

# Monthly Bulletin

VANCE GRANVILLE HOME BUILDERS ASSOCIATION

— Serving Vance, Granville & Warren Counties —

March 2018

## Softwood Lumber Outlook for 2018 Shaped by Wildfires, Tariffs

Softwood lumber prices closed out the year at or near record highs in most areas of the country, making the average Random Lengths Composite Price for 2017 the highest in 20 years.

“Prices surged early in the year due to the arbitrary tariffs levied on softwood lumber imports from Canada, which impacted roughly one-third of U.S. supply,” said David Logan, NAHB’s tax policy analyst who continually monitors the price and availability of building materials prices.

“Then in mid- to late-2017, widespread wildfires in British Columbia and the Pacific Northwest, combined with the damaging hurricanes in the south, resulted in tighter supply and fueled further price increases,” he said.



According to Logan, the outlook for lumber prices in 2018 is more of the same. Lumber supply will increase as forests and mills in Canada and the Pacific Northwest recover from a devastating wildfire season. As production and supply improve, prices will moderate.

“We’ve already seen the effects of increased capacity in the OSB market, in which prices have fallen substantially from record levels in mid-2017 as new and idled mills have come online,” Logan said.

He notes that any price decline that would result from increased lumber supply will likely be offset by the duties on Canadian imports, which could have significant impacts on the housing industry and the broader U.S. economy.

## NAHB Chairman Randy Noel on New Steel and Aluminum Tariffs

Randy Noel, chairman of the National Association of Home Builders (NAHB) and a home builder and developer from LaPlace, La., issued the following statement regarding President Trump’s announcement to impose tariffs on steel and aluminum imports:

“It is unfortunate that President Trump has decided to impose tariffs of 25 percent on steel imports and 10 percent on aluminum imports. These tariffs will translate into higher costs for consumers and U.S. businesses that use these products, including home builders.

“Given that home builders are already grappling with 20 percent tariffs on Canadian softwood lumber and that the price of lumber and other key building materials are near record highs, this announcement by the president could not have come at a worse time.

“Tariffs hurt consumers and harm housing affordability. We hope the administration will work quickly to resolve these trade disputes regarding lumber and steel so that businesses and consumers have access to an adequate supply at a fair market price.”

## Membership Meeting

**MONDAY, MARCH 19**

**Location:**

**Mayflower Seafood Restaurant**

201 N. Cooper Drive  
Henderson, North Carolina

**Time:**

Social starts at **5:30 p.m.**

Dinner starts at **6:15 p.m.**

**RSVP to:**

Amy Williams at 919-603-5081,  
E-mail: [eo@vancegranvillehba.org](mailto:eo@vancegranvillehba.org)

## **We Need Your Help!**

# **GC Licensing Online, Close to Being a Reality**

The North Carolina Licensing Board for General Contractors is committed to providing the ultimate licensing experience for its current and future licensees. The Board has rolled out **Phase 1 of Licensing Online**, the Board's newly developed interactive web-based licensing platform.

**Licensing Online** provides the ability for the Licensing Board to communicate important updates and other current information to licensees through a unique password protected account, which the licensed contractor logs into the Board's website and create.

**Licensing Online** provides the means for the licensee to communicate directly with the Board, and in the future, submit paperwork or online forms that in the past have been mailed or faxed to the Board's office.

**Phase 1 of Licensing Online** was activated in November 2017, enabling a licensed general contractor to visit the Board's website at [www.nclbgc.org](http://www.nclbgc.org) and follow the prompts to create their **Licensing Online** account.

The following services are implemented:

- A licensee has access to request a duplicate 2018 License Renewal Application in the event the original is lost or damaged.

- The 2018 License Renewal Certificate is available to be printed by the licensee.
- The Board grants authorization to the licensee's profile contact information so the licensee can make revisions as necessary through the **Licensing Online** account.

**Licensing Online** WILL NOT allow submission of license renewal applications for the 2018 license year. *However*, it is anticipated that **Phase 2 of Licensing Online** will roll out in time for the license renewal process for the 2019 license year renewal to be accomplished online.

### **Attention! All Licensed General Contractors ... We Need Your Help!**

For **Licensing Online** to be an effective and efficient means of interaction between the Board and you, the Board needs for all licensed general contractors to log in and create their unique password protected **Licensing Online** account. It is very easy, and will take less than 5 minutes to complete the initial process to allow for the two way communication link between you and the Board to begin.

**Licensing Online** can be found at  
[www.nclbgc.org](http://www.nclbgc.org)

Log in and create your **Licensing Online** account today!



