



HOME BUILDERS ASSOCIATION OF THE ALLEGHENIES

JANUARY 2009 NEWSLETTER

BOARD MEETING

Instead of a board meeting this month, there is a **strategic planning meeting** on Saturday January 31st at the Holiday Inn, downtown Johnstown.. The meeting is open to all board members. It will start at 8:30 AM and end at 3:30 PM. Please plan to attend this important meeting.

GENERAL MEMBERSHIP MEETING

There is no General Membership meeting this month.

GENERAL MEMBERSHIP MEETINGS:

6:30 p.m. Cocktails 7:00 Dinner First Monday of the month

January	no meeting
February	02, 2009
March	02, 2009
April	06, 2009
May	04, 2009
June	01, 2009

BOARD OF DIRECTORS MEETINGS:

6:30 p.m. at / Second Monday of the month

January	no meeting
February	09, 2009
March	09, 2009
April	13, 2009
May	11, 2009
June	08, 2009

*A Special Thank You to Businesses That Have
Sponsored One or More of Our General
Membership Meetings Recently.*

BRETT INSURANCE AGENCY INC.
THE SHERWIN-WILLIAMS COMPANY
BONDED BUILDERS WARRANTY GROUP
KOHL BUILDING PRODUCTS
3M PRODUCTS
MIHALKO GENERAL CONTRACTING
ALLIANCE WHOLESALE SUPPLY
BUILDERS BENEFITS

IRS ANNOUNCES 2009 STANDARD MILEAGE RATES

The Internal Revenue Service issued the 2009 optional standard mileage rates used to calculate the deductible costs of operating an automobile for business, charitable, medical or moving purposes.

\$.55 per mile for business miles driven
\$.24 per mile driven for medical or moving purposes
\$.14 per mile driven in service of charitable organizations

TAKE ADVANTAGE OF MEMBER PROGRAM FOR DAILY BUILDER NEWS CLIPS

PBA offers members a valuable service to help them stay up-to-date on building industry news throughout Pennsylvania. Members may receive daily e-mail updates that contain stories from around the state that directly affect their businesses. The email includes breaking news about issues such as impact fees, the UCC, building regulations, legislative proposals, contractor registration and more. The value of this service, if purchased individually by member companies, would be more than \$4,000 annually. If you, or a member you know, would like to receive these updates, please contact Eric Wise via e-mail at ewise@Pabuilders.org. or by phone at ext. 3003. This service is available only through email. This is a great service: Try it!!

GENERAL MEMBERSHIP MEETING SPONSORS

If you are interested in sponsoring a general membership meeting, please contact Walt Freidhoff at (814)535-8371.

HOUSING STIMULUS PACKAGE NEEDED TO TURN AROUND AMERICAN ECONOMY



The statistics are startling: more than half a million jobs were lost in November, with nearly 1.9 million jobs lost year-to-date. One of the hardest-hit segments is the housing industry and related businesses, where it is estimated that three million Americans have lost their jobs in the past few years.

An economic stimulus package currently being proposed to Congress could help reverse this trend and restore our country to financial stability.

The centerpiece of the package focuses on the housing market, which is an integral part of the American economy — accounting for 15 cents of every dollar spent in our country during a typical year.

“It cannot be stressed enough that Congress needs to act quickly to stem the tide of the housing crisis across America. When the housing market is suffering, billions of dollars in wages and purchases are lost,

negatively affecting almost every sector of the U.S. economy.”

Fix Housing First, a coalition of more than 600 organizations led by the National Association of Home Builders, is urging Congress to take quick and decisive action to stimulate the housing market and stop the decline in home values which will ultimately create more jobs and help lift the American economy.

According to the coalition, this can be done through a significant tax credit and implementation of an interest rate buydown for 30-year fixed-rate mortgages.

The Tax Credit

In July, President Bush signed into law the Housing and Economic Recovery Act of 2008 which authorized a \$7,500 tax credit for qualified first-time home buyers purchasing homes on or after April 9, 2008 and before July 1, 2009. However, due to a wave of financial disruptions during September and October, the economy has worsened, credit has tightened further, and the spillover to the general economy has been much deeper than previously anticipated. This means that a more robust economic stimulus package is necessary to get the economy moving again.

