

**Building Contractors Association of Otero County**

# BCAOC



406 Fairgrounds Road • [www.bcaoc.com](http://www.bcaoc.com)  
575-437-2066 • 575-551-2942

**OUR NEXT MEMBERSHIP LUNCHEON MEETING  
WILL BE ON**

**TUESDAY, JULY 19TH AT 11:30 AT  
19TH HOLE RESTAURANT...**

**COME JOIN US!**

**See Page 5  
For Information  
on This Month's  
Cover!**



**Quote of the Month**  
*"Life's challenges are not supposed  
to paralyze you, they're supposed  
to help you discover who you are."*

**- Bernice Johnson Reagon**



# A Message from the Chief Executive Officer



Tami Sauerman

Hello BCAOC members,

As you have undoubtedly noticed, over the last two months, we have signed four new members. Our Association is the better for it as it is always beneficial when we partner with other companies and build on our alliances. I strongly encourage all members to reach out and take a moment to inform those who have yet to join, about the benefits of belonging to a group of professionals whose common interest is to strengthen, sustain, and empower it's members and industry.

There is much happening within the Association currently. Your July 19th General Membership meeting will be a very informative one as we are fortunate to have four very informed and significantly influential individuals who participated in the recent legislative session and will relay firsthand information on the outcome that directly affects you. Mike Buechter, NMHBA President, Jack Milarch, EVP & CEO NMHBA, Bill Burt, NM State Senator and Yvette Herrell, NM State Representative.

Next up is the training State Representative Yvette Herrell and BCAOC Past President Josh Rardin worked hard to bring to Alamogordo, on Thursday, July 28 and Friday, July 29. This training is free and done under the auspices of the State of New Mexico Regulation and Licensing Department, Construction Industries Division. This is a two-day training and all details and required registra-

tion form may be found within this newsletter.

Your Annual Golf Fun Scramble Tournament is Friday, August 19th and a registration form may also be found in this newsletter to fill out and return to me so you can participate. The field is limited to 36 teams and this event always fills, so don't delay. The year rounds out with the Annual Shrimp Boil at Mesa Verde Ranch on Friday, September 30th, and the Christmas Party/Installation of new Officers on Thursday, December 15th. Mark your calendars for all your important BCAOC events.

I hope you find the new 'EDUCATION' page on your BCAOC website useful. If there is another topic you would like to see covered or included on the site that you feel would benefit members, never hesitate to contact me, I am always open to ideas and suggestions and room for improvement.

Feel free to contact me if I can be of assistance to you or your company, or for comments, suggestions or feedback. The office is located on Fairgrounds Road inside Morrison Supply or you may reach me at 575-437-2066 or 575-551-2942; and [bcaoc@qwestoffice.net](mailto:bcaoc@qwestoffice.net).

Most Sincerely,  
Tami Sauerman  
Executive Officer, BCAOC

## BCAOC 2011

### Board Members and Officers

#### Executive Board of Directors:

President – Jessica Beach • President Elect – Dan Hughes  
Associate VP – Rick McCracken • Secretary/Treasurer – Lee Ann Bain  
Past President – Josh Rardin • Life Member – Mike Drunzer  
Executive Officer – Tami Sauerman

#### Builder Members

Jim French, Gerald Matherly, Tommy Messer, Harris Blankenship,  
Mark Bolin, Allen Gorby, Randy Rabon, Doug Nelson

#### Associate Members:

Jeri Melton, Phil Stevens, Beth Crabbe-Smith  
Rudy Chanez, Mike Espiritu, Miles Ledgerwood

The Building Contractors Association of Otero County is a nonprofit voluntary trade association affiliated with the New Mexico Home Builders Association and the National Association of Home Builders. The association seeks to represent and serve the diversified needs of its members who consist of large, small volume and custom home builders, developers, and remodelers, as well as industry-related suppliers, subcontractors, & professionals.

As the voice of the housing industry in Otero County, the association's primary mission is to represent those involved in and served by the building industry in our region, and all those in pursuit of the American Dream.

This will be the accomplished by spearheading a combined effort of all industry-related groups in addressing the quality of life in the community.

The Building Contractors Association of Otero County will work to achieve the following goals:

- ◆ Educate our membership, our industry and the public;
- ◆ Actively participate in legislative & regulatory affairs;
- ◆ Provide the forums that encourage quality construction and innovative products.

We responsibly serve our community by being the positive influence on the building industry.

