

# *On The Level*

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## October, 2010 Newsletter of the Home Builders Association of Wayne County, Inc.

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**Meeting Notice** - Since the Board of Directors elected to meet every other month this year, we **will not meet in October**. However, we will be providing a **safety class** for you instead of a membership meeting, on **November 9, 2010**. Any member or employee or guest of a member is welcome. **We DO need for you to sign up to let us make sure we have plenty of space and materials.** This "**Fall Protection**" class will be sponsored by Builders Mutual Insurance Company and will be **FREE OF CHARGE**. We will begin at **8:00 A.M.** and finish up at **12:00 Noon**. The class will be held in the Conference Room at **Century 21 at 808 N. Berkeley Blvd., Goldsboro**. You will only need to bring pencil or pen and writing pad. All needed materials will be provided by BMI.

**Seating is limited so please call Dawn at the office (735-1991), or reply to this e-mail to make your reservation for the class. Upon completion of the class, you will qualify for an insurance discount on your Builders Mutual WorkSafe workers' compensation policy!** NCBI Credits are also available. Please read the attached flyer from Builders Mutual to get all details about some of the things you will learn at the class and how to get certified. ***Deadline for Reservations is Thursday, November 4, 2010.*** Call or email if you have questions or to register. **This is an opportunity to expand your knowledge and get discounts on insurance at the same time.**

**Educational Competitions** were held at the Wayne Regional Agricultural Fair last wee with competitions in Drafting, Carpentry and Bricklaying/Blocklaying.

The competitions are open to all high school students in Wayne County and other school systems by invitation. Contestants are selected by their instructors. Cash awards were given by the Fair and by the Wayne County Home Builders Association. Our association sponsors this event each year with the goal of enforcing training in educational fields that will help us increase our workforce of tomorrow. Prize money was paid by the HBA for four places in each competition \$100 first place, \$75 second place, \$50 third place and \$25 fourth place for a total of \$250 for each competition. The funds are budgeted each year and come from various fund raisers held over the years. We are proud to be sponsors for these students in this way!

**Christmas Party** - Plans are underway for our **December 7<sup>th</sup> Christmas party** to be held at the **Pikeville Community Center in Pikeville**. **Jim Malpass will be cooking a pig for pickin'.** We'll have fried chicken and all the trimmings. Board Members will be providing a variety of good homemade desserts. There will be ***no charge*** for this party for the member and his/her spouse or guest. Other guests are only \$10 each. Bring all your staff - this can be your **company party** if you wish. We'll have entertainment by ***Samantha Casey and the Bluegrass Jam.*** We'll also have great door prizes as usual. Mark your calendar now and hold that date. Invitations with reservation cards will go out in early November. We count on this being our "best ever." Be sure to get your reservation card back to the office as soon as possible to that we will have enough food, etc. for everyone. Since this has been such a "down" year, we count on you to put aside all your woes and help us celebrate this wonderful holiday with a cheerful heart. Please watch for your invitation in the mail and plan to come.

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**2011 Board of Directors** - The Nominating Committee has prepared the Slate of Officers and Directors for the year 2011 with a copy attached. Please go over the list carefully. Election of the Slate will be in November. If you know of someone you would like to nominate for any of the positions and you know they would be willing to serve, call the office and we will add their names.

It is our goal to elect members who are dedicated; have a knowledge of the industry; have a willingness to learn and to make changes; are team players; can provide new ideas and perspectives and are willing to address specific needs in the association; will commit to attend the Board of Directors Meetings and be active and involved in the affairs of the association.

**"Impact Wayne" Campaign** - We have paid our fifth and final investment on the five-year commitment to the Wayne County Economic Development Commission's "Impact Wayne" Campaign. They have made great strides in the past five years with the help of businesses, small and large, in Wayne County. Our community is growing, bringing new industry, new jobs, and new people as well as retention and expansion of existing business and industry. All this growth requires housing and strengthens the economy in the homebuilding industry as well as others.

Impact Wayne Campaign 2011-2015 has begun and has already received pledges for 92% of the \$1,300,000 goal. They have asked our association to pledge to donate \$1,000 per year for the next five years. Your Board of Directors discussed this at our September meeting and made a decision that since the economy is as it is, **we will pledge the same \$500 per year for the next five years for a total of \$2,500 as we did in the past five years.** We look forward to better economic times in Wayne County and are happy to help any way we can.

