

Building Contractors Association of Otero County

# BCAOC



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**OUR NEXT  
MEMBERSHIP  
LUNCHEON MEETING  
WILL BE ON  
TUESDAY, MARCH 15TH  
AT 11:30 AT  
19TH HOLE  
RESTAURANT...  
COME JOIN US!**

**See Page 6 For  
Information on  
This Month's  
Cover Home!**

*Quote of the Month*  
**"You must be the change you  
wish to see in the world."**

Mohandas K. Gandhi

# A Message from the Chief Executive Officer



Tami Sauerman

Hello BCAOC members,

With all of the hustle and bustle of the holidays and new year considerations wrapped up and firmly behind us now we are looking ahead to this year's events and programs. As with any new administration, current and old procedures and practices are reviewed and discussed, modified and implemented. We are looking at ways to boost our membership numbers and engage new and current members and are in the early stages of organizing a membership drive. Input is encouraged and appreciated! If you have an idea- please share! A stronger Association benefits us all.

A date of August 19th has been locked in for the Golf Tournament, and we are in the process of nailing one down for the Shrimp Boil as well, in late September or early October. With the feedback I received from members to the survey sent out last year via email for these events, committees will be able to tweak, adjust and revise to better fulfill your expectations.

Work is being done on a flyer about the BCAOC that will serve as an excellent source of PR for our members, targeting a specific group of people interested in relocating to the area. This flyer will be included in the mailings the Alamogordo Chamber of Commerce sends out to anyone requesting information. Last year, over 800 requests were received. This is yet another benefit of your membership in the BCAOC. My goal is to direct newcomers to choose member businesses and let them know why we are the best choice for the services, products and work needed when they are looking into Otero County.

I am consistently fielding phone calls and emails from citizens looking for a referral. If you have any additional information about your business you think would help me to know your scope of work so I can steer that citizen to you, please contact me. Also, I continue to send you email updates on legislation, code information, housing stats, etc. that I feel may be of interest to you. If you know of any member who is not receiving them, I may not have their correct email. Please have them contact me so they will also be 'in the loop'!

There are still newsletter cover opportunities for builders. Please contact me if you have a new construction, major remodel, or commercial job you would like featured on the cover of your newsletter. It's free and painless! I come out to your site and take pictures, get spec info — easy and simple for you. You can see members who have taken ad-

vantage of the free advertising on prior covers starting last September, by going to the BCAOC website and clicking on 'Newsletter'.

We are all still plugging along, working through this economic situation and have found there are some things we can affect, some we must deal with and some with which we must bide our time. Of utmost importance is maintaining our common interest and that is the Association itself. There truly is strength in numbers, and increasing that number helps to keep the industry strong, which is essential to survival.

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 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.

# A Message from the President



Jessica Beach

Hello,

A long time ago I realized that building a home wasn't just about using the best products, most innovative techniques or being the leader in the industry. I realized it's about the people we work with and the relationships we make. Building just one home can affect so many people from your employees, subs, building suppliers and bankers.

Money isn't everything but it sure helps to keep the wheels of our industry moving; may it be borrowing to build new or maybe just by updating your heating and cooling. As we all feel the financial strains this industry

brings us, remember, enthusiasm and a positive attitude is everything. We just have to adjust, reevaluate and never let the restraints discourage us.

In closing I would like to thank you all for your continued support and loyalty. The foundation of a good organization is its members.

Sincerely,

Jessica Beach, BCAOC President, 2011

[jessicabeach730@hotmail.com](mailto:jessicabeach730@hotmail.com) • 575-491-2024

## Does It Matter Who Owns The Truck?



Dan Stock  
Claims Manager  
Builders Trust of NM

Several years ago one of the workers we cover suffered a serious injury when the vehicle he was a passenger in lost a wheel and overturned on an Interstate highway. The vehicle was owned and being driven by a co-worker and both were traveling from job site to job site.

Our Participant questioned whether the injury would be covered since both employees were in a privately owned vehicle. Remember that workers' compensation is a no-fault system. If a worker is injured while in the course and scope of his employment the injury will most likely be covered, even if the worker is in a private vehicle.

However, this particular incident brings up another very important subject: maintenance of vehicles and equipment used on the job but not owned by the employer. And regarding vehicles, how do we know if they are properly insured?