# Fun Scramble



## BUILDING CONTRACTORS ASSOCIATION OF OTERO COUNTY

**Where:** **DESERT LAKES GOLF COURSE**

**When:** *Friday, August 19, 2011*  
8:00 Registration  
9:00 Tee off

**What:** Golf & Food after play  
Food & FUN!  
Tee Prizes! Tourney Prizes!

**Format:** 4 Person Scramble—with “special” shots for each player  
**Each Team MUST have one BCAOC Member.**  
**Employees of a BCAOC Member Company are Members.**

**Cost:** \$75.00 per player or sponsorships (see below)

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**Entry includes Green fee, cart, range balls, lunch, hole contests & LOTS OF FUN!!!**

**Sponsorship:** You are cordially invited to participate and/or be a contributing sponsor of this year’s event. The tournament is in appreciation of our members and to raise funds for the association. These funds will be used to provide continued support for our members and to support the building industry in Otero County.

*Please complete form, indicate your level of sponsorship below and return to  
B.C.A.O.C. Office.*

\_\_\_\_ **Elite Sponsor: \$500** - (4 Players) The Elite sponsor will receive complimentary entry fees into the event for all **4 players**. They will be recognized with their name on a sign at the scoreboard the day of the event and program.

\_\_\_\_ **Major Sponsor: \$300** – (2 Players) The Major sponsor will receive complimentary entry fees into the event for **2 players**. They will be recognized with their name on a sign at the scoreboard the day of the event and program.

\_\_\_\_ **Support Sponsor: \$150** – (1 Players) The Support sponsor will receive complimentary entry fees into the event for **1 player**. They will be recognized with a tee sign and program.

**BCAOC Member Company or Sponsor Name:** \_\_\_\_\_

**Contact Person:** \_\_\_\_\_ **Phone:** \_\_\_\_\_

**Players:**

Player 1 \_\_\_\_\_ Player 2 \_\_\_\_\_

Player 3 \_\_\_\_\_ Player 4 \_\_\_\_\_

**Entry/Sponsorship Amount:**

**Sponsorship & Level** \_\_\_\_\_ **Amount** \_\_\_\_\_

**Number of Players** \_\_\_\_\_ **@ \$75 each** \_\_\_\_\_ **Total Amount enclosed:** \_\_\_\_\_

**Sign up at: BCAOC Office – 406 Fairgrounds Rd, Alamogordo, NM – (575)-437-2066**  
**Or Fax your entry to: (575)-437-2218- Deadline to enter Monday, August 8, 2011**

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# LOMANCO SEMINAR RECAP

BCAOC members were treated to lunch courtesy of 84 Lumber and Lomanco at the recent seminar held at the 19th Hole Grill.

Phil Berg of Lomanco presented information on proper ventilation and how to determine what kind and how many vents are needed for each particular home. Sixty-five years in business, Lomanco feels it is important to manufacture products that have the correct emphasis on net free area, weather protection, and longevity. Their commitment to providing this, combined with experienced personnel, is the reason Lomanco is "The Best On The Roof".

Lomanco is the creator of the 'Whirlybird', though others have attempted to copy the idea, the Whirlybird has a transferable lifetime warranty and remains a very popular selling item. This company also offers many other ventilators including ridge line, power, under eave, foundation, and solar. Their product line includes vents for tile roofs, metal roofs, and shingle roofs and is available in a variety of colors.

Phil gave a very interesting demonstration using a 'smoke house' display that showed the efficacy of the different types of roof vent products available commercially. This company's ventilation selection guide takes the guesswork out of how many vents are needed to achieve proper exhaust and intake by using the data of the square footage and which product you select for your roof system.

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**WANTED!!!**

**Goodie bag donations for the  
Annual Fun Scramble Golf Tournament**

**Volunteers to man  
hole contests at the tourney**

**Contact Tamil  
437-2066**



**On The Cover ~**

**1020 E Tenth Street**

**Gentry Construction  
Wes & Layne Gentry**

*Work continues on the parking lot for Pioneer Bank which is currently in Phase 2-3 of a four phase project. Still to come is a new entry on the west side of the building with a cultured stone wall and skylight; there will also be landscaping and trees and a new ATM canopy. This job has a projected completion date of September 1, 2011.*

PHOTO COURTESY OF TAMI SAUERMAN

## TRAVELING THIS SUMMER?

Your BCAOC membership saves you up to 25% off of these rental cars!