Specifically, a more significant credit is needed to enable families to buy homes and help strengthen the economy of their local community and the nation. In the plan that the coalition is recommending, the credit amount would be substantially increased to 10 percent of the price of the home, up to \$22,000. Unlike the current credit, it would not be limited to first-time buyers and the home owner would not be required to repay the credit.


The Mortgage Interest Buydown

The coalition is also recommending a mortgage interest rate buydown which will help get buyers back into the market and further stimulate the economy. Interest rates recommended by the coalition range from 3.99 to 2.99 percent for homes purchased by the end of December 2009.

The coalition also supports continued intensive efforts to prevent foreclosures and keep people in their homes.

The combination of these stimulus actions would increase demand for housing, help stabilize home values, reduce foreclosures, restore and save tens of thousands of jobs and turn the housing market and economy back in the right direction.

Article provided by NAHB



Leventry, Haschak & Rodkey, LLC
Attorneys at Law
Timothy C. Leventry, LL.M.

Phone: 814-266-1799
(Fax): 814-266-5108
E-mail: tleventry@lhrklaw.com
Website: www.lhrklaw.com

1397 Eisenhower Boulevard
Richland Square III
Suite 202
Johnstown, PA 15904

ATTENTION HBAA MEMBERS

FOR HEALTH INSURANCE COVERAGE CALL:

KESSLAK BENEFITS GROUP

HEALTH INSURANCE AND EMPLOYEE BENEFIT SPECIALISTS
AUTHORIZED AGENT



Joseph J. Kesslak
President

891 Menoher Boulevard
Johnstown, PA, 15905
(814) 535-7071
Toll Free 1-866-535-7071
www.kesslak.com

BUILDERS BENEFITS
HEALTH INSURANCE BUILT FOR YOU

GOVERNMENT AFFAIRS NEWS

PBA discusses opposition of 'Buffers 100' proposal A column outlining PBA's opposition to the proposal to require 100-foot buffers along Pennsylvania streams in new developments has been published by The (Johnstown) Tribune-Democrat, The (Wilkes-Barre) Times Leader and The (Harrisburg) Patriot-News. Written by PBA Secretary Joseph Mackey, the column is the most recent in a series of columns released to newspapers that express the viewpoint of the homebuilding industry.

FORKLIFTS CAN STACK UP A PILE OF TROUBLE

An alarming number of employee accidents and injuries are associated with forklift operations. Many of these are a result of poorly stacked materials that topple and damage property or injure people. Stacking boxes, bagged goods and similar items is usually thought to be an uncomplicated job. Yet, like most tasks that are considered easy, a lack of attention or knowledge can create safety problems.

The stability of a stack is the number one concern. If a stacked load is going to be moved with a forklift or pallet jack, you can see that the inevitable jostling may cause items to fall. But what about stacks that won't be moved? Stability is still important. An accidental bump could cause something to fall and possibly injure someone.

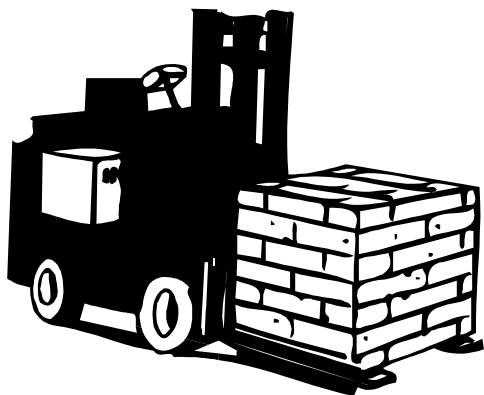
For a load to be stable, the base must be stable. You should start building the stack on a firm level surface. If a pallet is used, inspect it to be sure it's in good repair. If not, don't use it! Though it seems obvious, make sure everyone on the crew knows the difference between "good" and "bad" pallets.

Place larger and heavier objects at the bottom. If the packaging material is compressible, pay attention to the printed instructions on the box that advise how many units can be stacked. If you go higher than the instructions, the weight could cause the lower boxes to crush, creating an unstable stack. Not only could this damage the goods in the boxes, but the stack could topple. If the product is bagged, be sure the contents are evenly distributed in the bag as you lay it down. This creates a flat surface for the next tier. Interlock the units as you build the load. Have supervisors instruct employees how this is done.