Builders Trust suggests that you require privately owned vehicles used in the course of work to be insured. This information (copies of insurance cards) should be kept on file and updated at least annually. Limits of 100/300/50 are suggested, meaning coverage for bodily injury of \$100 thousand per person and \$300 thousand per incident plus \$50 thousand for property damage. Insurance coverage on the privately owned vehicle may allow us to be reimbursed for some of the workers' compensation benefits we pay out.

It's good to know those on-the-job injuries to your employees involving tools, equipment and vehicles you don't own are still covered under your Builders Trust workers' compensation coverage. However, for everyone's safety, be sure you are confident of the condition of all tools, equipment and vehicles used in the workplace, even if you don't own them.

If you need assistance evaluating equipment safety, please contact one of our Field Safety Service Specialists regarding this or any safety issue you may have.

# BCAOC



Building Contractors Association of Otero County



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## Real Estate Update ~ January, 2011

Karen Krupovage, Owner/Qualifying Broker Affinity Real Estate LLC

### Statistics for January, 2011

SOLD – Residential.....	29
SOLD – Commercial.....	0
SOLD – Land.....	7
Active – Residential.....	706
Active – Commercial.....	67
Active – Land.....	698
Under Contract – Residential.....	72
Under Contract – Commercial.....	2
Under Contract – Land.....	12



**Karen Krupovage**

OWNER/QUALIFYING BROKER

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MONTHLY COMPARISON	Properties SOLD	Total Value
January, 2011	36 Units	\$4,852,100
January, 2010	59 Units	\$7,163,800

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

# 10 Home Maintenance Tips for Spring

By Dwight Barnett, Scripps Howard News Service

After a long, dark winter, spring's bright sun and warm winds are, well, a breath of fresh air. The only downside? All that sunshine spotlights your leaf-filled gutters, cracked sidewalks and the dead plants in last year's flower beds. Dwight Barnett, a certified master inspector with the American Society of Home Inspectors, shared this checklist to help you target the areas that need maintenance so you can get your chores done quickly, leaving you time to go outside and play in the sunshine.

- Check for loose or leaky gutters. Improper drainage can lead to water in the basement or crawl space. Make sure downspouts drain away from the foundation and are clear and free of debris.
- Low areas in the yard or next to the foundation should be filled with compacted soil. Spring rains can cause yard flooding, which can lead to foundation flooding and damage. Also, when water pools in these low areas in summer, it creates a breeding ground for insects.
- Use a screwdriver to probe the wood trim around windows, doors, railings and decks. Make repairs now before the spring rains do more damage to the exposed wood.
- From the ground, examine roof shingles to see if any were lost or damaged during winter. If your home has an older roof covering, you may want to start a budget for replacement. The summer sun can really damage roof shingles. Shingles that are cracked, buckled or loose or are missing granules need to be replaced.



Flashing around plumbing vents, skylights and chimneys need to be checked and repaired by a qualified roofer.

- Examine the exterior of the chimney for signs of damage. Have the flue cleaned and inspected by a certified chimney sweep.
- Inspect concrete slabs for signs of cracks or movement. All exterior slabs except pool decks should drain away from the home's foundation. Fill cracks with a concrete crack filler or silicone caulk. When weather permits, power-wash and then seal the concrete.

- Remove firewood stored near the home. Firewood should be stored at least 18 inches off the ground at least 2 feet from the structure.

- Check outside hose faucets for freeze damage. Turn the water on and place your thumb or finger over the opening. If you can stop the flow of water, it is likely the pipe inside the home is damaged and will

need to be replaced. While you're at it, check the garden hose for dry rot.

- Have a qualified heating and cooling contractor clean and service the outside unit of the air conditioning system. Clean coils operate more efficiently, and an annual service call will keep the system working at peak performance levels. Change interior filters on a regular basis.
- Check your gas- and battery-powered lawn equipment to make sure it is ready for summer use. Clean equipment and sharp cutting blades will make yardwork easier.

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## On The Cover ~

596 Tierra Bella Drive  
Bella Vista Subdivision

Joe Bouma Construction  
Joe Bouma

This 2108 sq ft custom home has a three car garage and sits on an extra large lot. Four bedrooms, two and a half baths, with extra closet space in the master and a super nice master bathroom with custom tile and jet tub will pamper any homeowner. This home has many upgrades and amenities including granite countertops, top of the line cabinets, hand texture, fireplace and a stunning suntunnel in the kitchen set in octagonal ceiling detail, that sets this home apart.

