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Oklahoma State Home
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Executive Editor

Mike Means • mikem@oshba.org

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President: Jeff Click
VP/Treasurer: Todd Booze
VP/Secretary: Phil Rhees
Immediate Past President:
Brandon Perkins
Associates Council Chair: Donna Cullins
Executive Vice President: Mike Means

Published By PrintComm



Managing Editor..... Ryan Hanna
Graphic Designer..... Jason Gabel
Publication Coordinator..... John Bitters
Advertising Sales Manager..... Brenda Poe

Advertising Sales

Marsha Suwinski: (800) 935-1592, ext. 106
marshas@wildblue.net

Brenda Poe: (800) 935-1592, ext. 115
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Bob Kenny • Mark Priess

5600 N. May, Ste. 270
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405.841.0100

Larry Halve • Justin Wimberley

Bob Mathis • 800.375.8631



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President's First Word

Jeff Click

On the House

by Jeff Click

What if I told you that as a builder member, your next year's HBA membership could literally be "on the house"?

It's a common question; "What value do I get out of being an HBA Member?" Maybe you've asked that question yourself at one point when you first joined the HBA. It's certainly a question you need to be prepared to answer in your recruitment pitch in times like these. It's definitely a question we're really reflecting on at the NAHB, OSHBA, and as you probably know, the local level of your association. At OSHBA, one of our focuses this year is to optimize the value in membership, and we'll be spending the coming months equipping you with both thoughts and tools to equip you in your membership recruitment efforts.

That's where I get back to this on-the-house membership thing. One of the best-kept secrets in truly quantifiable measures of value in terms of dollars is the OSHBA rebate program. It's a program I've participated in for years because the program is based on a well-targeted list of products and manufacturers that I've always used. We simply fill out the form on a quarterly basis and provide the info they request, and the next thing I know, we have a check to deposit that's well worth what little effort we put into it! The program alone makes membership in the HBA a no-brainer. This is something that you should be taking advantage of in your own business, and using as a recruitment tool when talking to your fellow builders about joining.

Go to www.hbarebates.com/oshba.html

Let your voice be heard!

I realize that many of you find legislative issues and politics only slightly more exciting than watching paint dry. While I'm not naive to think that I can likely convince everyone to become more politically interested, I do want to encourage you to choose to stay aware of issues that affect our industry. That's the point of Mike's Legislative Updates you should be getting by email... to keep you aware of issues that can, quite literally, adversely or positively effect our opportunities to actually watch paint dry on our jobs!

I'm not asking that you pore over Mike's update with tenacious fervor. I am, however, asking you to take one more small step in service to both your own interests and the common interests of your colleagues. You can do this simply by joining the ranks of hundreds of us on our Voter Voice system, a tool that leverages and amplifies the influence your voice has with our legislators. If you've ever ordered anything online, you will find this to be extremely easy thanks to Mike's efforts in building the system.

www.voterVOICE.net/oshba

Until next issue, we'll be hard at work watching out for our interests, planning new educational opportunities, and furthering the cause of our companies and industry. We have lots of great things in the works for you, and we're excited to share them over the coming months.

By the way, have you recruited a new member this month? **OB**



State Rep's Report

Brandon Perkins

Latest News from NAHB

by Brandon Perkins

What do I get for my NAHB membership dues? Here's a brief look at what NAHB has done for me in the last 3 weeks of January...on the credit crunch alone!


- NAHB's new senior officer team lost no time getting down to business after the International Builders' Show, immediately heading to Washington for two separate meetings with HUD Secretary Shaun Donovan and Fannie Mae President & CEO Timothy Mayopoulos. Our officers spoke with Secretary Donovan expressing NAHB's concerns regarding the

