

**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, SEPT. 20TH AT 11:30 AT  
19TH HOLE RESTAURANT...  
COME JOIN US!**

**See Page 4  
For Information  
on This Month's  
Cover!**

## Quote of the Month

**"Patience and perseverance have a magical effect before which difficulties disappear and obstacles vanish."**

**- John Quincy Adams**

# A Message from the Chief Executive Officer



Tami Sauerman

Hello BCAOC members,

What a busy time of year! From July through December this office is hopping with activity. The annual golf tournament is now behind us, and once again it was a fantastic day on the golf course! I greatly enjoyed talking with you all out there and spending some relaxing time just having fun.

Your 24th annual Shrimp Boil is later this month on the 30th at Mesa Verde Ranch and soon you will be hearing from me about purchasing tickets. This year we will have a self-serve, all you can eat buffet. Your committee also has some ideas they're kicking around to add some fun competition to the event. More info to come...!

Elections are coming up to select a President Elect, Associate Vice President, and Secretary Treasurer. Please start thinking about throwing your hat into the ring or nominating someone who you feel would help move this Association forward. The position description for these offices can be found in this newsletter.

December 15th marks the date of the Christmas Party, Awards, and Installation of Officers for 2012 at the 19th Hole Grill. On this Day your President Elect, Green Mountain Construction's Dan Hughes will take the helm as President of the Association. Please be sure to support your Association, those that have worked hard in

2011 and those who will give of their time to serve in 2012 by attending this event.

As a not for profit organization, the Association relies on non-dues revenue to be able to operate throughout the year. The annual events held are sources of that revenue. So when you play golf, sponsor or buy a ticket you are directly responsible for ensuring the Association's future ability to subsist. Thank you for continuing to support your Association!

Have you visited your BCAOC office recently? There are current and back issues of Builder Magazine, Green-Builder, and the Housing Journal; info of interest on the bulletin board, Builders Trust literature, current training flyers or registration forms and prospective new member packets. If that's not enough, don't forget the ever present candy basket! Stop by, say hi and just reconnect with your Association and have a time-out chocolate moment, I'd love to see you!

For more information on any of this, contact me!

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.

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# OSHA to Begin Enforcing New Fall Protection Guidelines Sept. 16

The 90-day phase-in period giving residential construction companies additional time to come into compliance with OSHA's new "Compliance Guidance for Residential Construction" directive (STD 03-11-002) on fall protection ends on Sept. 15. Builders must take whatever steps are needed to be in compliance with OSHA's Subpart M-Fall Protection beginning on Sept. 16.

Employers are being required to provide conventional fall protection systems — guardrails, personal fall arrest systems or safety nets — when workers are exposed to falls six feet or more above a lower level. There is an exception if an employer determines that using conventional fall protection is either infeasible or creates a greater hazard. In that case, the employer can implement alternative fall protection practices and must provide a written fall protection plan. OSHA is presuming that conventional fall protection systems can be used for most tasks, putting the bur-

den on the employer to demonstrate otherwise.

Many states operate their own state occupational safety and health plans and may have adopted fall protection standards that are different from OSHA's. Builders who work in states with an approved occupational safety and health plan should contact their local administrator or home builders association for further information on the standards that apply. Going forward, NAHB is continuing to work with OSHA to resolve compliance questions and the content of ongoing training efforts. For more information on fall protection requirements and the phase-in, visit [www.nahb.org/fallprotection](http://www.nahb.org/fallprotection); see OSHA's residential fall protection compliance assistance website; or contact Rob Matuga at 800-368-5242, x8507.

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*On The Cover ~*

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*This large structure tucked nicely in a backyard is perfect for a great shop. It has 750 sq ft of interior space with a total of 1000 sq ft under canopy. There is a roll-up and a walk through door and it has electric service, all on an oversized concrete pad.*