Some stacks are inherently stable, like a stack of rectangular, interlocked boxes with the base of the stack wider than the height. However, other stacks are inherently unstable. As an example, square boxes that cannot be interlocked must be tied or wrapped together to increase overall stability.

Watch the total weight of objects or containers stacked. If the load will be moved by a forklift or pallet jack, the total weight must not exceed the capacity of the equipment. Also know the weight bearing capacity of floors and shelves, and do not exceed these capacities. Spread the load out so the weight is not concentrated in one area.

Do not contribute to a lift-truck mishap. Pay careful attention and take pride in having an accident-free and injury-free record.



HAPPY CLIENTS MEAN MORE CONTRACTS

In one important way, building a business is like building a structure: Both need a solid foundation to succeed. For businesses, that foundation is a base of satisfied, repeat customers. It's difficult to grow a company without continuing orders and loyalty from prior clients. That's why savvy builders work as hard on pleasing customers as they do on framing walls.



Jim Conner, 2005 PBA president and owner of New Castle-based Conner Construction, said he operates under the simple business philosophy: "Build relationships, build trust."

Conner said satisfied customers provide repeat business—six of his contracts this year came from existing clients—and they also produce new work through positive referrals.

"For us," Conner says, "it comes down to credibility. It's how we do business."

He adds that 98 percent of his new business comes from word-of-mouth advertising, an effective referral system that wouldn't exist without the portfolio of happy customers he's developed over 22 years in business. And it works.

"We're very busy despite the soft economy and problems in the housing industry," Conner said. "The way we treat our customers is the reason why."

The veteran builder offers a few tips to turn a one-time customer into a lifetime customer.

- Respect your customers and their property. Work on the client's schedule when possible to keep disruption to a minimum, particularly during a renovation.
- Always deliver what you promise. "Make sure they get what they expect when the job is finished," Connor said.
- Be honest. It's easier to meet customer expectations when those expectations are realistic, so always keep clients aware of the details that will impact the project's final outcome.
- And, if something does go wrong, fix it. "If a customer calls [with a problem or complaint], we go over and take care of it," Conner said. "We've made that a primary business principle."

"My customers are friends of mine," he said. "I build relationships, and that provides the future for any business."



DO YOU KNOW THE CODE?

- When there is usable space above and below a floor/ceiling assembly, draftstops shall be installed so that the area of the concealed space does not exceed _____ square feet.
- The provisions of Section R505 Steel Floor Framing does not apply to buildings greater than 60 feet in length measured perpendicular to the joist span.
- Wood framing supporting gypsum board shall not be spaced more than _____ inches on center.
- Gas appliance shutoff valves shall be located in the same room as the appliance and not further than _____ feet from the appliance.
- Where installed in raceways, conductors of size No. _____ and larger shall be stranded.
- Ceiling-suspended paddle fans shall be supported independently of the outlet box.

JSTC Employees Federal Credit Union

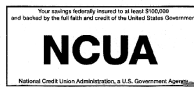
211 College Park Plaza
Johnstown PA 15904

PH: 814-266-6222
TollFree: 1-800-994-9993

www.jstc.net

We Are Your Credit Union! How May We Help You?

- SAVINGS
- NEW/USED AUTO LOANS
- HOME EQUITY LINES OF CREDIT
- VISA CREDIT CARDS WITH CASHBACK ON PURCHASES AND BALANCE TRANSFERS
- INTEREST BEARING CHECKING ACCOUNTS
- MONEY MARKET SAVINGS AND CHECKING ACCOUNTS
- IRA'S
- CERTIFICATES
- AND MUCH MUCH MORE!



CODE ANSWERS

1. 1000 sq. ft. Draftstopping shall divide the concealed space into approximately equal areas. -2006 IRC Section R502.12 Draftstopping required
2. True *Read this section for more applicability limits, and changes to the 2003 code.* -2006 IRC Section R505.1.1 Applicability limits.
3. 24 in. -2006 IRC Section R702.3.2 Wood framing.
4. 6 ft.. *Each appliance shall be provided with a shutoff valve separate from the appliance.* -2006 IRC Section G2420.5 Equipment shutoff valve.
5. 8 *A solid No. 8 conductor shall be permitted to be installed in a raceway only to meet bonding requirements of section E4104.* -2006 Section E3306.4 Stranded conductors.
6. True. -2006 IRC Section E4001.6 Support of ceiling-suspended paddle fans.