*This home is being offered by:*

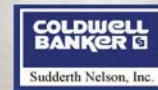
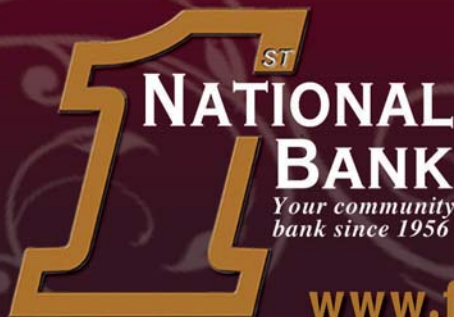


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# In The Spotlight

## MEMBER SPOTLIGHT - BUILDER JESSICA BEACH • BCAOC MEMBER - 6 YEARS

The Beach name is well known in this area and our very own 2011 President is a "homegrown" Alamogordo native who was born here and grew up around construction. She has now operated her own business for the last six years.

Jessica holds a general contractor's license and builds new homes as well as drawing floor plans for other local builders. She likes the people she meets and works with and the relationships forged through those connections.

Beach is congenial and good-natured. Her friendly demeanor and quick smile make her approachable and puts you at ease. She feels fortunate to be living a happy life and savoring the closeness she feels with her family and her friends.

Having been a member of the Association for six years, she first served a term as President-Elect on the Board of Directors, learning the inner workings of the BCAOC and serving on committees before being installed as President for the 2011 year.

Jessica feels homeownership is the biggest investment a

person can make and one in that everyone should be able to enjoy. She sees the detriment in the media's reporting that buying homes is currently a bad investment and the shortage of people buying homes due to lack of financial resources.

### FAST FIVE

1. What was your first job?  
Working at a local gas station.
2. What was your worst job?  
I haven't had a worst job yet.
3. What is your favorite vacation spot?  
Anywhere I spend time traveling with those I love and seeing new things together.
4. What is your favorite quote?  
"We have no more right to consume happiness without producing it, than to consume wealth without producing it." – George Bernard Shaw
5. What is the one thing you know for sure?  
"Your life is only what you make of it."



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# In The Spotlight

## MEMBER SPOTLIGHT - ASSOCIATE 84 LUMBER • BCAOC MEMBER - 8 YEARS

Opened in Alamogordo in 1980, 84 Lumber is a national, privately held building materials and services supplier to professional contractors. Tim Turnbull, the local store manager, was born in Alamogordo and has been with 84 Lumber for eleven years. He worked in other locations including Carlsbad, NM, Grand Junction, CO and Rock Springs, WY. In 2003, he returned home with his wonderful family to manage the local store. As a partner to BCAOC, 84 Lumber consistently sponsors the annual golf event and will be involved with a couple of 2011 committees.

Tim assures the company's mission of having dedicated, honest and hardworking associates that are customer oriented. He understands that material quality, affordability, and personal service are of the utmost importance to any customer, and he employs an excellent crew at his store to serve the public. "With the addition of Silvia Heltzel to our contractor sales team last year, we really boosted our ability to serve the professional builder. I am extremely proud of my 6 team members—they are great associates, and the strength of our business!" says Tim.


A wide customer base brings variety to the workday. With builders being the largest part of the business, Tim sees how we all must repeatedly fight bureaucratic over-regulation of the industry. This in turn spills over to all the businesses that supply builders. "Collectively, we need to support the association in demanding only common sense regulation that everyone can live and grow with to avoid killing small business. We also need to focus on doing our business locally for the good of the community and ourselves. This is where we choose to live and work, so why support those well outside the circle who choose to feed off of us? Sense of community and builder partnership is our

purpose for being in this association." The single largest problem facing our industry? Tim says, "The economy. Does anyone remember being SCARED to spend money 6 or 8 years ago? I hear that all the time, now."

As all companies adjust for survival today, 84 Lumber changes with the times, too. Locally, they have molded their inventory to the needs of the builders. Tim is certain that if it is a necessity for building, 84 will have the product, either on hand or readily available from many quality vendors that can get it to the customer in a timely manner. Old stand-bys and newer product lines can both be had at 84 Lumber. He assures that the service will be there, too. If you have not been by in a while, Tim Turnbull invites you to stop in to meet the team and see the store!