*Membership HAS its privileges!!!*

### STATE OF NEW MEXICO REGULATION AND LICENSING DEPARTMENT CONSTRUCTION INDUSTRIES DIVISION



## UNDERSTANDING THE 2009 NEW MEXICO BUILDING & ENERGY CONSERVATION CODES



CID

Training for Construction Professionals

**Alamogordo: July 28 & 29, 2011 8:30 am—4:30 pm**  
Alamogordo Civic Center  
800 East First Street, Alamogordo, NM 88310

**There is no fee for this training  
and you can earn CEU's  
Attendance on both days required**

**Please Register at: [www.bfcacademy.com](http://www.bfcacademy.com)**

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## Real Estate Update ~ May, 2011

Karen Krupovage, Owner/Qualifying Broker Affinity Real Estate LLC

### Statistics for May, 2011

SOLD – Residential.....	52
SOLD – Commercial.....	3
SOLD – Land.....	12
Active – Residential.....	802
Active – Commercial.....	57
Active – Land .....	655
Under Contract – Residential.....	68
Under Contract – Commercial.....	3
Under Contract – Land.....	13



**Karen Krupovage**  
OWNER/QUALIFYING BROKER    
Cell 575-430-0323  
TeamAffinity@qwestoffice.net • HomesAtAffinity.com

2904 N. White Sands Blvd., Suite B • Alamogordo, NM 88310  
575-434-9700 • Toll Free 877-437-9700 • Fax 575-434-9705

MONTHLY COMPARISON	Properties SOLD	Total Value
Jan 1 - May 31, 2011	264 Units	\$34,311,564
Jan 1 - May 31, 2010	360 Units	\$50,550,704

(based on information from the Otero County Assoc of REALTORS®, Inc. Multiple Listing Service)

# LADDER SAFETY

## Simple solutions to combat employee injury



A.J. McLean  
Builders Trust of NM  
Sr. Safety Rep

Each year a staggering 130,000 individuals require emergency medical attention due to ladder related incidents. Also, it is estimated that 300 individuals are killed annually while working from a ladder, many of which are construction workers. These are troubling statistics which should make all of us stand up and take notice.

So why are these injuries happening and what can we do as a group to combat this major problem? Although the causes of ladder injuries are diverse there has been one area in particular that has been a primary driver in injuries. It has been found that one of the primary factors that have caused the most severe injuries have been due to the ladder not being properly secured at the base, causing the ladder to slip out and ultimately fail.

### SOLUTION : SECURE AND LEVEL AT THE FEET

On soft ground, flip up the ladder shoes so the spurs poke into the ground. On decks and wood floors, simply screw down a cleat. Before you set up the ladder on hard surfaces, clean the bottom of the ladder feet and sweep away sand and dirt that could cause the ladder to slip. If it still seems like the ladder could slip, tie ropes, straps, or cam-buckle operated ties to both ladder legs and tie the other end to a solidly anchored object at or near the base of the structure.

Although safe ladder use often times comes down to good old commonsense many situations require a more thoughtful, well planned, practical approach to prevent employee injury. Below is a comprehensive list of general rules that should be followed to help in the prevention of ladder related incidents:

- Read and follow all labels/markings on the ladder.
- Avoid electrical hazards! – Look for overhead power lines before handling a ladder. Avoid using a metal ladder near power lines or exposed energized electrical equipment.
- Always inspect the ladder prior to using it. If the ladder is damaged, it must be removed from service and tagged until repaired or discarded.
- Do not use a self-supporting ladder (e.g., step ladder) as a single ladder or in a partially closed position.

- Do not use the top step/rung of a ladder as a step/rung unless it was designed for that purpose.
- Always maintain a 3-point (two hands and a foot, or two feet and a hand) contact on the ladder when climbing. Keep your body near the middle of the step and always face the ladder while climbing.
- Only use ladders and appropriate accessories (ladder levelers, jacks or hooks) for their designed purposes.
- Never use a ladder on scaffolding to access upper levels.
- Ladders must be free of any slippery material on the rungs, steps or feet.
- Do not use a self-supporting ladder (e.g., step ladder) as a single ladder or in a partially closed position.
- Do not use the top step/rung of a ladder as a step/rung unless it was designed for that purpose.
- Use a ladder only on a stable and level surface, unless it has been secured (top or bottom) to prevent displacement.
- Do not place a ladder on boxes, barrels or other unstable bases to obtain additional height.
- Do not move or shift a ladder while a person or equipment is on the ladder.
- An extension or straight ladder used to access an elevated surface must extend at least 3 feet above the point of support. Do not stand on the three top rungs of a straight, single or extension ladder.
- The proper angle for setting up a ladder is to place its base a quarter of the working length of the ladder from the wall or other vertical surface.
- A ladder placed in any location where it can be displaced by other work activities must be secured to prevent displacement or a barricade must be erected to keep traffic away from the ladder.
- Be sure that all locks on an extension ladder are properly engaged.
- Do not exceed the maximum load rating of a ladder. Be aware of the ladder's load rating and of the weight it is supporting, including the weight of any tools or equipment.