PBA REGIONAL MEETINGS

02/11/09 - HBAA to Host

07/02/09 - Indiana to Host

10/29/09 - Bedford to Host

P.B.A. BOARD MEETINGS

02/26/09 - 02/28/09 Hotel Hershey

07/23/09 - 07/25/09 Wyndham, Gettysburg

EPA TO REQUIRE LEAD PAINT REMOVAL CERTIFICATION



EPA has issued a rule requiring the use of lead-safe practices and other actions aimed at preventing lead poisoning. Under the rule, beginning in April 2010, contractors performing renovation, repair and painting projects that disturb lead-based paint in homes, child care facilities, and schools built before 1978 must be certified and must follow specific work practices to prevent lead contamination. To learn more, visit

www.epa.gov/lead/pubs/renovation.htm

PUSH CONTINUES TO FIX HOUSING FIRST

- NAHB is leading one of the largest coalitions of housing advocates ever assembled in the U.S. to push for housing stimulus that will stabilize the marketplace.
- More than 600 organizations, home building companies and manufacturers have joined in support of Fix Housing First, which is pressing for a housing recovery plan to revive the U.S. economy.
- Our message is simple: A housing stimulus is urgently needed to restore demand for housing and to revive the economy.
- The key ingredients to the recovery plan call for Congress to support enhancements to the home buyer tax credit and provide below-market 30-year fixed-rate mortgages for home purchases in 2009.
- NAHB's lobbying, grassroots, public affairs and economic advocacy team continues to provide support to the Fix Housing First endeavor.
- We are leaving no stone unturned in conveying to our government and the public the message that a housing stimulus is urgently needed, and that restoring demand for housing is the fastest and most effective way of reviving the economy.
- This week a series of press conferences are being conducted by telephone with the media in Washington and about a half a dozen other markets across the country.
- The media events will show how the economic crisis is affecting communities across the country and cite the urgent need for Congress to take bold and decisive action to spur a housing and economic recovery.
- Builders from across the country will also come to Washington during the week of January 5th to deliver this message personally to their members of Congress.

Treasury Plan on Mortgages a First Step Forward

- Meanwhile, the Treasury Department is considering a plan to reduce the cost of mortgage rates to as low as 4.5 percent for 30-year fixed-rate loans.
- This would be a good first step. It shows that Treasury understands that we must address housing first if we are going to successfully pull our nation out of recession.
- However, with the nation facing its worst economic crisis since the Great Depression, Congress and the Administration must act in tandem to take bold and decisive action to spur a housing and economic recovery.
- The economy continues to unravel at an alarming pace.
- More than half a million jobs were lost in November. With financial markets reeling and consumers retrenching, the downturn could be deep and prolonged.
- And new data released this week brought more bad news on the housing front.
- NAHB's Housing Market Index, which measures builder confidence in the single-family market, remained at an all-time low in December.

- Housing starts and permits for November are also at their lowest level ever recorded.
- This is a serious crisis that demands swift congressional action.
- And while the media has fixated on the struggling auto industry, it is the housing sector that has borne the brunt of this economic downturn.
- An estimated 3 million jobs in housing and related businesses have vanished since the peak of the housing expansion in 2005.
- When you realize that this industry traditionally accounts for 15 cents of every dollar spent in our country, you understand just how crippling a blow our economy has sustained.

Swift Congressional Action is Needed

- NAHB continues to urge lawmakers and the incoming Obama Administration to move swiftly and decisively on a stimulus package as soon as the new 111th Congress convenes.
- Clearly, housing must be a centerpiece of that recovery plan.
- The best way to stabilize the marketplace and address the ongoing crisis in the financial markets is to put a floor under declining home values.
- Otherwise, we are likely to see more foreclosures, more problems with troubled mortgage assets and a deepening slump in home sales, which in turn will drag down prices even more.
- To break out of this vicious cycle, we need to encourage prospective buyers to get off the fence and back into the housing market.
- To turn the market around, Congress needs to take bold action that will get results.
- Specifically, Congress should enact a stimulus plan that reduces mortgage interest rates to as low as 2.99 percent on 30-year fixed-rate conventional loans for those that purchase a home in 2009.
- At the same time, lawmakers need to make the current \$7,500 home buyer tax credit much bigger and better, eliminate the current recapture provision and make it available to all purchasers.
- The coalition also supports continuing foreclosure prevention measures to keep people in their homes.
- If Congress enacts a meaningful tax credit, coupled with an aggressive interest-rate buy-down program, we are confident that these measures will help to stabilize home prices, prevent future foreclosures, restore consumer confidence and start creating jobs.