### **2018 Vance Granville Home Builders Leadership**

Rick Edwards, *President*  
Rick Edwards Electric

Crawford Knott, *Secretary-Treasurer*  
Holden, Moss, Knott, Clark & Copley, PA

Amy Williams, *Executive Officer*  
919-603-5081  
[eo@vancegranvillehba.org](mailto:eo@vancegranvillehba.org)

#### **LOCAL DIRECTORS**

David Adcock, Talbert Building Supply

Chris Bass, Mallard Homes

Mike Brummitt, Mike Brummitt Heating & Cooling

Rick Edwards, Rick Edwards Electric

Robert Lloyd, Robert Lloyd Plumbing

Wallace Peiffer, Coldwell Advantage

Kathy Smith, First Citizens Bank

Bonn Williams, D.B. Williams Construction

Jimmy Williams, J.L. Williams Construction

## **The Value of HBA Membership**

High industry standards and professionalism

Builders Mutual Insurance available to association members

Advance your business through networking

Vigorous legislative advocacy

Association events and publications keep members informed

Local, state, and national memberships and resources

Unique marketing opportunities

Educational programs

NCHBA is a statewide trade association and not-for-profit organization that serves 65 local associations and more than 15,000 member firms.

## Scary Truths About Jobsite Fatalities

Here's some news for those builders you may know of who think that fall protection on the jobsite is just not that important: Between 1982 and 2015, 42% of construction worker deaths were attributed to falls.

That means that 325 lives were lost — and an overwhelming 78% of these deaths happened because these workers did not have a personal fall arrest system (PFAS), or had one but didn't use it. Most of those who didn't have the body harnesses and attachments that make up these PFAS worked in the residential construction industry.



The Center for Construction Research and Training has crunched data from the NIOSH Fatality Assessment and Control Evaluation program to create a searchable database, the Construction FACE Database, with additional information about these accidents and where they occur.

***These accidents can be prevented with three easy to follow steps:*** plan ahead to get the job done safely; provide the right fall protection equipment; and train workers to use the equipment safely.

NAHB supports the continuing education of fall protection safety practices in the residential construction industry to help keep workers safe on the job. And it has to be started right away: Fully 20% of those workers killed had been on the job two months or less.

NAHB's "Toolbox Talk" video series includes two on fall protection: one in English and one in Spanish. You'll find both in NAHB's expanded safety pages in the Toolbox Talks section of [nahb.org](http://nahb.org).

This year, NAHB and Builders Mutual Insurance Co. are together promoting Safety 365, a public awareness campaign that reminds home builders and home buyers that staying safe at home and on the jobsite requires constant vigilance.



## Vance Granville Homebuilders 2018 Golf Tournament

**Thursday, May 17, 2018**

**Kerr Lake Country Club  
600 Hedrick Drive, Henderson, NC  
252-492-1895**

- 4 Person Teams
- Seniors (60+) play from Senior Tees
- Open to Men & Women

Entry Fee: \$300.00/Team

Or, \$75.00/Person

*(We will pair you up with a team!)*

Includes Lunch and Mulligan Package

**Hole Sponsorship - \$100.00**

**Lunch Sponsorship - \$500.00**

**Early Bird Reduced Rates (Pay by March 31st):**

**Golf Team of (4) and Hole Sponsorship: \$350.00**

**Golf Team of (4): \$275.00**

**Hole Sponsorship: \$75.00**

**\*\*\* Chance to Win a Car \*\*\***

**Sponsored by: Henderson Toyota**

Captain's Choice (Commonly Known as Superball)

All Ties will be Broken with Scorecard Playoff

**Lunch will be Served at 12:00 Noon**

**Golf Starts at 1:00**

Player # 1 \_\_\_\_\_

Player # 2 \_\_\_\_\_

Player # 3 \_\_\_\_\_

Player # 4 \_\_\_\_\_

**Please contact Amy Williams at 919-603-5081, or  
[eo@vancegranvillehba.org](mailto:eo@vancegranvillehba.org) for more information.**

**Form and payment may be mailed to:**

**PO Box 803**

**Oxford, NC 27565**

**or**

**Call Amy Williams for credit card payment.**

# Canadian Softwood Lumber

American home builders need reasonably priced lumber to build homes that average working families can afford.

U.S. domestic production is not sufficient to meet demand. NAHB is working with the Forest Service and the Bureau of Land Management to clear the regulatory hurdles that constrain domestic lumber production.