## Welcome New Members!

### Builder:

- ◆ **ADVANCED CONSTRUCTION SOLUTIONS, LLC**  
General Contractor / HVAC Contractor  
John T. Lynch  
P.O. Box 4271  
Alamogordo, NM 88311  
575-437-0480 • jlynch@acsperfection.com

### Associate:

- ◆ **SIMS ENERGY RATER**  
Home Energy Rater  
Rodney Sims  
893 Arroyo Seco  
Alamogordo, NM 88310  
575-551-1662 • rod.sims1@gmail.com

## Membership Renewals

### Builders:

Thanks for  
Renewing Your BCAOC  
Membership!

- ◆ **RAJCO**  
Robert Johnson
- ◆ **T. SHAW CONSTRUCTION CO.**  
Judy Shaw
- ◆ **MAKINSON ENTERPRISES, INC.**  
Lawrence Makinson
- ◆ **CARMEL BUILDERS & REAL ESTATE**  
Poncho Cookson
- ◆ **BAR-M CONSTRUCTION**  
Ernesto Martinez



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**GML**  
General Membership Luncheon

### July Meeting

Our Next Membership Luncheon Meeting will be on Tuesday, July 19th at 11:30 AM at  
**THE 19TH HOLE** at the  
**DESERT LAKES GOLF COURSE...**  
*Come join us!*







### SPEAKERS:

State Senator Bill Burt  
State Representative Yvette Herrell  
NMHBA VP/CEO Jack Milarch  
NMHBA President Mike Buechter  
Speaking on the recent legislative session and its impact on the local construction/housing industry.

### MENU:

Choice of Entrees, Iced Tea, Water, and Gratuity  
Cost: \$11.00 Per Person

# July 2011

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
					1	2
3	4 	5	6	7	8	9
10	11	12 City Commission Meeting 	13	14 Board of Directors Meeting 10:30 am Boardroom Morrison's 	15	16
17	18	19 General Membership Meeting 11:30 am 19th Hole Grill 	20	21 County Commission Meeting 	22	23
24	25	26 City Commission Meeting 	27	28 CID 2009 Code Training	29 CID 2009 Code Training	30
31						

# BE PREPARED FOR STEPPED-UP OSHA ENFORCEMENT ACTIVITY

We've previously reported to you about the Occupational Safety and Health Administration's (OSHA's) decision to implement a three-month phase-in period for new fall protection guidelines that became effective on June 15. As builders focus on understanding the new rules in this area, they are also reminded that OSHA has indicated that it is stepping up enforcement measures on a number of fronts and that it has taken steps to increase the dollar amount of all penalties through administrative enhancements to its penalty policy.



Builders and trade contractors should pay particular attention to the following hazards, which are the top 10 most frequently-cited OSHA standards for construction in 2010 (with the reference to the specific OSHA standard in parentheses):

1. Scaffolding, general requirements, construction (29 CFR 1926.451)
2. Fall Protection, construction (29 CFR 1926.501)
3. Ladders, construction (29 CFR 1926.1053)
4. Fall Protection, training requirements (29 CFR 1926.503)
5. Hazard Communication Standard (29 CFR 1910.1200)
6. General Safety & Health Provisions (29 CFR 1926.20)
7. Head Protection (29 CFR 1926.100)
8. Aerial Lifts (29 CFR 1926.453)
9. Eye & Face Protection (29 CFR 1926.102)
10. Excavation, specific excavation requirements (29 CFR 1926.651)

There are a few simple things that builders and trade contractors should do to be prepared for OSHA inspections. These include:

- Conducting an assessment to identify and correct safety hazards on the job site.
- Conducting appropriate safety training for employees — such as fall protection and ladder safety training.
- Updating records and making sure they are readily available.
- Understanding the OSHA inspection process.

You should know that NAHB has multiple resources that are designed to assist you in achieving compliance with OSHA rules and regulations. For example, we have versatile handbooks and videos that present key safety issues where builders and workers can reduce accidents and injuries. These are available via BuilderBooks at [this link](#). Also, NAHB's Construction Safety & OSHA web page contains compliance assistance information at [www.nahb.org/safety](http://www.nahb.org/safety). You can also download a free overview of the OSHA inspection process and obtain OSHA assistance at [this link](#). For more information, contact [Rob Matuga](#) or [Marcus Odorizzi](#) at 800-368-5242, x8507 or x8590.