Construction Loans are Drying Up

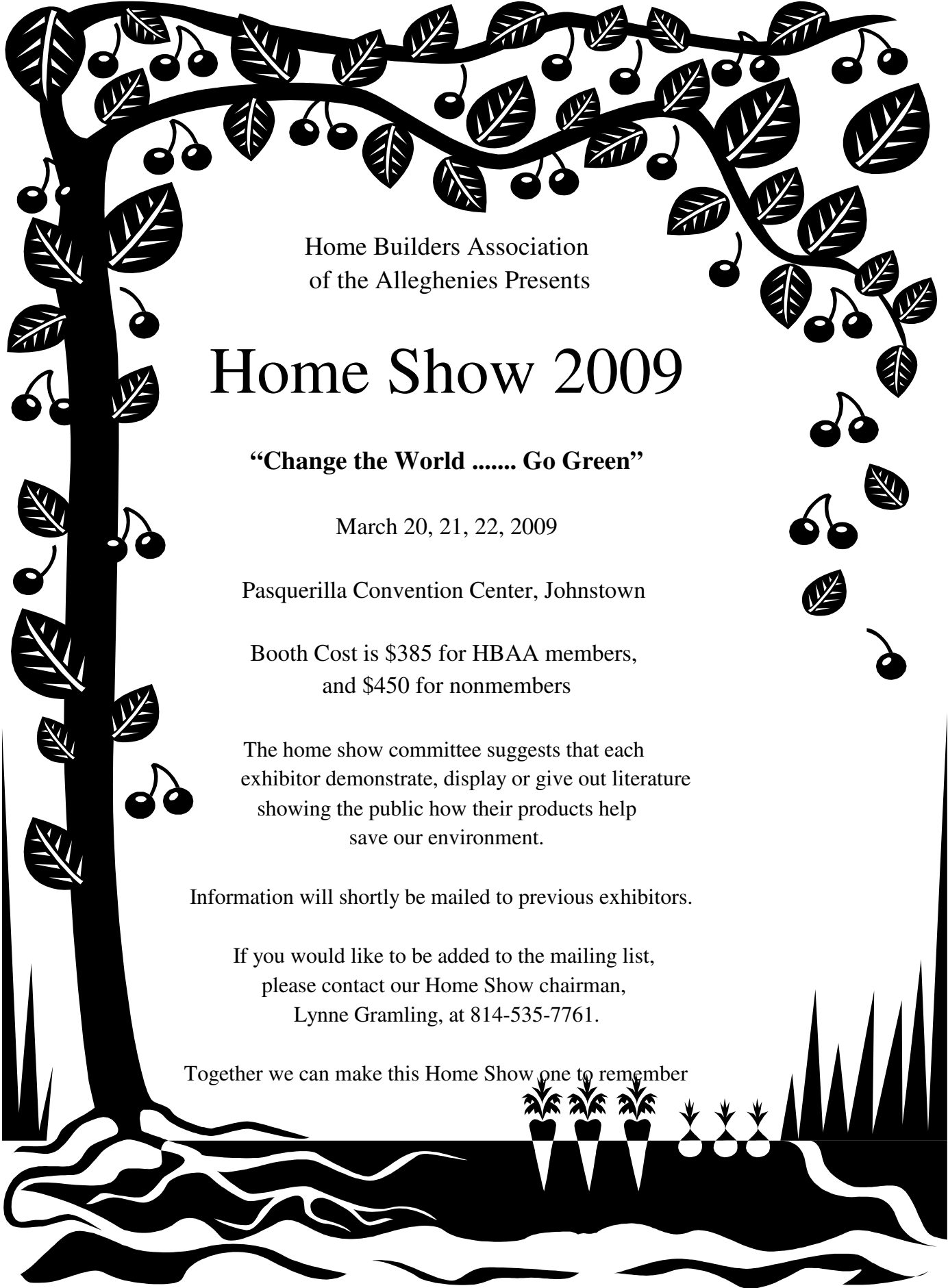
- The mortgage credit crunch has also spilled over into the housing production loan market, threatening to prolong the current housing and economic downturn.
- Builders are increasingly reporting it is much more difficult to obtain loans for land acquisition, land development and home construction (AD&C).