### **Free labor law posters available from North Carolina Department of Labor.**

N.C. Department of Labor officials continue to urge businesses to ignore threatening mail from private poster companies. These companies make money selling expensive posters by threatening businesses into buying the latest poster or risk incurring fines of up to \$17,000 from the N.C. Department of Labor. The poster companies have been known to charge as much as \$100 per poster.

***The Labor Department will not fine businesses that have the old posters displayed.*** NCDOL inspectors carry the newest posters in their vehicles and will offer them free to employers who have out-of-date posters. The labor law posters carry information on the state's Wage and Hour Act and the Occupational Safety and Health Act. **To order a free labor law poster, visit [www.nclabor.com/posters/posters.htm](http://www.nclabor.com/posters/posters.htm).**

### **Upcoming Classes and Events**

\*\*NAHB course ***Green Building for Building Professionals*** will be held **October 20-21, 2010**. The course will be taught by Michael Chandler of Chandler Design Build and the 2009 Green Advocate of the Year. The course is sponsored by the Green Home Builders of the Triangle. More information and registration form are available at the HBA of Durham, Orange & Chatham Counties' website or call 919-493-8899.

\*\***October 21 - NCDOL Carpentry Apprentice Contest**, NC State Fairgrounds, Raleigh, NC

\*\***November 9 - Free "Fall Protection" Class** - 8:00A.M. to 12:00 Noon, Century 21 Conference Room - Call the office at 735-1991 to register.

\*\***December 7 - Christmas Social**, Pikeville Community Center, 6:00 P.M.- Pig Pickin' - Entertainment by ***Samantha Casey and the Bluegrass Jam***

\*\***January 11, 2011 - Membership Meeting** and Installation of Officers and Directors - time and place to be determined. Watch your newsletters for all the important stuff!!

## **NAHB PUBLIC AFFAIRS Talking Points**

### **Key Message**

- Short-term outlook: A number of factors should help the housing market move forward in the coming months. Over the past couple of years, there has been pent-up demand - people have doubled up and moved in with family and friends during the recession.
- We anticipate that low mortgage rates, stabilizing home values and these demographic trends should result in more households entering the housing market as the year progresses.
- Long-term outlook: As household formation rates return to norm, the prospects for housing are much brighter. NAHB economists project that the industry will need to deliver 16 million homes over the next decade just to keep pace with demand.
  1. Main industry challenges: NAHB's top priority is opening up the lines of credit for new housing production; and
  2. Resolving problems with the appraisal process.

### **Addressing the Credit Crisis is Job One**

- It is absolutely vital to get credit flowing again to the residential housing sector.
- If builders cannot get loans for viable home building projects, the housing market will not recover and the economy could lapse back into recession.
- That is why the NAHB Board of Directors on Sept. 25 voted to make this issue the association's top priority.
- In congress, many lawmakers are sympathetic to our case and legislation to address the housing credit needs of the home building industry is pending.
- To date, no final measure has been passed into law, but we continue to work to achieve this goal.

### **AD&C Outreach Ongoing**

- In addition, NAHB continues to reach out to regulators, banks, Washington policymakers, other industry groups and the media to pursue intensive efforts to improve the availability of credit for home builders.
- Most recently, NAHB raised AD&C credit concerns in a meeting with Federal Reserve Chairman Ben Bernanke in Mid-Sept.
- We also met with leaders of Fannie Mae, the Mortgage Bankers Association and the National Association of Realtors to seek common-sense solutions to the AD&C mess.
- NAHB CEO Jerry Howard also highlighted the need to act in recent TV interviews with Fox Business and the Wall Street Journal.
- To resolve the credit crisis, we are urging regulators to issue more flexible guidelines that will encourage banks to maintain funding for AD&C loans in good standing that fall below their underlying value.
- To assist members in dealing with problems with new and outstanding loans, NAHB has developed reference materials. They are available in the Housing Topics section of [nahb.org](http://nahb.org).
- Going forward, we will continue to reach out to every possible bank regulator, lender and policymaker who has the ability to help restore the flow of credit to our industry.