### FAST FIVE

1. What was your first job?  
Mowing lawns at age 12 for \$5 a house.
2. What was your worst job?  
Dishwasher at a steakhouse.
3. What is your favorite vacation spot?  
A southern Colorado trout stream or anywhere I can go to hunt.
4. What is your favorite quote?  
"On matters of style, swim with the current; on matters of principle, stand like a rock. One man with courage is a majority." —Thomas Jefferson
5. What is the one thing you know for sure?  
"I am proud to be American--under God, with Liberty and Justice for all."




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This is a current list of Committees and those who have consented to serve on them. Thank you to everyone generous with their time and talent who have already signed up. We are still in need of committee member and volunteers so please, take a moment to consider joining one and contact me, we need you!

## **CURRENT COMMITTEES 2011**

### **SHOWCASE OF HOMES COMMITTEE**

Lee Ann Bain, Jeri Melton, Ginna Sanders, Jessica Beach, Tami Sauerman

### **BY-LAWS COMMITTEE**

Lee Ann Bain, Tami Sauerman

### **GOLF TOURNAMENT COMMITTEE**

Rick McCracken, Sylvia Tillbrook, Alicia Danner, Tim Turnbull, Fred Pena, Tami Sauerman

### **REDNECK BBQ COMMITTEE**

Phil Stevens, Tami Sauerman

### **SHRIMP BOIL COMMITTEE**

Jeri Melton, Tami Sauerman

### **BUILDER OF THE YEAR COMMITTEE**

Jeri Melton, Lee Ann Bain, Rick McCracken, Mary Pieper, Tim Turnbull, Tami Sauerman

### **CHRISTMAS PARTY COMMITTEE**

Dan Hughes, Rick McCracken, Jeri Melton, Lee Ann Bain, Sylvia Tillbrook, Tami Sauerman

### **MEMBERSHIP COMMITTEE**

Rick McCracken, Phil Stevens, Tami Sauerman

### **ASSOCIATE OF THE YEAR COMMITTEE**

Tami Sauerman

### **BUILDING ISSUES COMMITTEE**

Tami Sauerman

### **GENERAL MEMBERSHIP MEETING PHONE REMINDERS COMMITTEE**

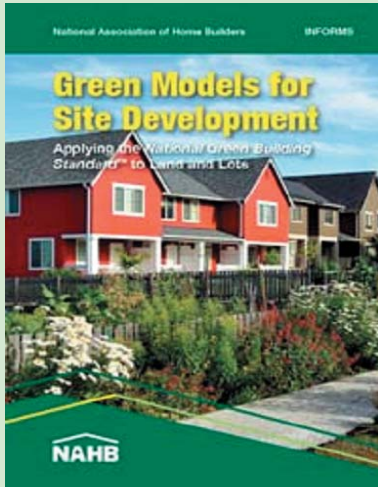
Linda Rardin(Reid Griggs), Mary Parra, Mary Pieper(Sylvia Tillbrook), Louann Satathite, Brandy Murphy, Bill Burt, Linda Irby(Melissa Trim), Tami Sauerman

### **Volunteers:**

Golf- Sylvia Tillbrook, Silvia Heltzel



# March 16: Webinar: How to Achieve National Green Building Standard Certification



NAHB BuilderBooks and the Land Development Committee will host the webinar, “Green Models for Site Development,” on Wednesday, March 16, from 2:00-3:30 p.m. EST to walk builders and developers through the process and provide guidance on how to gain green certification for lots and sites through the National Green Building Standard.

During the webinar participants will gain a clear understanding of the National Green Building Standard certification program and increase general knowledge of all aspects of land development covered by the standard, learn who the key NAHB and NAHB Research Center experts are who can guide attendees through the certification process, and learn from successful developers whose communities attained the NGBS/ICC-700 Certification.

The program will feature Bruce Boncke, CEO, of BME Associates; Ron Tyne of Rocket Properties; and Edward Tombari, AICP, of NAHB Land Development Services.

Participants also will receive a complimentary copy of “Green Models for Site Development: Applying the National Green Building Standard to Land and Lots” and can earn one-and-a-half hours of continuing education credit for their NAHB professional designations.

The webinar is \$21.95 for NAHB members and \$24.95 for non-members.

## To Register

For more information and to register, visit [www.nahb.org/builderbookslive](http://www.nahb.org/builderbookslive); or [e-mail Patricia Potts](mailto:Patricia.Potts@nahb.org), or call her at 800-368-5242 x8224.