PHOTO COURTESY OF TAMI SAUERMAN

# 2011 FUN SCRAMBLE TOURNAMENT WINNERS WERE!



Steve Landers, Tanner Curry, Mandy Gray, Weslin Gray

## FLIGHT #1

### T1st Place:

Steve Landers, Tanner Curry, Weslin Gray, Mandy Gray  
Score- 56

### T1st Place:

Larry Josselyn, Jeff O'Dell, Jan O'Dell, Chad Hanway,  
Score- 56

### T3rd Place:

M. Henry, M. Flores, D. Vukobratovich, J. Torres  
Score- 57

### T3rd Place:

Gerald Matherly, Toby Matherly, Mark Gray, Mark Tapley  
Score- 57

## FLIGHT #2

### 1st Place:

Mike Whiteside, Robert Johnson, Bill Mikesell, Steve Whiteside  
Score- 57

### 2nd Place:

George Garcia, Chuck Tolbert, Johnny Garcia, John Romero  
Score- 64

### 3rd Place:

Pete Torres, Shawn Dozier, Tony Parra, Danny Fouts  
Score- 66

### Closest To The Pin Winners:

#4 Mandy Gray, #8 Mike Black, #13 John Perry, #16 Robert Johnson

### Longest Putt Winner:

Mark Gray

### Longest Drive Winner:

Mike Black



Jan O'Dell, Jeff O'Dell, Larry Josselyn, Chad Hanway



Steve Whiteside, Mike Whiteside, Bill Mikesell, Robert Johnson

THANKS TO OUR SPONSORS WITHOUT WHOM THIS  
TOURNAMENT WOULD NOT BE POSSIBLE!

SEE TOURNAMENT PHOTOS ON PAGE 6!



1. Rudy Chanez, Jack Foxworth, Bill Haas, Brent Beamson
2. John Lynch, Jason Hyland, Chance Black, Carlos Middleton
3. Kenny Buntt, Dale Darnold, Rick McCracken, John Marquardt
4. Rick Patton, Debra Van Winkle, Larry Smith, Ken Donham
5. Allen Gorby, Shawn Gustafson, Doug Johnston, Craig Corbin
6. Jerry Irby, Alan McMillen, Reney Marrujo, John Gardiner
7. Tim Turnbull, Randy Wagner, Fred Pena, Josh Rardin
8. Bill Mikesell, Steve Whiteside, Mike Whiteside, Robert Johnson
9. Mike Ford, Waylon Moorehead, John Ballin, Marc Davis
10. Sylvia Tillbrook, Duane Pieper, Jeff Ryse, Alicia Danner

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## Real Estate Update ~ July, 2011

Karen Krupovage, Owner/Qualifying Broker Affinity Real Estate LLC

### Statistics for July, 2011

|                                   |     |
|-----------------------------------|-----|
| SOLD – Residential.....           | 56  |
| SOLD – Commercial.....            | 1   |
| SOLD – Land.....                  | 9   |
| Active – Residential.....         | 847 |
| Active – Commercial.....          | 61  |
| Active – Land .....               | 689 |
| Under Contract – Residential..... | 75  |
| Under Contract – Commercial.....  | 2   |
| Under Contract – Land.....        | 15  |



Karen Krupovage

OWNER/QUALIFYING BROKER

Cell 575-430-0323

TeamAffinity@qwestoffice.net • HomesAtAffinity.com



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| MONTHLY<br>COMPARISON | Properties SOLD | Total Value  |
|-----------------------|-----------------|--------------|
| January - July, 2011  | 385 Units       | \$52,372,825 |
| January - July, 2010  | 506 Units       | \$71,170,338 |

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

# Winners Announced!

## 2012 NAHB International Builders' Show



*Doug Johnston*  
*Service Center Manager*

In Builders Trust's last quarterly newsletter, BluePrints, we had an insert for a drawing where one Participant from each of the nine local HBAs throughout New Mexico had an opportunity to win a trip to attend the 2012 National Association of Home Builders International Builders' Show. Builders Trust reimburses up to \$1100 for each recipients' covered expenses. We are pleased to announce and congratulate this year's winners!

Home Builders Association of Central New Mexico – Orin Sowers (Armored Electric)

Home Builders Association of Eastern New Mexico – Mark Emerson (Emerson Construction, Inc.)

Lincoln County Home Builders Association – Tony Sheehey (Tony Sheehey Construction, Inc.)

Building Contractors Association of Otero County – Bill French (French Brothers, Inc.)

San Juan County Home Builders Association – Leo Vallejos (Leo's Service Inc.)

Santa Fe Area Home Builders Association – Hugh MacQueen (M-R-S, Inc.)

