



Sticks & Bricks

OFFICIAL NEWSLETTER OF THE GREATER BRAZOS VALLEY BUILDERS ASSOCIATION

January 2021



President's Letter

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

Howdy,

I think you would all agree that 2020 was an "interesting" year! The pandemic has transformed the way we live, work, and spend money.

I would like to thank last year's Executive Board members and their leader, President Chad Murphy, whose work was "above and beyond" as he navigated uncharted territory. I would also like to thank the outgoing Board of Directors and Committee Members, for all of their support and patience throughout this past year. They pulled together using many virtual meetings. They have worked hard through COVID-19 and the challenges it has created for each of us. Even through the challenges, we still had success with our two biggest events, The Home Expo and our Parade of Homes which had to be modified to combine the spring and fall parades to one parade in late summer this year. Because of last year's Board of Directors hard work and the work of our past Boards, we are still Strong and moving Forward

I do not want to forget Rose Selman our Executive Officer and her Staff! Without them we could have not gotten through the year as smoothly as we did. Thank you all for everything you do!

We did have to cancel several of our annual events because of Covid-19, but we are hoping that this coming year, we can get back to a normal operation and all be able to get back together.

To our Members, I would like to thank each and every one of you for your continued participation and commitment to the Greater Brazos Valley Builders Association through this past year. I look forward to exciting things this coming year. Our officers are already meeting to finalize the 2021 calendar.

We installed our new officers at the GBVBA Installation & Awards Ceremony scheduled on January 27th at The George "The Statesman" Ballroom.

As incoming President, there are two things that I want to do this next year. One is to drive home our Mission Statement and the other is to make sure each of you are plugged in to the Channels we are using to keep members informed and up to date.

"Mission Statement"

Our mission is to cultivate a positive business environment in the building industry. We are committed to responsible growth by providing citizens with safe, quality and cost effective housing while promoting a positive economic future for the counties the association serves.

Thank you for the opportunity to serve as your 2021 GBVBA President.
Have a great year, everyone!

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



CONGRATULATIONS TO THE NEWLY ELECTED 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

February 3rd- **VIRTUAL** GBVBA Member Luncheon via Zoom with Scott Norman, Executive Director of Texas Association of Builders

February 18th- **VIRTUAL** TAB Rally Day at Noon

March 3rd- GBVBA Member Luncheon at Phillips Event Center

April 7th- GBVBA Member Luncheon at Phillips Event Center

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

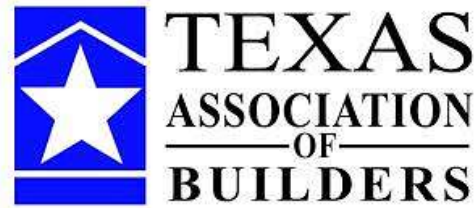


HOME +
Garden
EXPO

MAY 22nd & 23rd

Brazos County Expo Center

Saturday 9-5 Sunday 11-4



GBVBA is proud to offer a virtual presentation from Scott Norman, Executive Director of the Texas Association of Builders. The 30 minute presentation will offer you a briefing of the current state of the building industry in Texas.

Join this presentation in the comfort of your own home, office or vehicle via Zoom on Wednesday, February 3rd beginning at 12:15 pm.

Email office@gbvbuilders.org for the Zoom link or any questions.

TEXAS ASSOCIATION OF BUILDERS



**Rally Day
IN PERSON.**
Contact your local
HBA to register.



**Rally Day
VIRTUAL BRIEFING**
on Zoom. You must register to
access this session.

[HTTP://BIT.LY/TABVIRTUALRALLYDAYBRIEFING-2021](http://bit.ly/TABVIRTUALRALLYDAYBRIEFING-2021)

PRESENTING SPONSORS



SIGNATURE:



PATRON: Fox Energy Specialists

FRIENDS: McCoy's Building Supply, Tropicana Homes (as of 1-25-21)



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	\$600
October 6, 2021	\$600

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 safety protocols



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**



Housing's Outlook for 2021

Single-family builder sentiment fell back to a level of 86 in December, according to the NAHB/Wells Fargo Housing Market Index (HMI), after achieving an all-time high of 90 in November. The dip was due to growing concerns over housing affordability in 2021. However, December's HMI was still the second highest on record.