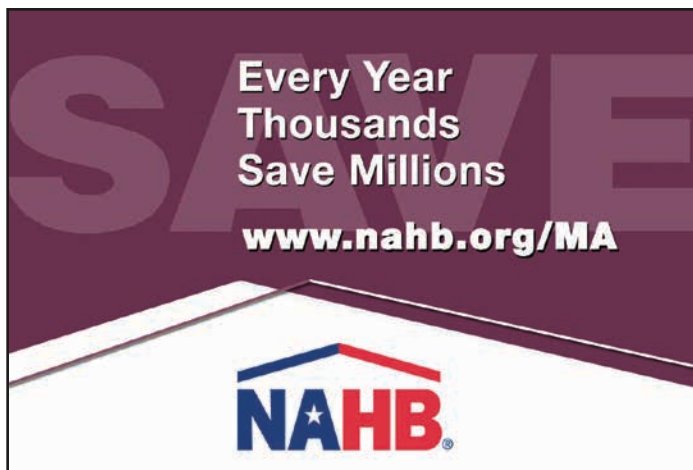
health of FHA's Mutual Mortgage Insurance Fund, proposals to scale back the agency's traditional role in the future, NAHB recommendations for establishing an appraisal system that produces accurate values through all phases of the housing cycle, as well as NAHB's concerns regarding the Qualified Residential Mortgage (QRM) rule.

- Finalized the development of the newly published Comprehensive Blueprint for Appraisal Reform, which NAHB will use in its advocacy efforts with Congress, regulators and the appraiser community. The blueprint focuses on the need for reform in four specific areas:

1) the overall regulatory framework for appraisals and oversight of the appraisal industry; 2) data and technology; 3) professional standards; and 4) practices, policies and procedures.

- More than 2,000 attendees at the International Builders' Show in Las Vegas visited NAHB's letter-writing booth and sent letters to their members of Congress urging them to protect important housing tax incentives, including the mortgage interest deduction and Low Income Housing Tax Credit.
- NAHB CEO Jerry Howard appeared on Fox Business Network
- NAHB Chief Economist David Crowe was interviewed by Bloomberg Radio and CBS Radio.
- The Hill, U.S. News & World Report, MarketWatch, Bloomberg Business Week, Marketplace.org, Forbes, the Sarasota Herald Tribune and Housing Wire were among the major media outlets that quoted NAHB Chairman Barry Rutenberg and Chief Economist David Crowe.
- 2012 NAHB Chairman Barry Rutenberg was quoted in a Jan. 18 story in the Financial Post about the budding housing recovery
- NAHB CEO Jerry Howard on Jan. 29 was interviewed by The Wall Street Journal.
- The Sarasota Herald Tribune on Jan. 28 extensively cited NAHB Chief Economist David Crowe about a housing outlook presentation he made during the International Builders' Show in Las Vegas.
- Seniors Housing News on Jan. 27 published a report citing NAHB Chief Economist David Crowe's multifamily housing outlook.
- NAHB senior economist Robert Denk was interviewed by CBS Radio, ABC Radio, AP Radio, WRKO's Financial Exchange and Medill News Service about the new home starts report.
- The Hill, Bloomberg ABC News.com and The Washington Post were among the news outlets that quoted and cited NAHB in reporting on the housing starts data.
- NAHB Chief Economist David Crowe on Jan. 14 was interviewed by Marketplace Radio on the state of the housing industry.
- NAHB Chief Economist David Crowe on Jan. 15 was interviewed on NPR's Diane Rehm Show about apartment rentals in today's market.
- NAHB Communications developed and sent out Talking Points for the leadership, EOs and PRx subscribers to tell our story to the media, members, local/civic organizations and consumers. After establishing that homeownership is a core American value, the talking points explain how housing and homeownership are under attack on several fronts, including policy proposals to eliminate the mortgage interest deduction and Low Income Housing Tax Credit, abolish Fannie Mae and Freddie Mac, and mandate minimum 20 percent downpayments. This proven approach allows us to be effective when we speak about the threats to our industry and call stakeholders to action.

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Consider Nominating Certified Professional Builder for Recognition



The Certified Professional Builder Program can help you increase your business and become a better builder. A Certified Professional Builder (CPB) voluntarily commits to a set of industry best practices that include carrying workers compensation and general liability insurance, building to required code standards and taking continuing education classes.

Oklahoma homebuyers can choose among more than 2,400 builders statewide. Since the state does not require licensing, the Certified Professional Builder designation can help the buyer with that choice. Only 150 or so builders have received and maintained the certification, and it provides the buyer assurance of professionalism and a higher quality experience. A complete list of CPBs can be found on the OSHBA website, www.oshba.org.

Last year, OSHBA began recognizing the "best of the best" with the "CPB of the Month" award.