Registrants will receive email confirmations.

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## May 1-3: Green Building Conference Focuses on Value of Green Building

NAHB's 2011 National Green Building Conference is set for May 1-3 at the Salt Palace Convention Center in Salt Lake City. The conference will focus on “making the value connection” and communicating to prospective home buyers and others the value of green upgrades in their homes.

“This year’s conference will help housing industry professionals explain that value of green building to home buyers, policy makers, appraisers, financiers and others whose decisions will shape the market,” said Doug Calvert, a builder from Gainesville, Ga., and chair of the National Green Building Conference and Expo Working Group.

The conference features educational sessions that meet the needs of both relative newcomers and experienced

green building professionals, including programs on the EPA's latest changes to the Energy Star for New Homes guidelines, teaching homeowners how to maintain and maximize the performance of their green homes, examples of new systems that can deliver high performance at affordable prices and discussions from industry experts on how to develop and leverage a new green building product.

Another conference highlight, the National Green Building Awards — sponsored by Bosch Appliances and Mohawk Industries — will be on May 2 at the Hilton Salt Lake City Center. Winners of the awards set the standard for sustainability in residential construction.

For more information, visit the Green Building Conference website; or [e-mail Chad Riedy](mailto:Chad.Riedy@nahb.org), or call him at 800-368-5242 x8225.

# Middle-Aged Households Likely to Spark the Recovery in Home Buying



An attached home in Plymouth, Mass., lives like a single-family home.

The baby boomers and their children — Generation Y — aren't the only game in town just because they comprise the two largest demographic groups, and they may not be the consumers who will be leading the way in the home-buying recovery now getting under way, according to a Feb. 3 NAHB webinar on "Design and Market Trends."

At 31% of the U.S. population of home-buying age (25+), Generation X — which includes young families and adults aged 32 to 49 — could be in a position to start generating the most substantial home buying business, suggested Mollie Carmichael, senior vice president of John Burns Real Estate Consulting in Irvine, Calif.

Members of this generation, she said, are the most likely to be mobile, or to have to move for a job relocation or to obtain a larger home to accommodate a partner or children.

In sharp contrast, even though they constitute 41% of prospective home buyers, boomers continue to wait for the market to improve, she said, and while many will be deciding to downsize, that will be over a protracted period because they won't be retiring until they are 65, or even 70.

And members of Gen Y — who were born between 1980

and 1999 — are still too young to predominate as home buyers, she said. Some were as young as 10 last year, she said, which is why this up-and-coming group only accounts for about 10% of prospective buyers now.

The good news for home builders is that prospective buyers are taking a more favorable view of the marketplace, according to a survey by John Burns of nearly 10,000 buyers and potential buyers in 27 metro areas, and they are providing some valuable information about the products they will be seeking.

Most of those polled were optimistic about a new home purchase, with between 85% and 89% saying that it was a good time to buy a home. Only 13% said they thought home prices would continue to fall, and on the bright side more than 70% reported that they are looking for a compelling reason to move — and it's "not all about price."

Buyers are looking for something "compelling, from a design or custom standpoint," said Carmichael. Even though home sizes are shrinking, a majority of prospective buyers said they would like a bigger home than the one they have.

Most are looking for something with a monthly payment between \$1,500 and \$3,000.

# Membership Renewals

## Builders:

- ◆ **R & V CONSTRUCTION**  
Richard Osiecki
- ◆ **LEFEVRE MASONRY**  
Mike LeFevre
- ◆ **JESSICA BEACH CONSTRUCTION**  
Jessica Beach



## Associates:

- ◆ **BURT BROADCASTING, INC.**  
Bill Burt
- ◆ **BORDER STATES ELECTRIC SUPPLY**  
Jim Mills
- ◆ **SOUTHWEST CARPET & FLOORS**  
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Lee Ann Bain



Heather Jones

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# GML

General Membership Luncheon



## March Meeting

Our Next Membership Luncheon Meeting will be on Tuesday, March 15th

at 11:30 AM at

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

*Come join us!*

### SPEAKER:

Jay Harrell with the New Mexico Solar Energy Association, Alamogordo Chapter  
Speaking on the Application of Solar Energy Products in Construction