South Eastern NM Home Builders Association – Troy Yancey (Troy Yancey Construction Co.)

Building Industry Association of Southern NM – David Hernandez (C.D. General Contractors, Inc.)

South West NM Home Builders Association – David Anderson (Enchanted Trails)












This year's show, which is being held in Orlando, FL on February 8-11, 2012, promises to be the premier convention for contractors worldwide with last year's show having over 50,000 attendees, 1000+ suppliers and 175+ education sessions to meet the interests of just about everyone. Information on the convention can be found at [www.buildershow.com](http://www.buildershow.com).

As a locally homegrown, self insured fund, that only offers workers' compensation coverage to contractors in New Mexico, this is just one of many ways we support your local Home Builders Association members and the construction industry. If you're not already a Participant/Owner with Builders Trust, be sure to ask your agent for a quote or contact us at 1-800-640-3369 or 505-345-6477.

*Experience the Builders Trust difference!*

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# September 2011

| Sunday  | Monday  | Tuesday   | Wednesday | Thursday   | Friday   | Saturday | Sunday |
|---|---|---|-----------|--|--|----------|--------|
|   |   |   |           | 1  | 2  | 3        | 4      |
| 4   | 5<br>Labor Day<br>   | 6   | 7         | 8  | 9  | 10       | 11     |
| 11<br>Grandparent's Day<br> | 12<br>Full Moon<br> | 13<br>City Commission Meeting<br>                                 | 14        | 15<br>Board Meeting<br>              | 16<br>Tiger Football Home Game<br>             | 17       | 18     |
| 18  | 19  | 20<br>General Membership Meeting 11:30 am<br>19th Hole Grill<br> | 21        | 22<br>County Commission Meeting<br> | 23<br>Tiger Football Home Game Homecoming<br> | 24       | 25     |
| 25  | 26  | 27<br>City Commission Meeting<br>                                | 28        | 29   | 30<br>BCAOC Annual Shrimp Boil<br>            |          |        |

# Hot Products

## Affordable Luxury

According to QualityCabinets (a Masco Company), “value is the new luxury.” This new line of cabinetry serves the whole house — in addition to offering great solutions for the kitchen or bathroom. Because the components are solid furniture, they can be built in, or remain free-standing, for increased design flexibility. A combination of cabinets in the great room produces an entertainment center, and in a child’s bedroom, cabinets — plus a counter — can create a desk area for homework or crafts. A more extensive assemblage (right) creates an extensive home office.



## Light That Lasts for Decades

Task lighting in the kitchen is a must. The combination of sharp implements, hot stoves, and dim light can result in serious injury. Add to that the fact that people need higher levels of light as they age — and it becomes vital to 50+ builders and developers to look for the best lighting solutions for the kitchen. Progress Lighting’s new LED undercabinet units are bright, come in four sizes, in white or bronze, and deliver a warm, color-correcting tone. But their biggest virtues are their tiny appetite for energy — two to five times less than similar incandescent or fluorescent units — and their long life span — they last up to 35,000 hours, or more than 20 years of normal use. They also can nestle under base cabinets as gentle nighttime illumination.



## Looks Pretty – Saves Water

Water conserving bathroom faucets don’t need to look utilitarian. The manufacturer, Gerber, says the Waveland line of faucets are in the process of being certified for EPA’s WaterSense program, which certifies products that deliver water at 1.5 gallons per minute (gpm), compared to the current industry standard of 2.2 gpm. The company also describes the products as “surprisingly affordable.” The Waveland faucets have low-lead waterways and ceramic disc cartridges, and come in two-handle, four-inch centerset, and wide-spread center options. Their pressure-compensating aerators, for optimal performances, says the company. The suite of faucets and fittings is available in chrome and brushed nickel finishes, and is ADA compliant.



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## Welcome New Members!