- And the rising number of bank and thrift failures are jeopardizing loans that are in good standing.
- Builders with outstanding loans that end up in FDIC receivership after their lender is shut down are having their loans called in.
- In short, many good loans are unnecessarily being turned into problem assets as a result of these actions.
- NAHB will meet this week with FDIC Chairman Sheila Bair to discuss this urgent situation.
- NAHB is also working with builders from Florida, Houston and elsewhere to document case studies for our upcoming meetings with the bank regulators.
- Scores of builders are still being pushed to the edge of bankruptcy by banks that are very reluctant to make new loans or to renegotiate existing lines of credit on terms that are fair and workable for builders.
- The situation is so bad that many builders who were worried about sagging sales just a few months ago are now worried about survival.
- We are urging regulators to exercise restraint and flexibility in dealing with builders who are trying to make their way through this economic downturn while continuing to meet their obligations on their existing loans.

Long-Term Outlook Favorable

- Despite the serious problems we are facing today, it's also important to keep your eye on the big picture.
- Home builders are resilient. We've weathered bad storms before and we will again.
- Looking at the market over the long-term, the U.S. is definitely on a growth path.
- Our population will rise by about 35 million over the next 10 years. All of those people will need someplace to live. Consider these facts:
- America currently has about 105 million occupied housing units.
- About 70 million of those are owner-occupied. The other 35 million are rental units.
- Total equity (value of homes minus any mortgage debt) amounts to \$8 trillion.
- 37 percent of all home owners own their home outright, with no mortgage debt.
- And for those who have mortgages, 93 percent are making their payments on time every month.
- Home values will ultimately bottom out and start edging back up.
- Once we turn the corner on the housing downturn, the longer term housing outlook is promising.





Home Builders Association
of the Alleghenies Presents

Home Show 2009

“Change the World Go Green”

March 20, 21, 22, 2009

Pasquerilla Convention Center, Johnstown

Booth Cost is \$385 for HBAA members,
and \$450 for nonmembers

The home show committee suggests that each
exhibitor demonstrate, display or give out literature
showing the public how their products help
save our environment.

Information will shortly be mailed to previous exhibitors.

If you would like to be added to the mailing list,
please contact our Home Show chairman,
Lynne Gramling, at 814-535-7761.

Together we can make this Home Show one to remember



NEWSLETTER ADVERTISING
Home Builders Association of the Alleghenies
 Richland Square III, 1397 Eisenhower Blvd., Johnstown, PA 15904
 Phone: (814)269-9268 Fax: (814)269-1429
Newsletter Advertising Contract

NAME OF COMPANY: _____
 REPRESENTATIVE: _____
 MAILING ADDRESS: _____
 CITY/STATE/ZIP: _____
 PHONE: _____
 FAX: _____
 E-MAIL: _____

Member of the Home Builders Association of the Alleghenies?

Yes No

Order for advertising **within** our monthly Newsletter:

- All ad copy and artwork must accompany this contract.
- All advertising artwork must be photocopy ready. (B&W only)
- All advertising contracts are for a minimum of 3 months.

Business Card (3 1/2 x 2")	\$10.00 x _____ months = \$ _____
1/8 page(5" x 2")	\$15.00 x _____ months = \$ _____
1/4 page(5" x 4")	\$25.00 x _____ months = \$ _____
1/2 page(5" x 8")	\$45.00 x _____ months = \$ _____
Full page(8 1/2" x 11")	\$90.00 x _____ months = \$ _____

Order for a flyer **attached to inside** of our monthly Newsletter:

- The flyer must be of size 8 1/2 by 11, on standard weight paper.
- All the flyers are to be created by the advertiser and given to H.B.A.A.
 (Please call HBAA for an estimate of the number of flyers required)
 \$75.00 x _____ sheets x _____ months = \$ _____

Circle month you are requesting your ad period to start:
 Jan Feb Mar Apr May Jun Jul Aug Sep Oct Nov Dec

- All advertising contracts must be prepaid, please attach check payable to the H.B.A.A.
- All advertising must be supplied to the H.B.A.A. office a minimum of 2 weeks prior to the advertising month.