In 2016, the U.S. consumed 47.1 billion board feet of softwood lumber while producing 32.8 billion board feet. That's a shortfall of 14.3 billion board feet. More than one-third of the lumber consumed in the U.S. last year was imported, and more than 95% of the imports came from Canada. Annual domestic production has not met demand even once during the last 50 years.

## Why It Matters

The lumber supply problem is made worse by the Commerce Department decision to impose duties averaging 26.75% on Canadian lumber shipments into the U.S. The tariffs are acting as a tax on American home builders and home buyers, making housing less affordable for American families and forcing builders to look overseas to Germany and Russia in order to meet demand.

The fact that America cannot meet the nation's demand for lumber is all the more reason to move forward on an equitable U.S.-Canada trade agreement that will provide a reliable and affordable supply of lumber and meet the housing needs of American consumers.

## Solutions

America cannot meet the nation's demand for softwood lumber, which will only continue to grow as the housing recovery picks up steam.

Therefore, NAHB believes the following steps should be taken:

- Rescind the lumber duties, which will be finalized on Nov. 18, and negotiate a settlement to address American home builder concerns regarding price and availability of lumber. NAHB is meeting with representatives of the Trump administration and Congress, as well as Canadian federal and provincial officials, to achieve this goal.
- Boost domestic production by seeking higher targets for timber sales from publicly owned lands and opening up additional federal forest lands for logging in an environmentally sustainable manner.
- Reduce U.S. lumber exports. Domestic producers are selling abroad to China and other international clients in order to increase profits. Exporting timber should be discouraged when there is a gaping need at home.
- Seek out new markets to reduce our nation's reliance on Canadian lumber imports and make up for our domestic shortfall. NAHB last year held productive talks with Chilean government, trade and industry officials that focused on increasing exports of softwood lumber to America. Other potential markets include Sweden and Brazil.

## NCHBA Regional Leadership Meeting

### NCHBA Region IV Meeting

Wednesday, March 21, 2018 • 10:00 am - 12:00 noon

**Location:** Greensboro Builders Association, 1155 Westgate Drive, Greensboro, NC

### Agenda:

- Introductions of attendees, brief overview of NCHBA services, short BMIC presentation. (30 minutes)
- Governmental affairs presentation (hot legislative topics and regulatory issues, BUILD-PAC explanation and solicitation). (30 minutes)
- Member of the General Assembly to speak at each meeting, to be arranged by NCHBA staff, e.g., Senator Tom McInnis with Q & A to follow. (30 minutes)
- Member roundtable to discuss top 2 or 3 items of interest to regional attendees to be determined by Regional Vice President prior to meeting and communicated to leadership team and staff beforehand. (30 minutes)

# Home Builders Seek Cooperation with OSHA to Improve Worker Safety

The National Association of Home Builders (NAHB) called on the Occupational Safety and Health Administration (OSHA) to expand its small business compliance assistance to help home builders and other small business owners to improve the safety of their operations.

Testifying on behalf of NAHB at a House subcommittee hearing on “a more effective and collaborative OSHA,” J. Gary Hill, a custom home builder from Greensboro, N.C., and 2018 chairman of the NAHB Construction Safety and Health Committee, told lawmakers that reforming and improving how OSHA operates is a top priority of the housing industry.

“In recent years, OSHA has unleashed a regulatory tsunami on the construction industry,” said Hill. “The growth in the number and scope of regulations, along with the associated costs of these regulations, has raised concerns from NAHB members about OSHA’s heavy handed enforcement practices and procedures.”

According to the Small Business Administration, federal regulations cost small businesses 60 percent more per employee than it costs large businesses. Compliance with these regulations can average as much as \$7,000 per employee.

“In our industry, a sizeable share of these regulations comes from OSHA, and the costs imposed by OSHA regulations are financially onerous to every aspect of the home building industry,” he said.

Though facing prohibitive regulatory costs, Hill underscored that a top priority for small home building firms is to create a safe workplace environment for their employees. It also makes good business sense.

“It is no secret that safety saves lives, and money,” he said. “We have learned that the money saved through reduced workers’ compensation costs, lost time due to worker injuries and less time spent on accident claims and reports can be converted into improvements in the way employers operate their businesses. Moreover, a safe jobsite is also the key to retaining good employees and hiring new ones.”

Hill outlined three steps that OSHA can take to improve operating procedures that would make regulatory compliance more cost effective and make the agency more user friendly for small businesses. At the same time, he noted that the following actions by OSHA would boost housing affordability and continue to improve the safety of workers in the home building industry:

1. Focus agency efforts on providing employers with compliance assistance and training for existing regulations and standards so that OSHA is not needlessly piling on regulatory burdens that small businesses cannot effectively meet. By pursuing a collaborative relationship with trade associations and their members, OSHA will better be able to inform and educate employers of the responsibilities specified in the agency’s standards and regulations.