If you have been an OSHBA member for two years, you are eligible to enter the CPB program and begin certification. Or, please consider nominating a builder to join these outstanding people as a "CPB of the Month." Kathy Kastner (kathyk@oshba.org) can help you or visit the OSHBA website for more information.

The men and women nominated for the award are active in OSHBA and their local associations, serving in leadership positions -- present and past -- and working to improve the industry in Oklahoma. The inaugural class is an impressive group:

February. Dustin Johnston

- Liberty Homes, Inc.
- Norman, OKC metro
- CPB since 2002
- BASCO
 - Board of Directors – 9 terms
 - President - twice
 - 1st Vice President - twice
 - 2nd Vice President – twice
 - Chair numerous committees
 - Builder of the Year - 2007 & 2011



- Home Builder of the Year - 2010
- National Association of Home Builders
 - Executive Committee
- Certified Graduate Builder
- Certified Green Builder

- OSHBA
 - President – 2013
 - Vice President/Secretary
 - Vice President/Treasurer
- NAHB
 - Board of Directors
 - OK rep on BUILDPAC

March. Dan Reeves

- Landmark Fine Homes L.P.
- Edmond, OKC metro
- CPB since 2001
- BASCO
 - Board of Directors – 7 terms
 - President
 - 1st Vice President, 1st & 2nd
 - Festival of Homes committee chair – twice
 - Builder of the Year – 2005



May. Michael Herndon

- Herndon Construction
- Marshall County/Lake Texoma area
- Southern Oklahoma HBA
 - President – 6 terms
- OSHBA
 - President
 - CPB program chair
 - Chair various committees
- Certified Green Builder



August. Kevin Raborg

- Heritage Construction
- Stillwater
- Stillwater HBA
 - President
 - Speaker/trainer
- OSHBA
- OUBCC Technical Review Committee
- American Institute of Constructors
 - Certified Professional Constructor



April. Phil Rhees

- BMI Properties LLC
- Tulsa metro area
- HBA of Greater Tulsa
 - President
 - Vice President, 1st & 2nd
 - Chair various committees
 - Builder of the Year – 2000
 - Spirit Award – 5 times
- OSHBA
 - VP/Secretary – 2013
 - Various leadership and committee chairs



June. Jay Evans

- Two Structures LLC
- Oklahoma City metro
- COHBA
- OSHBA
- Certified Graduate Builder
- Certified Green Builder
- Certified New Home Sales Professional



July. Jeff Click

- Jeff Click Homes
- Edmond, OKC metro
- COHBA
 - Board of Directors – Life Director
 - President
 - Secretary
 - Treasurer
 - Chair various committees



September. Todd Booze

- Ideal Homes of Norman L.P.
- Norman, Edmond, OKC metro
- CPB since 2002
- BASCO
 - Board of Directors – 11 terms
 - President
 - Vice President – twice
 - Builder of the Year – 2002
 - Chair various committees
- OSHBA
 - Board of Directors – 10 years
 - Vice President/Secretary
 - Chair various committees
- NAHB
 - Quality Builders Council
 - Certified Green Builder
 - Life Spike
 - BUILDPAC Platinum member



- Certified Green Professional
- "Professional Builder" Magazine
– Builder of the Year

October. Kurt Dinnes

- Sun Custom Homes
- Oklahoma City
- COHBA
– President
– Chair Parade of Homes committee
- Southwest OK HBA
– President
- OSHBA
– Board of Directors
- NAHB
– Board of Directors



November. Bob Thompson

- Thomas Paige Homes
- Noble
- BASCO
– Board of Directors – 5 years
– President
– Vice President – 2 years
– President's Award
– Chair various committees
– Builder of the Year – 2008
- OSHBA
– Board of Directors – 5 years
- Certified Green Professional



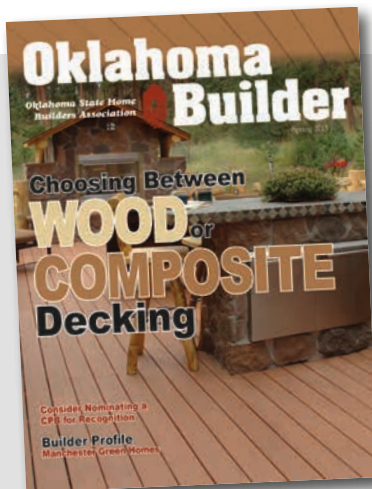
December. Rhonda Trower

- Custom Builders of Oklahoma LLC
- Norman, OKC metro
- CPB since 2009
- BASCO
– Board of Directors
- COHBA
- OSHBA
- Norman Transcript Readers' Choice
– Best Home Builder - 2010