# Financial Management

This course for building professionals discusses financial tools you can apply immediately to achieve financial success. Learn how to work with annual operating ratios and revenue forecasts that control profitability and identify adjustments.

- Assess a current plan and results
- Put personal and business goals into practice
- Build an operating plan incorporating personal and business goals
- Implement ways to effectively manage business results and respond to changes
- Improve the long-term health of your company

## Instructor: Bill Slease

Date: July 15th, 2011  
Time: 8:30 a.m. - 4:30 p.m.

Location: Doc Savage Supply  
600 Candelaria Rd NE  
Albuquerque, NM 87107  
(Parking in front of the building)

Cost: Council Members: \$200  
HBA Members: \$250  
Non Members: \$275

Please be sure to turn in this registration form no later than

## July 5th

Please complete this form and fax to 505-345-3795 or mail with payment to:  
4100 Wolcott Ave. NE Suite B, Albuquerque, NM 87109

Attendees Name / s \_\_\_\_\_

Email \_\_\_\_\_ Phone \_\_\_\_\_

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Questions or for more information contact Kimberly Johnson at 505-344-3294 or at [kjohnson@hbacnm.com](mailto:kjohnson@hbacnm.com)

*In the West:*

# Housing Hope with Increased Construction

*Of all the U.S. regions, the West is showing the most promise for new construction and for remodelers—but only if they know where to look.*



**Areas of the West** are enjoying increased construction and more opportunities for small contractors.

Here's a quick look at the numbers so far:

**Housing Starts:** U.S. housing starts rose 7.2 percent overall in March, according to an April report from the U.S.

Commerce Department. Much of that growth is thanks to 27.6 percent gains in the West. It is also the only region to see an increase in total construction over a 12-month period (ending March 2011), according to the McGraw-Hill Construction Dodge report released in April. The report found that although construction was down 5 percent for

*Continued on page 14*

the rest of the country, it rose 3 percent in the West. And the region posted a whopping 37.1 percent gain in issuance of building permits, indicating there will be steady, continued growth in the months to come. "At the same time, many of the large public builders have withdrawn, leaving opportunities for smaller contractors," says Stephen Melman, director of economic services for the National Association of Home Builders (NAHB). He predicts that niche markets around large metro areas and wealthier communities on the coast will see the earliest rebounds.

**Housing Market Index (HMI):** The April NAHB/Wells Fargo HMI held steady at 18 in the West, which is one point higher than the overall rating for the nation (see "Regional Housing Market Index"). Still, that is well below the heyday of 2005 when it almost consistently reached the 80s, with a high of 91 in October of that year.

**Remodeling Spend:** NAHB predicts remodeling spend will increase 3 percent in 2011, compared with the same time period in 2010. And it expects a 10 percent increase in 2012.

### Growth Varies Throughout the Region

Not every part of the region is seeing the same level of growth or optimism. "Seattle is coming back and Portland stayed strong," Melman says.

However, other Western metro areas, particularly those that were booming before the recession, are still struggling with a



glut of distressed and foreclosed properties. "A lot of housing trends reversed in the past three years," says Kermit Baker, director of the Remodeling Futures Program for The Harvard Joint Center for Housing Studies (HJCHS). "Areas like Las Vegas and Phoenix, which were rapidly gaining residents earlier in the decade, have seen that growth slow dramatically." These high-growth communities rely on employment mobility for household growth, and that mobility isn't happening, Baker says. "Builders will be hurt by excess inventory and barriers to mobility for some time to come."

## Regional Housing Market Index (HMI)

The NAHB/Wells Fargo HMI gauges builder perceptions of single-family home sales for the next six months, based on a 100-point scale—scores increase as optimism rises. A score of 50 means an equal number of builders are optimistic about market conditions as are pessimistic.

<i>Region</i>	April 2010 HMI	April 2011 HMI
<b>Northeast</b>	<b>21</b>	<b>20</b>
<b>Midwest</b>	<b>15</b>	<b>14</b>
<b>South</b>	<b>21</b>	<b>15</b>
<b>West</b>	<b>13</b>	<b>18</b>

Source: National Association of Home Builders website, [naahb.org](http://naahb.org)

*Continued on page 15*



### Opportunities for Remodelers Slowly Rising

There's a glimmer of hope for remodelers. "Much of the energy that went into new construction is now moving into home improvement," Baker says. Remodelers in the West are beginning to see opportunities in neighborhoods that faced high foreclosure rates. "Those houses have been sitting vacant with no money spent on them," he points out. "Folks are starting to buy them at 50 cents on the dollar, and they will use some of that differential to fix them up."