2. Develop new and innovative ways to partner with employers to achieve compliance. Small employers need help understanding the complex OSHA regulatory regime and want assistance in identifying hazards that pose the greatest risk of a worker being injured.

3. Modernize methods to disseminate compliance assistance information to include video based education segments and checklists viewable from computers, tablets and smartphones.

“By pursuing achievable reforms and leveraging the expertise of industry groups such as NAHB, Congress and the administration can succeed in making OSHA more user friendly for small businesses while also improving worker safety,” said Hill.



Vance Granville Home Builders Association

**2018 BuildPac Goal:**  
**\$820.00**

**Current Amount: \$274.00**

*Thank You for Your Participation in the BuildPac Fund*

**Contact Amy Williams at 919-603-5081,  
E-mail: [eo@vancegranvillehba.org](mailto:eo@vancegranvillehba.org)**

**Applications for 2018-2019 Now Being Accepted**

# North Carolina Home Builders Educational Foundation Scholarships



The North Carolina Home Builders Educational & Charitable Foundation, Inc. accepts applications for its college scholarships each year between January and April.

The foundation awards scholarships based on a combination of need and merit to four-year college students entering their junior or senior year, and technical school students entering their second year who have declared their major in a construction related field.

***To be eligible a student must meet the following criteria:***

1. Applicants must be nominated by a NCHBA member firm.
2. Nominees shall be immediate family members of NCHBA member firms, related by blood, (i.e. children, step-children or grandchildren).
3. Students related by marriage, (ie. son-in-law, daughter-in-law, etc.) shall not be eligible.

4. Immediate family members of any current trustee of the NCHB Educational & Charitable Foundation, Inc. shall not be eligible.
5. Awards are for one year, but scholarship winners may submit a renewal application and be considered for renewal if they make satisfactory progress in their studies.
6. Only full-time students will be considered. NCHBA defines a full-time student as one taking a minimum of 12 credit hours per semester.

***Apply by April 30th.***

***For more information:***

**Contact Amy Williams at  
919-603-5081**

**[eo@vancegranvillehba.org](mailto:eo@vancegranvillehba.org)**



## BUILDERS

Blackley Developers	Robert Blackley	919-418-0312
Built Right Homes, LLC	Jason Hayes	919-423-7616
	Mark Anderson	
Builder Tony Hirst, LLC	Tony Hirst	252-430-7722
Cornerstone General Contracting, Inc.	Brian Paynter	252-432-5872
Carolina Custom Sub	Kimberly Wedge	919-638-0510
Cimarron Capital Inc.	Craig Morrison	919-382-2888
D.B. Williams Construction	Bonn Williams	919-693-9164
Environmental Builders, LLC	Keith Tunstall	252-213-1266
Guin Construction	Danny Guin	252-430-4260

Homes by Thadd	Thadd Roberts	919-844-1988
Innovative Green Builders	Dennis Tharrington	252-436-9126
J.L. Williams Construction	Jim Williams	252-492-6970
Jed Pittard Builders	Jed Pittard	919-693-2374
Just Us Builders	Kenny Hill	919-291-0957
Knight Home Builders, LLC	Jon Zbonack	919-528-6655
Mallard Homes	Chris Bass	919-528-1488
Mark Hicks Builder	Mark Hicks	919-693-1866
Northstar Carolinas	Bruce Whitten	919-390-4240
Olde Dominion Builders of Raleigh	Steven King	919-369-3482
P&G Construction	Bennie Goodwin	919-730-9037
Qualified Custom Builders	Victor Tucker	252-456-4665
R. Dan Brummitt General Contractor	Dan Brummitt	252-432-4774
Rogers & Franklin	Mike Franklin	252-492-9385
Son & Hill Construction	Rob Hill	919-690-1151
Tarheel Woodcrafters	Dennis Edwards	252-432-3035
TCM Construction	Tony Murray	919-693-8149
TJ Construction of Henderson	John Thompson	252-438-8211
Trabar Homes	David Haskins	919-691-3714
Traditions Builder, LLC	Steven Hayes	919-554-6911
Vance Construction	Robert Kemp	252-492-0028
Wynn Construction	Edward Averett	919-528-1347