January. David Caddell

- David Caddell Homes
- Norman
- CPB since 2008
- BASCO
– Board of Directors – 4 years
– President
– Vice President – twice
– Committee chair
- OSHBA
– Board of Directors
- NAHB
– Spike Club **OB**



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WOOD or COMPOSITE DECKING

Benefits to Builders

by Brent Gwatney

“I’m building a deck, should I go with wood or wood-plastic composite decking?” It’s a common question Oklahoma builders ask, as interest in alternative decking materials and outdoor living has soared in the last decade. If market share growth is an indicator, the answer has increasingly been composites. Wood-plastic composite decking growth nationwide has outpaced wood for the past several years, a trend that is expected to continue, according to the Freedonia Group market research firm.

The key reasons for the shift from wood to composite decking include composite’s durability and design flexibility that allow it to meet today’s more challenging deck designs and installations, and the long lasting performance and appearance that homeowners desire. Further, some brands are made with recycled materials and can help contribute to green building goals.



Composite decking can be easily bent and adapted for virtually any deck design.

Durability

Typical composite decking is made of a combination of polyethylene plastic and wood fiber. The wood fibers provide strength, stiffness and aesthetics, while the plastic acts as a binding agent and enhances the weather resistance and overall durability of the decking. Composite decking and accessories machine easily and can be installed with standard tools.

Unlike wood, composite decking won’t splinter, split, twist, or crack, has uniform coloring and doesn’t need staining or painting. These characteristics can save builders time and money. Composite boards also last up to two to three times longer than wood decking.

Select manufacturers also include additional pigments, stabilizers and/or mold and UV protectants in their composite decking to increase its durability and resistance to fading, staining, and mold. Composite decking warranties are available for 20 to 25 years or up to limited lifetime coverage.

Manufacturing methods vary, so when selecting between composite decking and railing brands, it’s important to consider the material’s performance. If the wood fibers become exposed over time or are immediately exposed when deck boards are cut during construction, this can compromise some composite decking’s resistance to moisture, which in turn can lead to rot or decay and make the decking more susceptible to insect damage. Products that ensure wood fibers are encapsulated in plastic throughout each board prevent this problem and allow the decking to be used in a variety of demanding land and water applications, without voiding the warranty. These products can even be installed directly on the ground for walkways, landscape trim and homes that can’t accommodate an elevated deck.

Evidence of composite decking’s durability and performance is provided by brands like MoistureShield®, which



Stain-resistant composite decking makes it easy to clean up spills in outdoor kitchen and dining areas without leaving spots on the deck.

has over 20 years of successful installations, with no field failures in a range of residential and commercial surfacing applications across the country.

Enhanced Design Flexibility

Composite materials can bend more easily than lumber, allowing building professionals more freedom to create unique deck designs with curved features. Likewise, builders can mix and match composite decking colors to create inlaid designs on the deck surface or install boards in patterns like herringbone, diamond or diagonal. For a sleek and stylish overall look, some lines are available with grooves to accommodate hidden fastening systems.

Composite decking is available in a wide range of colors. Options include earth tones such as gray, sand, cedar and mahogany, as well as specialty choices like tropical-hardwood-inspired tigerwood and walnut. Some brands feature an embossed wood grain texture and multi-chromatic color streaking that give them a close wood-like appearance.

The assortment of color options and attractive appearance allow building and design professionals to complement any home's architectural style. Many brands also feature matching railing systems and accessories, which can be mixed and matched by color and material. For example, combining glass panel balusters and composite railing can help visually tie a deck together while leaving views unobstructed.

To help make planning and visualizing a completed deck easier, some composite decking manufacturers offer free online tools. For example, MoistureShield's DeckLife™ allows users to create, save and edit 3D deck designs. The

Composite decking is available in a wide range of colors and styles, which can be installed in unique patterns or curved to add visual interest.

company's DeckVision™ design tool provides a way to see different color combinations of deck boards, accents and posts. Such software enables a fast and simple way to explore and share different deck layouts and color combinations with building crews and clients, and a way to readily estimate needed materials.