The HBAA does not discriminate against any person or company in accepting paid advertising in its newsletter. Acceptance of advertising does not constitute an endorsement of the advertiser, its products, services or claims. The HBAA shall be held harmless in the event that a newsletter is not published or distributed as planned, or in the event that an ad is omitted or incorrectly displayed.

Advertiser _____ Date _____
 HBAA _____ Date _____

FLUDDLER'S CORNER

Expressions You Don't Hear Much Anymore:



- | | |
|--------------|------------------------|
| FIDDLESTICKS | MY LAND! |
| PSHAW! | OH, FOR GOODNESS SAKE! |
| MERCY ME! | WANNA BUY A DUCK? |
| HEY, TOOTS | LAND SAKES! |
| EGADS! | GADZOOKS! |
| GEEZ LOUISE | GLORIOSKY! |
| HOITY TOITY | TWENTY-THREE SKIDDOO |
| MY EYE! | OH, BROTHER! |
| OH, FOOT! | HEAVENS TO MURGATROYD! |

**Home Builders Association
Timothy C. Leventry, Executive Officer
Suite 202, Richland Square III
1397 Eisenhower Blvd.
Johnstown, PA 15904**

Return Service Requested



**HOME BUILDERS ASSOCIATION OF THE ALLEGHENIES
NEWSLETTER**

December 2008

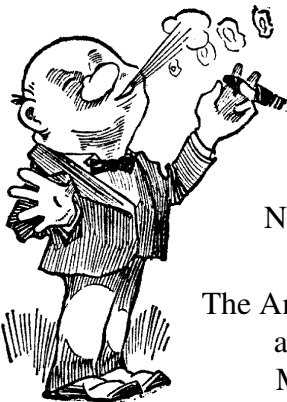
Timothy C. Leventry, E.O.
1397 Eisenhower Boulevard
Richland Square III, Suite 202
Johnstown, PA 15904
(814)269-9268

FAX:(814)269-1429

President: Denny Squillario

web site: www.hbaahomes.org

email: info@hbaahomes.org



No General Membership Meeting or Board Meeting this Month.

The Annual Hbaa Strategic Planning Meeting this Year Will Be Held January 31st, 2009 at the Holiday Inn in Downtown Johnstown the Meeting Is Open to All Board Members. The Meeting Starts at 8:30 AM and Ends 3:30 PM.

PA Housing & Land Development CONFERENCE

Hilton Scranton, Scranton, PA

February 11 & 12, 2009

DAY-1 HOUSING

Day One of the conference focuses on technical issues related to the delivery of houses. Plan on attending this year's conference to get the latest information on emerging technologies and learn how to resolve problems facing the industry. This conference is intended to bring together all sections of the housing industry including builders, remodelers, code officials, educators, design professionals and modular and HUD code builders and manufacturers.

2009 IRC Code Changes

- Emerging legislative issues that will affect the construction industry
 - Green Building Programs in PA
- Green Building Case Studies – what has worked and what hasn't
- On site energy generation – wind, photovoltaic, solar thermal, fuel cells, combined heat & power
 - NEW wall bracing - IRC 2009
- Common building failures and how to avoid them
- Improving the energy performance of existing homes
- Windows – A highly technical program on rapidly changing technology and design

Continuing Education

Day 1 - 6.5 Hours
Approved by PA Dept.
of Labor & Industry for UCC.

DAY-2 LAND DEVELOPMENT

Day Two of the conference focuses on emerging planning, design, and regulatory issues affecting the land development industry in Pennsylvania. Come hear about challenges facing the industry and network with other professionals. This day's programs are intended for anyone involved in land development activities, including builders, developers, design professionals, planners and regulatory officials.

- Green land development practices
- Innovations in erosion and sediment control strategies
- Thermal treatment of stormwater discharge – policy, legal and technical
 - Evolving technologies for infiltration design
 - Infiltration facilities – design and construction
- Bio retention systems – key features for good design
 - What is behind the rising cost of housing?



For a full list of Sponsors and updated agendas - www.engr.psu.edu/phrc