<b>ACCOUNTANT</b>		
Holden, Moss, Knott, Clark & Copley, PA	Crawford Knott	919-693-5960
<b>BANKERS</b>		
Tidewater Mortgage Services	John Reeder	252-767-8591
BB&T Bank (BB&T)	Kendall Buckner	919-693-4141
Benchmark Community Bank	Candace Lenderman	252-646-2440
Citizens Community Bank (CCB)	Robin Ligon	252-598-0234
First Citizens Bank	Kathy Smith	252-492-4145
Union Bank & Trust		919-603-5030
<b>BOAT DOCK MANUFACTURER</b>		
Robco Manufacturing, Inc.	Tommy Roberson	252-438-7399
<b>BORING CONTRACTOR</b>		
Carl Currin Construction	Carl Currin	919-691-5810
<b>BRICK</b>		
Triangle Brick	Steve Pendergraft	800-672-8547
<b>BUILDING SUPPLIERS</b>		
Builders Discount		252-430-8500
Certaanteed Roofing	Rich Bechtold	919-607-0181
DuPont Tyvek/Parksite	Charlene Allen	919-268-0312
Lowe's Home Improvement	Bobby Gibson	252-436-0050
Professional Builders Supply	Mike Brown	919-380-4800
Stock Building Supply	Mike Hunsaker	919-562-6601
Talbert Building Supply	Jeff Norman	336-599-1135
<b>CERAMIC TILE &amp; MARBLE</b>		
Leonard's Custom Ceramic Tile & Cultured Marble	William Leonard	252-586-0622
<b>DRYWALL</b>		
T&J Drywall	Mark Shimminger	919-625-4208
<b>ELECTRICIANS / HVAC</b>		
Andrews Electrical Service	Joey Andrews	252-257-5290
Dales Heating, Cooling & Refrigeration	Rick Poythress	252-438-5526
Hobgood Air	William Hobgood	919-603-1055
Mid South Electric	Mike Hicks	252-492-2076
Mike Brummitt Heating & Cooling	Mike Brummitt	919-693-5536
Rick Edwards Electric	Rick Edwards	252-438-4856
Robertson Electric	Rick Robertson	252-586-4373
Sanford Electric LLC	Dennis Sanford	252-432-1661
Stephen Wayne King	Stephen King	919-398-1400
Carolina Cooling & Heating, Inc.	Tim Bridges	252-438-4125
T&G Electrical & Plumbing	Gene Pulley	252-492-9060
<b>FOUNDATION CONTRACTOR</b>		
Applied Science USA Inc.	Timothy Hunt	252-972-4104
<b>FRAMING</b>		
Cash Construction	Joey Cash	919-693-5491
Fine Line Construction	Buck Smith	919-422-9652
Jon Currin Construction	Jon Currin	919-691-0787
<b>FIREPLACES / GAS LOGS / GAS</b>		
AAA Gas & Appliance	Mac Hudgins	252-492-1138
PSNC Energy	Mark Ellis	252-431-3407
<b>FLOORING</b>		
AB Hair Carpets	Ed Evans	252-456-3307
CTV Flooring	Mike & Suzanne Smith	919-528-1112
Designer Floor Fashions	Mark Mangum	919-363-0975
Luis Ernesto	Luis Ernesto Leon Moya	919-333-2319
Wilson's Carpet	Walter Wilson	919-693-2592
<b>GLASS / MIRRORS</b>		
A. R. Perry Glass	Richard Davis	252-492-6181
<b>GRADING / CLEARING / PAVING</b>		
Ellington & Son Grading & Landscaping	Mark Ellington	919-693-1230
Faulkner Grading & Landscaping	Alan Faulkner	252-492-7703