### **Appraisals**

- Meanwhile, inaccurate appraisals remain a major impediment to the housing recovery, and finding solutions to these problems is a major priority for NAHB.
- On June 30, Fannie Mae released new appraisal policies and guidelines that address many of NAHB's concerns.
- The new policy requires the lender to only use appraiser who have the appropriate knowledge and experience for an appraisal assignment - including an understanding of the specific geographic market.
- Appraisers must consider a property's condition when choosing to use foreclosure sales or short sales as comps.

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- Other changes allow for authorized third parties, including builders, to provide additional information about the basis for a valuation of a newly built home.
- NAHB continues to work with all stakeholders involved in this issue to enact concrete reforms to ensure that appraisals accurately reflect true market values.

**Voters Strongly Support Mortgage Interest Deduction**

- As the government seeks to rein in the ballooning federal deficit, the mortgage interest deduction is once again falling under the scrutiny of policymakers.
- Last month, NAHB commissioned a nationwide survey of likely voters to assess the public attitude toward the mortgage interest deduction and homeownership
- The poll found that Americans overwhelmingly oppose any action by Congress to tamper with the mortgage interest deduction. Among its key findings:
  - 79 percent of all respondents - both owners and renters - believe the federal government should provide tax incentives to promote homeownership.
  - Even when told that getting rid of the mortgage interest deduction would help ease the federal budget deficit, 72 percent of voters opposed any proposal to abolish the home mortgage interest deduction. This strong consensus cuts across partisan lines; 76 percent of Republicans, 75 percent of Independents and 64 percent of Democrats oppose eliminating the deduction.
  - 70 percent would be less likely to vote for a candidate for congress who proposed to eliminate the home mortgage interest deduction, and 63 percent would be less likely to vote for a candidate who supports reducing this tax deduction.
- Clearly, voters have a strong connection to the mortgage interest deduction and are not likely to respond well to efforts to reduce or eliminate it.

**Housing Market Snapshot**

Housing Starts*	(August 2010)		
Total: 598,000	Single 438,000	Multi: 160,000	
Home Sales*	(August 2010)		
New: 299,000	Existing: 4:13 million		
Median Home Prices	(August 2010)		
New: \$204,700	Existing: \$178,600		

- Seasonally Adjusted Annual Rate

**NAHB/Wells Fargo Housing Market Index** - The index, which measures builder confidence in the market for newly-built single family home, held unchanged in September from the previous month's low level of 13. Any number under 50 indicates that more builders view sales conditions as poor than good.

**NAHB Chief Economist David Crowe's analysis:** "Builders report that the two leading obstacles to new-home sales right now are consumer reluctance in the face of the poor job market and the large number of foreclosed properties for sale. However, we do expect that moderate improvement in the job market will help boost consumer confidence and improve conditions for new-home sales in this year's final quarter.

HOME BUILDERS ASSOCIATION  
OF WAYNE COUNTY  
P.O. BOX 1961  
GOLDSBORO, NC 27533

No meeting in October  
**FREE "FALL PROTECTION"  
SAFETY CLASS**  
Tuesday , November 9  
Century 21 Conference Room  
808 N. Berkeley Blvd.  
8:00 a.m.. to 12:00 Noon  
**MUST register - 735-1991**  
email [hbaofwaynecounty@nc.rr.com](mailto:hbaofwaynecounty@nc.rr.com)

## **FREE Fall Protection Safety Class**

Tuesday, November 9, 2010 - **8:00 a.m. to 12:00 Noon**  
at Century 21 Dees & Tyndall Realtors, 808 N. Berkeley Boulevard  
Builder's Mutual's top contractor claim is FALLS. Don't be a statistic. You can become Fall Protection Certified and earn up to 10% discount on your Builders Mutual WorkSafe workers' compensation policy. You can earn NC Builder Institute credit from NCHBA. Learn to recognize fall hazards and reduce or avoid them; effectively use guardrails and harnesses as fall protection methods, establish jobsite safety procedures for ladder and scaffold use, comply with OSHA standards to avoid costly fines, connect fall protection with productivity and profitability and differentiate between general contractor and subcontractor responsibilities.

**MUST REGISTER - 735-1991-or EMAIL [hbaofwaynecounty@nc.rr.com](mailto:hbaofwaynecounty@nc.rr.com)**