### MENU:

Choice of Entrees, Iced Tea, Water, and Gratuity  
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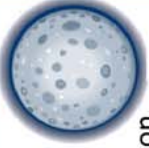
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# March 2011

Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday
	1 Election	2	3	4	5	6
7	8  Mardi Gras City Commission Meeting	9	10 Board of Directors Meeting 10:30 am Boardroom Morrison's	11	12	13 Daylight Savings Begins 
14	15 General Membership Meeting 11:30 am 19 <sup>th</sup> Hole Grill	16	17  St. Patrick's Day	18	19  Full Moon	20 First Day of Spring
21	22 City Commission Meeting	23	24	25	26	27
28	29	30	31			

# NAHB PREPARES FOR CONTINUED DEBATE; MARCH 16 LEGISLATIVE CONFERENCE

NAHB looks forward to continuing our dialogue with the Administration and Congress to ensure that housing remains a top national priority whose importance is reflected in U.S. public and tax policies. We'll continue our advocacy campaign to preserve housing-related incentives in the tax code, and to engage the public via the [SaveMyMortgageInterestDeduction.com](http://SaveMyMortgageInterestDeduction.com) website. NAHB Government Affairs is also assessing the entirety of the Obama Administration's 2012 Budget Proposal and will soon complete an overview of areas of concern for hous-

ing, which will be made available to members. Just as important, our upcoming Legislative Conference on March 16 will focus on all of these issues that are so central to the survival of our businesses — availability of credit for new and existing projects; housing incentives in the tax code; and the future of the housing government-sponsored enterprises. Please join us on this very important day for housing by visiting [www.nahb.org/legcon](http://www.nahb.org/legcon) to register!

Contact: [MondayMorningQuestions@nahb.org](mailto:MondayMorningQuestions@nahb.org).

## Interesting Facts for February

**February 1, 2003** - Sixteen minutes before it was scheduled to land, the Space Shuttle Columbia broke apart in flight over west Texas, killing all seven crew members. The accident may have resulted from damage caused during liftoff when a piece of insulating foam from the external fuel tank broke off, piercing a hole in the shuttle's left wing that allowed hot gases to penetrate the wing upon re-entry into the Earth's atmosphere.

**February 2, 1848** - The war between the U.S. and Mexico ended with the signing of the Treaty of Guadalupe Hidalgo. In exchange for \$15 million, the U.S. acquired the areas encompassing parts or all of present day California, Nevada, Utah, Arizona, New Mexico, Colorado, Wyoming, and Texas. The treaty was ratified on March 10, 1848.

**February 3, 1913** - The 16th Amendment to the U.S. Constitution was ratified, granting Congress the authority to collect income taxes.

**February 3, 1943** - An extraordinary act of heroism occurred in the icy waters off Greenland after the U.S. Army transport ship *Dorchester* was hit by a German torpedo and began to sink rapidly. When it became apparent there were not enough life jackets, four U.S. Army chaplains on board removed theirs, handed them to frightened young soldiers, and chose to go down with the ship while praying.

**February 4, 1861** - Apache Chief Cochise was arrested in Arizona by the U.S. Army for raiding a ranch. Cochise then escaped and declared war, be-

ginning the period known as the Apache Wars, which lasted 25 years.

**February 8, 1910** - The Boy Scouts of America was founded by William Boyce in Washington, D.C., modeled after the British Boy Scouts.

**February 14th** - Celebrated as (Saint) Valentine's Day around the world, now one of the most widely observed unofficial holidays in which romantic greeting cards and gifts are exchanged.

**February 15, 1933** - An assassination attempt on newly elected U.S. President Franklin D. Roosevelt occurred in Miami, Florida. A spectator deflected the gunman's aim. As a result, Chicago Mayor Anton Cermak was shot and killed instead. The gunman, an Italian immigrant, was captured and later sentenced to death.

**February 17, 1909** - Apache Chief Geronimo (1829-1909) died while in captivity at Fort Sill, Oklahoma. He had led a small group of warriors on raids throughout Arizona and New Mexico. Caught once, he escaped. The U.S. Army then sent 5,000 men to recapture him.

**February 19, 1942** - Internment of Japanese Americans began after President Franklin Roosevelt issued an Executive Order requiring those living on the Pacific coast to report for relocation. Over 110,000 persons therefore shut down their businesses, sold off their property, quit school and moved inland to the relocation centers.