<b>GRAVEL / CONCRETE / STONE</b>		
Carolina Sunrock	Greg Johnson	919-625-2780
New Ground Construction	Brad Thomas	252-432-0032
	Thomas Pace	252-432-7744
<b>INSPECTION/PLANNING DEPARTMENT</b>		
Vance County Planning & Development	Jordan McMillen	252-738-2080
<b>INSULATION</b>		
Hughes Insulation	Tony Hughes	252-492-6918
Sanford Insulation, Inc.	Malcolm Sanford	252-432-2968
USI Smith Insulation	Timmy Smith	919-496-3512
<b>INSURANCE AGENCIES</b>		
Frazco Insurance Company	Opie Frazier	252-430-1111
	Gary Frazier	
Pinnell Insurance	John Cook	252-438-7129
The Pegram Agency	Ray Pegram, Jr.	919-693-8888
Wester Realty & Insurance	John Wester	252-438-8165
<b>LANDSCAPING</b>		
Carolina Greenscapes	Stoney Bradsher	252-492-6966
Joseph Wilson Thompson	Joey Thompson	252-438-2458
Thompson Landscaping	Matt Thompson	252-438-4882
<b>LIGHTING &amp; INTERIOR PRODUCTS</b>		
Lights Unlimited	John Osburn	919-868-7659
<b>MULCH</b>		
Pacific Mulch	Chris Novemberbernard	252-492-4451
<b>PAINTING</b>		
Matthew Paint Company	John Curtis Matthews	252-204-9722
Perez Professional Painting	Mario Perez	252-762-8409
<b>PARKING LOT</b>		
Professional Striping & Seal Coating	Faye Shope	919-575-6018
<b>PEST CONTROL</b>		
A&S Pest Control, Inc.	John Alston	252-456-2362
<b>PLUMBING</b>		
Elmer Deal & Sons	Jim Deal	252-438-6308
Lloyd Plumbing	Paul Loyd	919-693-2000
Robert B. Lloyd Plumbing	Bob Lloyd	252-492-2834
Watkins Piping & Plumbing	Ray Watkins	919-690-6647
<b>REALTORS</b>		
Coldwell Advantage	Wallace Peiffer	919-528-4888
Fonville Morisey Realty	Dave Harnery	919-229-2033
	Sam Pyrtle	919-229-2011
Frazco Realty	Harold Frazier	252-492-4121
Julie Wright Realty Group	Julie Wright	919-847-7140
<b>ROOFING</b>		
AA Arias Roofing, Inc.	Andres Arias	252-425-3299
ABJ Roofing	Bulmaro Rodriguez	919-422-0355
Harris & Son Home Repair	David Harris	252-492-1252
Osiel Roofing	Osiel Paniagua	252-213-3585
<b>SECURITY</b>		
Ahner Security	David Arner	252-438-7181
<b>SIDING</b>		
Tulio Caceres	Tulio Caceres	252-425-0763
iExteriors, LLC	Joseph Wilson	252-226-3133
<b>STONE/MASONRY</b>		
12 Stone LLC	Steven Rice	919-810-7294
<b>TRIM</b>		
Carolina Woodworks & Trim	Bill Atkinson	252-425-1776
Tarheel Woodcrafters	Dennis Edwards	252-432-3035
Total Trim, Inc.	Karl Blackwell	919-441-8067
<b>UTILITY CONTRACTOR</b>		
Allen Construction	Juliet Allen	252-492-4946
JDWC, LLC	Sabrina Johnson	252-433-5026
<b>AFFILIATE MEMBER</b>		
Gayla Strickland – Coldwell Banker Advantage		252-430-9046

An infographic from the industry experts at Builders Mutual

## March is Ladder Safety Month

In the construction industry, many new employees are relatively undertrained. It is extremely important to provide safety education to all employees on their first day of work, before they step onto your jobsite. As industry experts at Builders Mutual, we are dedicated to setting you and your employees up for success.

That's why Builders Mutual is providing a quick reference tool that you can use when training new employees.

According to OSHA, falls are the leading cause of death in the construction industry, and in 2016, one-third of these falls were falls from ladders. More than 150 construction workers died as a result of ladder misuse. Ladder accidents also caused more than

20,000 workplace injuries in 2016, according to the Bureau of Labor. Fortunately, falls can be prevented through proper training.

The ladder safety infographic below, presented in English and in Spanish, explains important steps to remember that will help ensure on-the-job safety for your employees.

*Other ladder safety tips to remember include:*

- Wearing flat, non-slip shoes
- Avoiding placing a ladder near a doorway unless the door is locked
- Extending ladders fully before climbing them
- Avoiding carrying items while climbing



# LADDER SAFETY

## Seguridad en Escaleras



**Choose the right ladder for the job.**  
*Escoja la escalera adecuada para cada trabajo.*



**Don't place the ladder on unlevel footing.**  
*No apoye la escalera en un suelo desnivelado.*



**How to properly set a ladder:**  
**1) Set your ladder at the correct 4 to 1 angle.**  
**2) Put your toes against the ladder's feet. Stand straight up and extend your arms. The palms of your hands should just reach the ladder's rung.**  
*Cómo ubicar correctamente la escalera:*  
 1) Ubique la escalera en el ángulo correcto con una proporción de 4 a 1.  
 2) Ubique sus dedos de los pies contra las patas de la escalera. Póngase derecho y extienda sus brazos de manera que las palmas de sus manos alcancen los peldaños de las escaleras.