Existing homeowners are also starting to reinvest in their homes, beginning with must-do projects to fix leaking roofs, sagging decks and other repairs. "We are not seeing a lot of \$75,000 kitchen remodels, but we are seeing people invest in maintenance projects that they've been putting off," Baker says.

NAHB has also seen a steady rise in incorporating age-related features in remodeling projects, including the addition of shower grab bars, higher toilets, step-free showers, slip-free bathroom floors, and wider doorways and ramps, which can allow aging baby boomers to stay in their homes. "These projects are not excessively expensive, and they add value for older homeowners," Melman says. 🏠

### *Personal Perspective:* **More Effort, Less Reward**

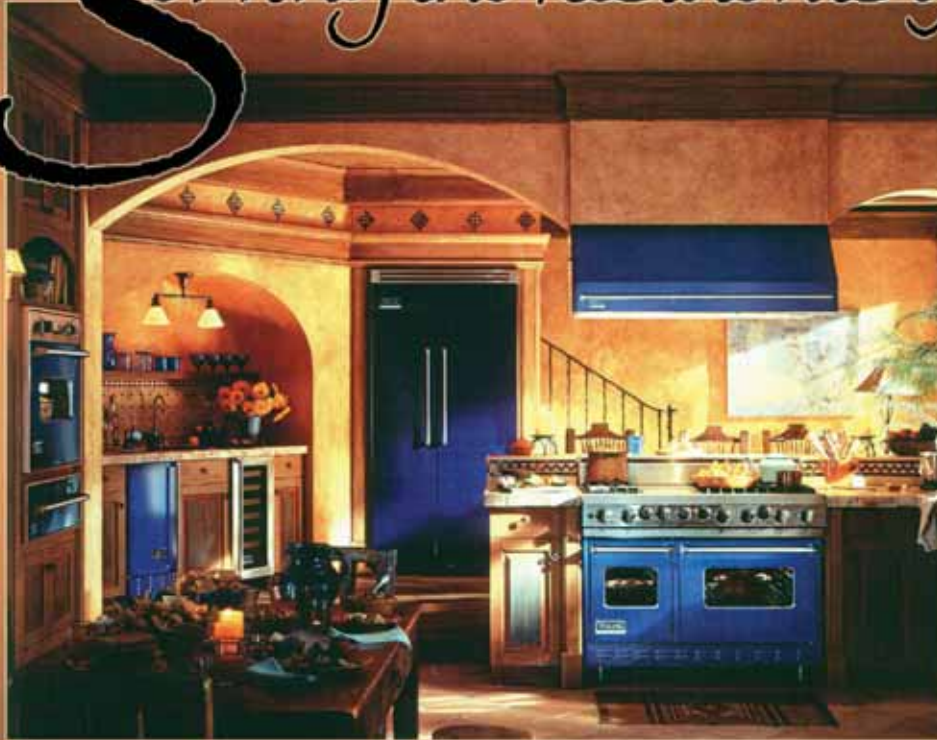
Eddie Bourke, owner of Bourke Construction in Laguna Beach, Calif., says the recovery has been slow in his area and is focused mostly on smaller, unavoidable investments. "People are getting projects done that they have to get done," he says. "If the house is falling apart, they'll fix it. But kitchen and bath remodels are a rarity."

Bourke says business has picked up in 2011, but the size and number of projects are still far from where they were in 2007. "I used to close one in three projects—now I close one in six," he says. "I'm working twice as hard for the same amount of money."

Bourke, like many contractors, spends roughly 20 hours a week doing estimates, and he's finding customers are getting five or six bids for every project.

He has also discovered that the avenues for finding work have changed. Jobs used to come through referrals, but now he must rely on his website and online marketing. In addition, he hosts a blog, has a company Facebook page and posts YouTube videos of his projects to attract new clients. "It takes a lot of time," Bourke says, "but it's a better return on investment than anything else we've done."

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Jeri Melton at 430-8063,  
or Tami Sauerman at 437-2066.

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Full Page (Inside).....	\$175
Inside Cover.....	\$200
Back Cover.....	\$250

\*Please note: Prices listed are for BCAOC members. Non-members will be charged an additional 20%.