### Builder:

◆ **HOUSLER CONSTRUCTION**

Wes Housler  
22 Bell Canyon Rd.  
Cloudcroft, NM 88317  
575-491-7558

◆ **CHEROKEE ENTERPRISES**

Dean Terrell  
P.O. Box 1970  
Alamogordo, NM 88311  
575-434-2347



## September Meeting

Our Next Membership Luncheon Meeting  
will be on Tuesday, September 20th  
at 11:30 AM at

**THE 19TH HOLE at the  
DESERT LAKES GOLF COURSE...**

*Come join us!*

### SPEAKERS:

Representatives of Local Banks  
to Discuss Construction Funding

### MENU:

Choice of Entrees, Iced Tea, Water, and Gratuity

Cost: \$11.00 Per Person

## Membership Renewals

### Builders:

◆ **PURCELLA CONSTRUCTION**

Korey Purcella

◆ **JOE BOUMA CONSTRUCTION, INC.**

Joe Bouma

◆ **CDR CONSTRUCTION, INC.**

Rick Wilson

◆ **DESERT CANYON CONSTRUCTION**

Bobby Malett

◆ **TONY GONZALES CONSTRUCTION**

Tony Gonzales

◆ **MCM, INC.**

Richard Joist

### Associates:

◆ **SOUTHWEST AIR SYSTEMS, INC.**

Keith Blazer

◆ **DUNRIGHT PAINTING & DRYWALL**

John Bouma

◆ **ACCOUNTING & CONSULTING  
GROUP, LLP**

Marion Ledford

◆ **CLINT HICKS ROOFING**

Clinton A. Hicks, IV

◆ **ALAMOTERO LAND SURVEYS, PC**

Klad Zimmerle

Thanks for  
Renewing Your BCAOC  
Membership!

# BCAOC



Building Contractors Association of Otero County



**LEAD RENOVATOR COURSE**

**FRIDAY, SEPTEMBER 9, 2011**

**8:00 AM – 5:00 PM**

**LOCATION-TO BE DETERMINED**

**Fee - \$300.00 for members, \$325.00 for non members**

Legal Name \_\_\_\_\_

Mailing Address \_\_\_\_\_

Telephone \_\_\_\_\_

Email \_\_\_\_\_

Date of Birth \_\_\_\_\_

Company \_\_\_\_\_

Mailing Address \_\_\_\_\_

Telephone \_\_\_\_\_

Please email or fax back to BCAOC for registration.

Email – [bcaoc@gwestoffice.net](mailto:bcaoc@gwestoffice.net)

Fax – 575-437-2218

Registration and payment must be made by September 5, 2011.

Make checks payable to - BCAOC

For more information- BCAOC Office..... 575-437-2066



# POSITION DESCRIPTIONS

## President Elect

### Duties, Responsibilities, and Authorities:

- Assists the President in the performance of his/her duties.
- Serves as a member of the Board of Directors and Executive Board.
- Performs other duties and responsibilities as assigned by the President.
- Actively supports and participates in the programs and activities of the association.
- Fulfills the duties of President, if the position becomes vacant, in the order of succession outlined in the Bylaws.
- Signer on the association's accounts.
- Reviews and initials bank statements.
- Serves as Committee Chair of the annual Christmas Party.

### Qualifications:

Must be a Builder member, and a member in good standing of the association and elected by the General Membership.

**Positions Available:** 1

**Term of Office:** 1 year (January 1 until December 31)

### Required Meetings:

Board of Directors.....Every other month, second Thursday of the month, Or the Thursday preceding GMM

Executive Committee.....When determined by President

General Membership Meetings.....Every other month, Third Tuesday Beginning in January

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## Associate Vice President

### Duties, Responsibilities and Authorities:

- Serves as a member of the Board of Directors and Executive Committee.
- Attends all Board of Directors and Executive Committee meetings.
- Attends General Membership Meetings as a show of support for Association activities and to be available to hear comments and suggestions from general members to forward to the Board of Directors and Executive Vice President, and to also be able to explain Association policies and goals.
- Chairs the Golf Tournament Committee, and serves on other committees as he/she may choose.
- Actively supports and participates in the programs and activities of the association.