**Maintain 3 points of contact.**  
*Mantenga siempre 3 puntos de contacto.*



**Do not overreach.**  
*Si la escalera no alcanza, reemplácela por una más larga. No intente estirar su cuerpo.*



**Always face the ladder.**  
*Siempre manténgase de frente a la escalera, nunca a su espalda.*



**Do not stand on the top or top 2 rungs of step ladder.**  
*Nunca se ubique en el penúltimo y/o último peldaño de la escalera.*



**Extension ladders or straight ladders should extend 3' above the point of support and tie off to prevent movement.**  
*Toda escalera debería extender 3 pies por encima del punto de apoyo y estar amarrada para prevenir su movimiento.*



# Millennials Lead the Homeownership Resurgence

Momentum continues to build for the housing industry, as evidenced by recent news from the Census Bureau regarding homeownership.

“Contrary to some analysts’ predictions that the rate would fall to 61% or lower in the coming years, the new Census Bureau estimates indicate it increased to 64.2% in 2017,” said NAHB Chief Economist Robert Dietz. “The data also showed six consecutive quarters of gains in the count of home owners, with notable growth among those under the age of 35.”

The homeownership rate of millennials (36%) registered the largest gains among all age groups, as noted by a NAHB economist in a recent Eye On Housing blog post. That growth suggests millennials are increasingly recognizing the long term benefits and value of investing in a home.

After bottoming out to a cycle low of 62.9% in the second quarter 2016, homeownership has

been on an upswing largely due to an increase in household formations.

Meanwhile, the number of renter households has gone down.

In addition to the rise in household formations, ongoing economic growth is expected to continue boosting housing demand throughout 2018, even despite the recently enacted tax reform legislation that is likely to hold back the growth of home prices.

“While it will boost economic activity, the new tax law is expected to contribute to price softness in some high cost, high tax markets now that deductions for income and property taxes are capped at \$10,000 per year,” Dietz said.

As the nation’s largest demographic group, totaling more than 90 million, millennials are poised to dominate the home buying market in the months and years ahead.

## Apartment and Condominium Market Ends Fourth Quarter on a Positive Note

The Multifamily Production Index (MPI), released by the National Association of Home Builders, posted a gain of seven points to 53 in the fourth quarter of 2017.

The MPI measures builder and developer sentiment about current conditions in the apartment and condominium market on a scale of 0 to 100. The index and all of its components are scaled so that a number above 50 indicates that more respondents report conditions are improving than report conditions are getting worse.

The MPI provides a composite measure of three elements of the multifamily housing market: construction of low rent units, market rate rental units and “for sale” units, or condominiums. All three components increased in the fourth quarter: low rent units rose two points to 56, market rate rental units climbed 11 points to 54, and for sale units increased nine points to 49.

The Multifamily Vacancy Index (MVI), which measures the multifamily housing industry’s perception of vacancies, remained even at 41, with lower numbers indicating fewer vacancies. The MVI has been fairly stable since 2013, after peaking at 70 in the second quarter of 2009.

“Multifamily developers continue to see solid demand in many parts of the country,” said

Steven Lawson, president of Lawson Companies in Virginia Beach, Va., and chairman of NAHB’s Multifamily Council. “Developers need to be careful to manage costs as prices of land, labor and some building materials continue to rise.”

“The positive MPI reading is consistent with builder sentiment readings in other segments of the housing industry,” said NAHB Chief Economist Robert Dietz. “Continued job growth and increasing household formation are key drivers for the multifamily market moving forward.”

### Noel on Senate Banking Bill

Randy Noel, chairman of the National Association of Home Builders issued the following statement on the **Economic Growth, Regulatory Relief and Consumer Protection Act**, banking reform legislation now pending in the Senate, S. 2155:

*“NAHB commends the Senate for working in a bipartisan manner to advance S. 2155, legislation that contains critical reform elements that would help ease tight credit conditions that are keeping more home buyers on the sidelines even as the housing recovery picks up steam. S.2155 shows that lawmakers from both sides of the political aisle can work together on meaningful legislation that would alleviate harsh regulatory constraints on Main Street banks that have unnecessarily impeded a more robust housing and economic recovery. We urge the Senate to pass this bill soon.”*

## NCHBA Defends Housing Affordability

The Myrtle Beach Sun News reports that Horry County, SC officials may begin drafting impact fee legislation in an effort to make developers pay for the cost of growth. Read the full story here.

North Carolina builders and developers know that these ill-conceived impact fees only serve to negatively impact housing affordability by increasing the cost of a new home for buyers (by as much as \$10,000 in some cases).

"Fortunately, your **NCHBA fought and won this battle for all citizens of NC** several years ago," said NCHBA President Alan Banks. "Through a well planned legislative lobbying effort, coupled with a landmark NC Supreme Court decision, impact fees in North Carolina are now illegal except in the narrowest of circumstances. No longer can a town council or county commission arbitrarily decide to fill the coffers by charging new home buyers a fee."

