Housing's Momentum

Lumber prices reached a new high last week as housing demand remains solid amid low mortgage rates, favorable demographics and a geographic shift in housing demand to lower-density, lower-cost markets. However, recent readings of the NAHB/Wells Fargo Housing Market Index (HMI) indicate the strong momentum for housing demand is slowing. Although February's HMI ticked up from the previous month to a level of 84, this gain followed two months of declines after the index showed builder optimism at an all-time high in November.

Given the recent strength for home construction, supply-chain limitations are a critical element of the 2021 outlook. Lumber prices are up more than 70% since mid-November, and 96% of builders are reporting shortages and delays for lumber and other building materials at the start of 2021. While there is some room for new home price growth, particularly relative to the strong gains for existing homes over the last year, prices cannot outpace household incomes indefinitely. This is particularly true as interest rates increase. For example, the 10-year Treasury rate is now above 1.2% as markets expect a faster pace of reopening due to declining virus case counts and increasing vaccination rates. Overall, housing affordability conditions at the end of 2020 were flat, per the NAHB Housing Opportunity Index. However, the long-run trend has been declining affordability, putting additional households at risk of becoming priced out of the market.

Because of these cost and supply-side challenges, and a historically low inventory of existing homes for sale, prospective home buyers have growing reasons to be frustrated with their home searches. Indeed, the NAHB Housing Trends Report at the end of 2020 found that the share of prospective home buyers who lost a bidding war during the previous three months had more than doubled from a year prior.

Unfortunately, these supply-chain issues are not likely to be resolved soon. Global supply chains remain interrupted and increasing demand for materials as the economy reopens is likely to place additional pressure on the building materials market. Policymakers must act to improve domestic building material supply so that the residential construction industry can continue to create jobs and add much-needed inventory to the market.

Construction Headwinds Pick Up in January

Housing production softened in January as rising lumber prices continue to affect the housing industry. Overall housing starts decreased 6.0% to a seasonally adjusted annual rate of 1.58 million units, according to a report from the U.S. Department of Housing and Urban Development and the U.S. Census Bureau.

The January reading of 1.58 million starts is the number of housing units builders would begin if development kept this pace for the next 12 months. Within this overall number, single-family starts decreased 12.2% to a 1.16 million seasonally adjusted annual rate. The multifamily sector, which includes apartment buildings and condos, increased 17.1% to a 418,000 pace.

“Concerns over higher lumber prices produced softness for the housing market amid solid buyer traffic at the start of the year,” said NAHB Chairman Chuck Fowke. “With the cost of building materials rising at a rapid pace, the challenge for builders is to keep home prices at an affordable level for buyers even as the regulatory policy environment may become more challenging.”

“The weakness in housing starts in January is consistent with our recent builder surveys,” said NAHB Chief Economist Robert Dietz. “Builders report concerns over increasing lumber and other construction costs and delays in obtaining building materials. Rising interest rates will also erode housing affordability in 2021, as existing home inventories remain low. It’s also worth noting that the number of single-family homes permitted but not started construction jumped to 114,000 units in January. This is 9.6% higher than December and 28.1% higher than a year ago, as building material cost increases and delays slow some home building.”

On a regional basis compared to the previous month, combined single-family and multifamily starts are 2.3% higher in the Northeast, 12.3% lower in the Midwest, 2.5% lower in the South and 11.4% lower in the West.




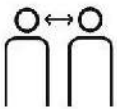







Overall permits increased 10.4% to a 1.88 million unit annualized rate in January. Single-family permits increased 3.8% to a 1.27 million unit rate. Multifamily permits increased 27.2% to a 612,000 pace.

Looking at regional permit data compared to the previous month, permits are 39.3% higher in the Northeast, 0.8% lower in the Midwest, 8.3% higher in the South and 11.7% higher in the West.



COVID-19 Basic Infection Prevention Measures

COVID-19, caused by a new coronavirus, is a respiratory illness that can spread from person to person. The following infection prevention measures may help prevent transmission on construction job sites.