Comfort & Safety

Composite decking is comfortable to walk on in bare feet as it is splinter-free and doesn't get too hot in the sun or become slippery when wet. Several composite decking materials even offer slip-resistant and stain-resistant features.

For pool and hot tub surrounds, the splinter-free, slip-resistant qualities of composite decking provide comfort and safety, and boards with fully encapsulated wood fibers have the moisture resistance to withstand continuous exposure to water over time without damage. In outdoor food preparation and dining areas, composite decking provides a stain-resistant surface, making grease splatters and food/drink spills easy to clean.

Green Building Considerations

Many composite brands are made with recycled materials, some including up to 95% total recycled content. Composite decking with a high percentage of recycled content can help earn points in popular green building rating programs like LEED®.

Another green attribute of composite decking is its durability. Because composites are anticipated to last two to three times longer than wood decking, this can greatly reduce the volume of materials needing replacement over time. In addition, composite decking does not require painting or staining, so impacts are reduced by eliminating the use of these substances year-after-year.

Oklahoma's sun, snow and frequent thunderstorms can all take a toll on decks. Termites and other wood-damaging insects also pose a threat. Therefore, builders must consider installation, as well as the long-term durability and appearance of decking materials. In doing so, builders can ensure they're making the choice that best meets their needs when answering the question "wood or composite decking?"

Brent Gwatney is vice president of sales and marketing for MoistureShield composite decking. Builders have used MoistureShield decking and railing for more than 20 years in a range of residential and commercial applications, from decks and docks to walkways and landscape trim. For more information, visit www.moistureshield.com or call (866) 729-2378. **OB**





Manchester Green Homes

Jim Fincher remains focused on providing a sustainable, quality product

by Ryan Hanna

Nowadays, considering the environment is more and more important for businesses. This is no less the case in the building industry. Building environmentally sustainable houses can turn possible customers into homebuyers and garner significant attention.

Jim Fincher, who leads the building company Manchester Green Homes in Oklahoma City, Okla., is one builder who has engineered his business for environmental building. Fincher originally just built custom houses. However,

he made the switch to green building, and now his houses are completely sustainable speculative houses. But the company's efforts don't end with just being green. Manchester Green Homes has focused itself on consistently staying sustainable, all while providing the customer with an excellent value.

Setting Out

Although Fincher is now a builder, he began in a different industry. He obtained a degree in electrical engineering from Oklahoma Christian University and worked in that field for about five years. Eventually, his wife, Cheryl Fincher, suggested he try building, since her family was in the industry. So, in 1995, Fincher left the electrical engineering industry and began working at Cheryl's family's building business. Fincher said the switch between careers went well because being an engineer required project management, and building a home is a big project, so his experience aided him. He also said being able to work with his family and not having to travel so much were beneficial aspects, too.

Later, Fincher started his own building company called Castle Rock Homes. Then, in 1997, Fincher helped found the building company Manchester Homes. Fincher said that through the company, he has built hundreds of houses. The company



mainly produced custom houses. Nevertheless, Fincher wanted to build houses that were speculative and environmentally sustainable. So, in 2008, the company became Manchester Elite Homes and Manchester Green Homes, two parts of the same company. Manchester Elite Homes continued to build custom houses. But Manchester Green Homes, led by Fincher, focused on speculative green building. Fincher said that because Cheryl develops land, he buys lots from her.

Green Building

Over the years, Manchester Green Homes has expanded and diversified. So, what has helped with the success? Fincher said the company has been able to succeed in part because of its niche, which is larger houses at competitive prices. He also said the houses' locations and floor plans have contributed. He added that sales are improving, too.

Continued on page 12



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BUILDER PROFILE

Continued from page 10

"Last year was my best year, and this year is looking better," he said.

Nonetheless, environmental building has helped as well. Fincher said his company is one of the few in the area that sells to this type of market. He added that speculative sustainable building is the cornerstone of the business. But Fincher said it's important to denote the difference between being green and actually being certified.

"Saying you're green is one thing," he said. "Being certified is another thing."

Fincher said he has his houses certified through the National Association of Home Builders (NAHB). He said it was important to him that the customers have proof that the company's houses have met the standards.