"This is not going to happen in North Carolina," said Banks. "NCHBA is on the wall of housing affordability watching out and stopping bad ideas before they become law. Be sure to spread the word about this good news."

## New Home Sales Drop 7.8% in January

Sales of newly built, single family homes fell 7.8 percent in January to a seasonally adjusted annual rate of 593,000 units after an upwardly revised December reading.

"New home sales have taken a pause this month, but our builders are reporting confidence in the overall market and future sales conditions," said NAHB Chairman Randy Noel. "With strong consumer demand for housing, we expect the sales numbers to move forward in the months ahead."

"The moderation in new home sales may be attributable to the interest rate environment, which could be causing short term market volatility," said NAHB's Michael Neal. "However, economic fundamentals for housing demand remain strong and we expect more prospective home buyers to enter the market."

The inventory of new home sales for sale was 301,000 in January, which is a 6.1 month supply at the current sales pace. The median sales price of new houses sold was \$323,000.

Regionally, new home sales rose 15.4 percent in the Midwest and 1.0 percent in the West. Sales decreased 14.2 percent in the South and 33.3 percent in the Northeast.

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Return To: Vance Granville Home Builders Association  
P.O. Box 803  
Oxford, NC 27565

# APPLICATION FOR MEMBERSHIP

To: Vance Granville Home Builders Association Date \_\_\_\_\_

From \_\_\_\_\_ Title \_\_\_\_\_

Company Name \_\_\_\_\_

Telephone No. \_\_\_\_\_ Cell No. \_\_\_\_\_

Type of Business \_\_\_\_\_

Business Address \_\_\_\_\_

(Street) (City) (State) (Zip)

Number of Employees \_\_\_\_\_ Email \_\_\_\_\_ Fax \_\_\_\_\_

Website \_\_\_\_\_

NAHB Membership

Identification (ID) Code

Other Classifications (please specify)

Bank/Credit References \_\_\_\_\_

Other References \_\_\_\_\_

I agree to abide by the Constitution and By-Laws of the Local Association to which this membership application is directed, of the National Association of Home Builders of the United States with which it is affiliated, and of the affiliated State Association if such affiliation exists. **A REMITTANCE OF \$400.00 REPRESENTING MY ANNUAL MEMBERSHIP DUES IN THE AFFILIATED ASSOCIATION ACCOMPANIES THIS APPLICATION.**

Of the amount remitted by me for annual dues, \$10.00 is for a subscription for one year to the Builder magazine, published monthly, and \$10.00 for the Nation's Building News, published biweekly except for July, August and December.

\_\_\_\_\_  
(Signature of Applicant)

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OXFORD, NC 27565

Dues payments to your local builders' association are **NOT** deductible as charitable contributions for federal tax purposes. However, dues payments may be deductible by members as an ordinary and necessary business expense.

# CALENDAR OF EVENTS

MARCH 2018						
S	M	T	W	T	F	S
				1	2	3
4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19 Monthly Meeting	20	21	22	23	24
25	26	27	28	29	30	31

APRIL 2018						
S	M	T	W	T	F	S
1 Easter	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16 Monthly Meeting	17	18	19	20	21
22	23	24	25	26	27	28
29	30					

MAY 2018						
S	M	T	W	T	F	S
		1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21 Monthly Meeting	22	23	24	25	26
27	28 Memorial Day	29	30	31		

## Mark your Calendar now for these Upcoming Events!

- March 19 — **Monthly Membership Meeting**  
**Location:** Mayflower Seafood Restaurant, 201 N. Cooper Drive, Henderson  
**Time:** Social 5:30 p.m., Dinner 6:15 p.m.  
**RSVP:** Amy Williams at 919-603-5081; **E-mail:** eo@vancegranvillehba.org
- March 21 — **NCHBA Region 4 Meeting**, 10:00 a.m. – 12:00 noon, Greensboro Builders Association, 1155 Westgate Drive, Greensboro, NC
- March 20-22 — **Spring Session, North Carolina Builder Institute**, McKimmon Center, NC State Campus
- April 19 — **Monthly Membership Meeting**
- April 30 — **Application Deadline for the NCHBA's Educational Foundation Scholarships**
- May 17 — **Vance Granville Homebuilders 2018 Golf Tournament**, Kerr Lake Country Club, 600 Hedrick Drive, Henderson, NC
- May 21 — **Monthly Membership Meeting**

### Vance Granville Home Builders Association

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