Supply-side pressures, such as resurgent lumber prices, limited lot supplies, supply-chain issues, and a persistent skilled labor deficit foreshadow higher costs and longer build times heading into next year. Moreover, on the demand side of the housing market, limited inventories of single-family homes have generated strong price gains in 2020.



The deployment of a vaccine, while representing good news for the overall economy, will place upward pressure on interest rates. In turn, the combination of higher prices and rising rates will price some households out of the housing market next year.

The NAHB forecast is for ongoing gains for single-family construction in 2021, though at a slower growth rate than in 2020. Remodeling will remain strong as people continue to upgrade existing homes. The multifamily construction market will experience weakness as rent growth slows and vacancy rates rise. However, the development market should stabilize by 2022.

Together, residential construction will remain a leading element of the recovering economy, as illustrated with recent labor market data: Residential construction added 15,400 net jobs in November and was one of only a few sectors of the economy to post a year-over-year jobs gain (26,000).

While the HMI fell back, the outlook for housing remains positive, as the overall economy is expected to record a solid gain for GDP growth in 2021. NAHB anticipates GDP growth to accelerate in the second half of the year, after a majority of the U.S. population has been vaccinated. This process will be the most important element of 2021, as it will allow hard-hit sectors in the service industries to begin to recover and diminish shutdown risks harming small businesses.

A growing economy will be good for housing, but industry stakeholders should be aware it could also result in higher interest rates that could act as a headwind for more housing growth.

Updated Residential Building Codes Coming Your Way Soon

The International Code Council (ICC) will soon publish the 2021 edition of the International Residential Code® (IRC®), and many states and jurisdictions will begin considering plans next year to adopt or upgrade to the latest IRC and other I-Codes.

The 2021 IRC includes many changes to structural, fire, egress and energy efficiency requirements. Key significant changes include:

- Revised footing size tables with more reasonable footing widths for typical homes
- Three-foot wide path between fenced yards leading to a public way allowed for emergency escape and rescue.
- Wind-borne debris protection requirements in hurricane-prone regions expanded to sites adjacent to large inland lakes and rivers.
- Required wall insulation in Climate Zones 4 and 5 increased to R5 continuous plus R20 cavity insulation.
- Required attic insulation in Climate Zones 4 through 8 increased to R60.




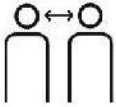







Like other ICC “model” codes, the IRC is designed to be amended by state or local jurisdictions to account for local considerations, such as geography, climate and local practices.

NAHB is developing a Code Adoption Toolkit for the 2021 IRC and other 2021 I-Codes that will be available early in 2021. The Toolkit will include lists of significant changes, estimated cost impacts of those changes, and suggested amendments for both single-family builders and multifamily developers that may improve the model codes adopted in your jurisdiction.



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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WHAT IS HAPPENING
HELPFUL ARTICLES

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Development News

	Last Month December	Value	YTD20	YTD 20 Value	YTD 19	YTD 19 Value
Bryan	42	7.71M	720	133M	594	105.99M
College Station	38	9.81M	497	101.09M	422	92.65M
Total	80	17.52M	1,217	234.09M	1,016	198.64M

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	334	351	218	226	57	15

[City of College Station](#)— December 2020 Population Estimate 124,710

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!

Aggieland Roofing
Common Home Planning & Design
Higginbotham Insurance

Membership Renewal
Thank you for renewing!

5K Homes
Airline Vacuum
Alco Sales Home Hardware
All Things Construction
Amarillo National Bank
AW Flags & Flagpoles, LLC
Blackstone Homes
Borski Homes, Inc.
Boyd Ready Mix, Inc.
Brazos Valley Floor & Design
Bruchez, Goss, Thornton,
Meronoff & Briers PC
Bryan Texas Utilities BTU
CGM Homes, LP
Cornerstone Home Lending, Inc.
Craftsman Built, LLC
Drake Environmental
Eskimo Insulation
Hancock Whitney Corp Bank

Happy Houses TX LLC
Hotchkiss Insurance Agency
Kaleo Homes
Kyle Design Build
Mobley Pool Company
New American Funding
Oldham Goodwin
Pact Design Studio, LLC
Reece Homes
Robbie Robinson, Ltd.
Service Insurance Group, Inc
Star Tex Propane
Stylecraft Homes
Suddenlink Development
Top Line Homes, LLC
University Electric
Window World

January 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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