# Surge in Multifamily Construction Boosts Housing Starts in January

Nationwide housing starts rose 14.6% to a seasonally adjusted annual rate of 596,000 units in January, according to figures released by the U.S. Commerce Department on Feb. 16.

The gain was entirely due to a 77.7% increase in the multifamily sector, where significant month-to-month swings in activity are not unusual and where new building has run below expectations for the past several months.

Multifamily units were started at an annual rate of 183,000 units in January.

Meanwhile, single-family housing starts remained virtually flat for the month, with a 1.0% decline to a 413,000-unit pace.

"Considering the abnormally poor weather conditions that prevailed across most of the country last month, along with the continuing difficulty that builders are having in obtaining financing for new construction, the fact that single-family starts held virtually unchanged while multifamily starts posted solid gains is encouraging," said NAHB Chairman Bob Nielsen.

"Any gain in housing production means more people are being put back to work, and is a sign that builders are preparing for improving demand for new homes in the spring," Nielsen said.

"We read January's report as an indication that new-home

construction remained stable at a low level heading into the new year, which is a positive outcome considering the ongoing challenges builders face in obtaining financing for new projects and the above-average snowfall in many states this January," said NAHB Chief Economist David Crowe.

"The numbers also confirm what our latest member surveys have told us," he said, "which is that builders see spotty buyer interest but remain quite cautious as credit remains tight and buyer confidence uncertain."



Regionally, housing starts were up 41.8% in the Northeast, 36.4% in the Midwest and 15.8% in the South, and down 9.7% in the West.

Permit issuance, which can be an indicator of future building activity, declined 10.4% to a seasonally adjusted annual rate of 562,000 units in January. The decline, however, followed an unusual surge in December precipitated by building code changes taking effect at the beginning of the new year.

Single-family building permits fell 4.8% to a seasonally adjusted annual rate of 421,000 units in January, while multifamily permits fell 23.8% to 141,000 units. On a regional basis, combined single- and multifamily permits were down 38.5% in the Northeast, 5.3% in the Midwest, and 27.3% in the West, but posted an 11.4% gain in the South.



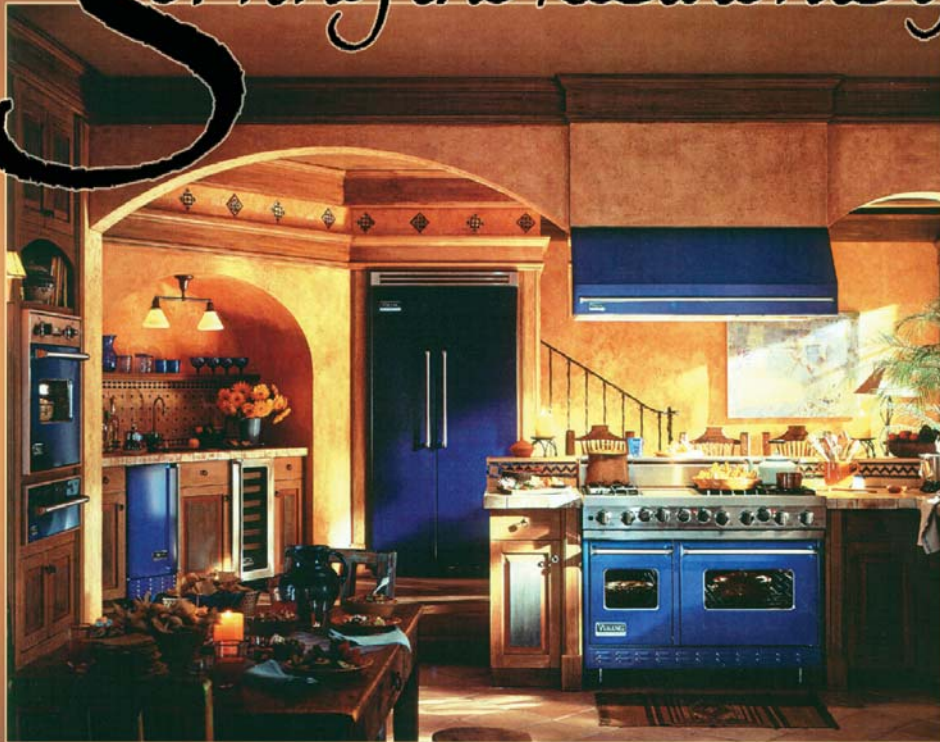
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