**Qualifications:** An Associate member in good standing of the association, elected by the General Membership.

**Positions Available:** 1

**Term of Office:** 1 year (January 1 until December 31)

### Required Meetings:

Board of Directors.....Bi- Monthly

General Membership Meetings....Bi- Monthly

## Secretary / Treasurer

### Duties, Responsibilities and Authorities:

- Serves as a member of the Board of Directors and Executive Board and attends all meetings.
- Responsible to the Association to ensure a record of all the official proceedings of this Association and its Board of Directors, including the report of committees.
- Ensures that copies of the minutes of the Annual Meeting of the General Membership, Board of Directors, and Executive Committee are approved and provided to the officers and directors as appropriate.
- Performs such other duties and assumes such responsibilities as may be assigned by the President.
- Shall be responsible to the Association to oversee all monies collected and disbursed by the Association and shall review a monthly report to the Board of Directors and an annual report to the membership.
- Signer on the association's accounts.
- Actively supports and participates in the programs and activities of the association.

### Qualifications:

A member in good standing of the association elected by the General Membership.

**Positions Available:** 1

**Term of Office:** 1 year (January 1 until December 31)

### Required Meetings:

Board of Directors.....Every other month, Thursday preceding GMM

Executive Board.....When determined by President

General Membership Meetings.....Every other month, Third Tuesday

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Plus, get free delivery on purchases of \$500 or more now through 12/7/2011.

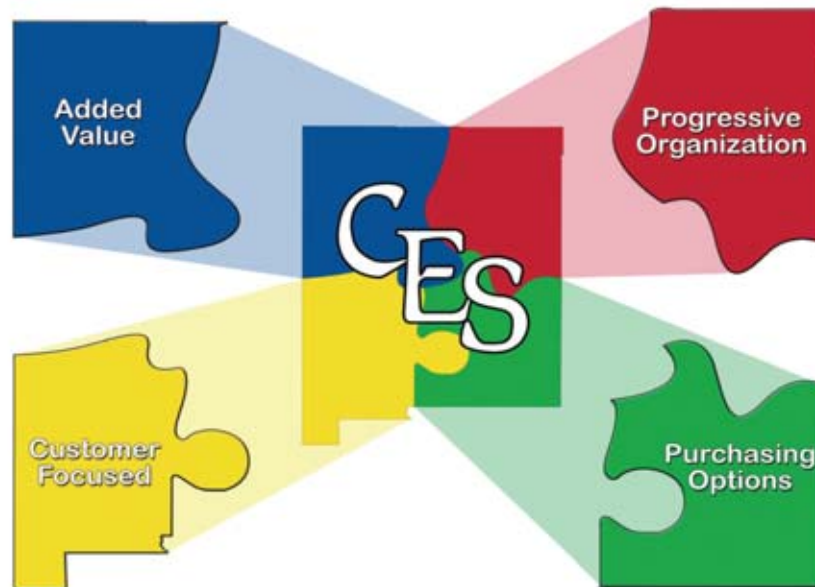


\* Exclusions apply, discount taken at time of purchase, see store for details.

\*\*Exclusions apply, discount taken at time of statement, see [LoweForPros.com/NAHB](http://LoweForPros.com/NAHB) or call 877-435-2440 for details

# Meeting for Local On-Call Providers of Maintenance and Repair Services

## Coming to your area Fall 2011!



Cooperative Educational Services (CES) will hold a meeting in your area for local on call maintenance and repair service providers. CES will present information and answer questions on the steps to prepare a response to the CES solicitation for these services and how an awarded contract can be used to contract with educational and governmental entities.

For more information or to request an invitation please contact Steven Holdman, CES Procurement Manager. Please provide your name, company name, mailing address, phone number and email address when requesting an invitation.

### Topics To Be Covered

- Handyman Services under \$25,000 per project
- Grounds and Landscaping Services
- Plumbing and Mechanical Services
- Electrical Services
- Carpentry Services
- Painting Services
- General Maintenance Services

**Date of Meeting:** Tuesday, September 13, 2011

**Time of Meeting:** 9:00am—12:00pm

**Location:** Administration Building—Board Room  
1211 Hawaii Ave, Alamogordo, NM 88311

### **Cooperative Educational Services**

4216 Balloon Park Rd NE  
Albuquerque, NM 87109  
Phone: 505-344-5470  
Fax: 505-715-5827  
E-mail: bids@nmedu.org

Contact Person:  
Steven Holdman  
CES Procurement Manager  
Phone: 505-344-5470  
Email: steven@nmedu.org



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# Builders See No Break in A&C Credit Crunch in 2nd Quarter

Residential builders and developers have yet to see a break in the severe credit crunch that has now hobbled new construction for several years, according to the latest NAHB Survey on Acquisition, Development & Construction (AD&C) financing, which showed that credit conditions on balance continued to tighten throughout this year's second quarter.