	Stay home if you are sick. DO NOT WORK.
	Wash hands frequently or provide alcohol-based hand rubs containing at least 60% alcohol.
	Cover coughs and sneezes.
	Practice social distancing — try to maintain SIX feet between each worker.
	Wear face covering (cloth, bandana, etc.) <u>or</u> mask over nose and mouth to prevent spread of virus.
	Reduce the size of any group at any one time to 10 people or fewer or LIMIT all in-person meetings.
	Minimize ride-sharing. While in vehicle, employees must ensure adequate ventilation.
	Avoid sharing tools with co-workers, if possible.
	Clean and disinfect frequently used tools, equipment, and frequently touched surfaces (door handles, handrails, machinery controls, cell phones, tablets) on a regular basis.
	If N95 respirator masks are not available, minimize dust and airborne contaminants by using engineering and work practice controls.
	Use proper personal protective equipment (PPE) when cleaning and disinfecting, such as gloves and eye protection.

Revised – 4/23/2020

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HELPFUL ARTICLES

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Development News

	Last Month	Value	YTD21	YTD 21 Value	YTD 20	YTD 20 Value
Bryan	81	15.22M	81	15.22M	52	10.50M
College Station	58	10.09M	58	10.09M	72	13.3M
Total	139	25.31M	139	25.31M	124	23.8M
Total Permit History (End of Year)						
Year	2020	2019	2018	2017	2016	2015
Bryan	720	594	466	445	392	271
College Station	497	423	462	659	808	902
Total	1,217	1,017	928	1,104	1200	1173
College Station Inspection Report						
	Building	Plumbing	Electric	Mechanical	Lawn	Pool
Total	264	242	204	142	31	10

City of College Station

City Council meets on the 2nd and 4th Thursday of the month

City Council Workshop begins at 5:30 pm, regular meeting at 7 pm Planning & Zoning meets on the 1st and 3rd Thursday at 7 pm



City of Bryan-City Council meets on the 2nd and 4th Tuesday of the month at 3:30 pm

Planning & Zoning meets 1st and 3rd Thursday

Workshop at 5:00 pm, Regular at 6:00 pm

Building & Standards Commission meets on the 4th Monday at 6:00 pm

Membership Update

Growing Our Strength Through Member Recruitment,
Retention, and Involvement



Welcome New Members!

Integ/Insite Magazine
O'Hagin

Membership Renewal

Thank you for renewing!

All Things Construction
American Momentum Bank
Atmos Energy Corp
BCS Regional Association of
Realtors
Best Insulation
First Financial Bank, NA
Historic Homes
James Connett
Madole Rental, Inc.
Magruder Porter
Construction
Murphy Signature Homes
Premier Builders
Southland Title, LLC
Tim Bailey Plumbing
Willis Custom Homes

February Spike Report

Victor Drozd 745.00
Randy French 377.00
Bill Pitman 335.50
Michael Schaefer 349.50
Cerene Wharton 255.00
Randy Birdwell 239.50
Keith Ellis 218.00
Claire Hammack 162.00
John Howe 147.50
Larry Mariott 114.0
D'Ann Brown 118.50
John Magruder 128.50
Buck Prewitt 105.0
Donald Borski 101.0
Roger Williams 93.00
Paul Turney 101.75
John Godfrey 87.50
Doug Groves 83.75
Tina Sides 67.50
Jimmy Pitman 76.0
Billy Chenault 63.50
Bill Lero 61.50
Brian Windham 66.50
Melanie Becka 48.25
Randall Pitcock 43.25
Charles Thomas 37.00
Mark Weber 36.50
Coulter Mariott 30.50
Ron Lightsey 29.00
Pam Cemino 30.50
Maegan Rich 30.50
Alison Windham 27.00
Stacy Worden 21.00

Recruiting new members to your local association is an activity recognized and rewarded through the Spike Club.

Those who participate are called Spikes, and they are among the most valued members of the association.

Member-to-member recruitment and retention efforts are the largest source of growth for the federation. Spikes bring grassroots growth and stability. These efforts lend to the development of the general membership and our leadership pipeline, keeping the face of the federation true to that of our industry and the scope of interests we represent. Spikes are the membership leaders of our federation, building the voice, power and influence on every level, in every state. We would like to say Thank you! to all of our wonderful members, without whom we could not do all that we do.

Greater Brazos Valley Builders
Association
230 Southwest Pkwy East
College Station, Texas 77840



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- 2 SUBMIT A REBATE CLAIM
- 3 RECEIVE A REBATE CHECK



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