Survey results show that NAHB members still believe that banks are in a tightening mode, with new AD&C loan availability deteriorating instead of improving. These results differ from those reported by the Federal Reserve based on its recent quarterly survey of senior loan officers, which showed that credit conditions in the real estate sector were easing during the first half of this year. However, opinions of NAHB members and senior loan officers on AD&C credit tightening have been on divergent paths since 2009.



Of the various ways lenders can tighten, those most commonly cited by builders and developers who said on the survey that the availability of credit had declined were:

- Lowering the allowable loan-to-value (or loan-to-cost) ratio, 76%
- Simply not making any new AD&C loans, 69%
- Reducing the amount they are willing to lend, 68%
- Requiring guarantees or collateral not related to the project, 67%

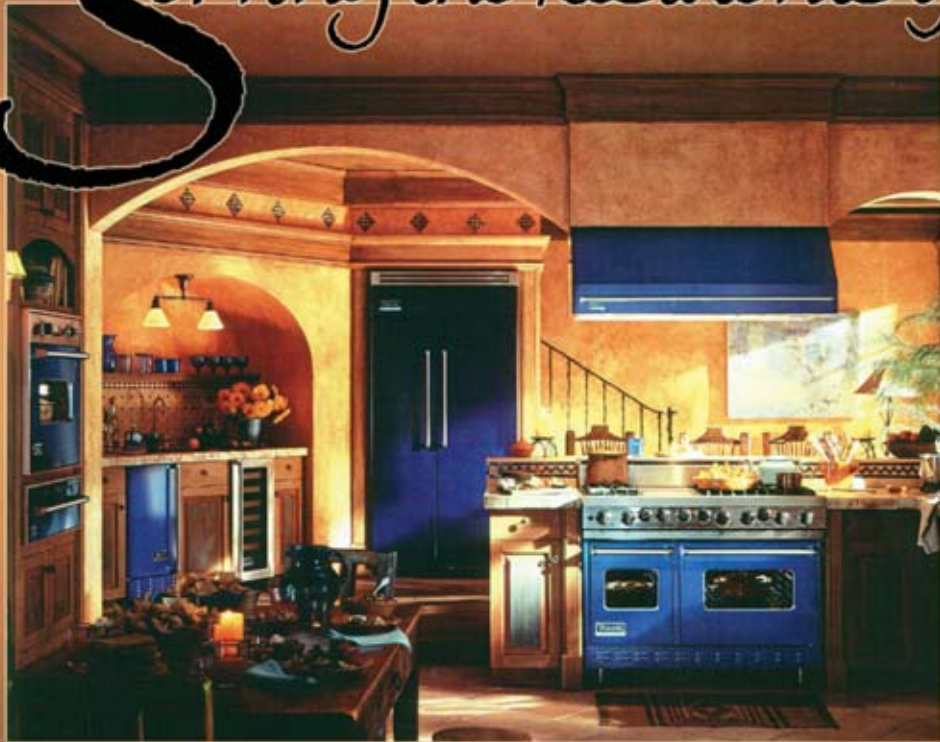
Of those involved in land acquisition, development or single-family projects, more than half of the survey respondents said they were putting those activities on hold until they see some improvement in the financing climate. Smaller shares of those engaging in multifamily construction said they were putting projects on hold — 38% of those building condominiums and 32% of those working on rental properties.

Just as disturbing, between 18% and 38% of the survey respondents reported that lenders were tightening terms and conditions on outstanding production loans during the second quarter for these activities:

- Land acquisition, 34%
- Land development, 38%
- Single-family construction, 31%
- Multifamily condominium construction, 22%
- Multifamily rental construction, 18%

In roughly 90% of the cases, the AD&C loans were performing before the lender tightened. And interestingly, whether they were tightening on new or outstanding AD&C loans, lenders most often attributed their actions to banking regulators forcing them to do it — 68% of the time for new loans and half the time for loans that were outstanding.

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|                         |       |
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| Half Page.....          | \$100 |
| Full Page (Inside)..... | \$175 |
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| Back Cover.....         | \$250 |

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