Although the company has succeeded, there have been challenges along the way. Fincher said that back when the company was just known as Manchester Homes, it grew too large very quickly. He said the company was selling many houses in many areas.

"We got spread out in too many neighborhoods, and that made it a lot more difficult to deliver our product on time and on spec the way we wanted it done," Fincher said.

So, the company reduced its size. Fincher said this helped the company focus. He said profits were the same or better than they had been.

Durability and Energy Efficiency

Manchester Green Homes only builds speculative homes. Fincher said the elevations are usually an Old World style. He said that in his opinion, the two most important features of the houses are durability and energy efficiency. If a house is durable, then there are fewer replacements and repairs, so less materials are required over time. If a house is energy efficient, less resources are required over time. Fincher said he does things like using housewrap, or placing attic seals and frame seals before he insulates a house. He also said Manchester Green Homes has about a dozen floor plans so he can build for a diverse market.

Fincher is a member of the Central Oklahoma Home Builders Association. He said he participates in the Parade of Homes. He added that he is glad the associations represent builders.

"They address our concerns – us and our contractors," he said.

Fincher said he enjoys his career most because he is able to build houses that people want to be in yet are also aesthetic and durable. **OB**

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OKLAHOMA HOMEBUILDERS

Get Mixed News at IBS



Oklahoma City homebuilder Jeff Click, president of the Oklahoma State Home Builders Association, stands on the exhibit floor at the International Builders Show last month in Las Vegas.

Editor's Note: This year, OSHBA is focusing on membership retention and growth. Here, we present an article about one of your member benefits, attendance at the International Builders Show, held in Las Vegas.

by Richard Mize, Real Estate Editor, *The Oklahoman*,
Published: Feb. 9, 2013, Copyright 2013, The Oklahoma Publishing Company

This year's International Builders Show in Las Vegas gave Oklahoma builders two kinds of food for thought, some tasty and some tough.

Tasty: Housing is on the upswing in much of the country.

Tough: The building industry lost so many suppliers and manufacturers of construction materials after the bust and five-year collapse that shortages are causing price spikes.

"The mood was definitely more upbeat than the last couple of years," said Mike Means, executive vice president of the Oklahoma State Home Builders Association. "Recently, you were also afraid to say you were from Oklahoma because we avoided most of the downturn in the economy and the housing industry. We would quietly say our blessings and keep quiet."

"This year, the majority of places are seeing great improvement. Not back to the good old days, but definitely on the upswing."

However, the industry still has far to go. Mustang developer Robert Crout said he was surprised to learn the extent to which "housing is still slow nationally, which was difficult for me to understand since the market here has been so good. There are areas where there is just no housing market at all."

Where homebuilding has taken off again, there are labor shortages, said Crout, who is president of the Central Oklahoma Home Builders Association. The homebuilding labor market here is steady, he said, because there wasn't enough of a slowdown to cause many subcontractors or workers to move away or turn to other work.

What is being felt here are "very serious price increases" for building materials, he said, partly because some manufacturing plants shuttered as a result of the national bust.

Plant closings hit Oklahoma directly in 2008 when Weyerhaeuser Co. closed a container board mill in Valliant in 2008 and a century-old lumber mill in Wright City in 2009.

"The issue that we're having here is even though the cost is going up ... appraisers aren't picking up the increases," Crout said. "Builders just can't eat those increases."

At the International Builders Show itself, held Jan. 22 through Jan. 24, the exhibit floor offered the usual variety of new products and services with side orders of "subdued confidence," said Oklahoma City homebuilder Jeff Click, who is president of the Oklahoma State Home Builders Association.

Click said he went specifically to check out new fireplaces.

"It's one of the focal points of design in our homes, and we have a unique clientele, many of whom are willing to put additional money toward stylish design elements. There are a number of really impressive newer fireplace designs that take an otherwise traditional home amenity and turn it into a contemporary element that fits well with our homes," he said.

On the show floor in general, Click said, "There was an impressive spectrum of the usual big vendors all the way

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OKLAHOMA BUILDERS IBS

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down to the small, one-product companies, but first-time vendors as well. I see that as a sign of life, optimism and a belief that housing still has a significant role to play in contributing to the productivity of the country."

Click said there will be even more to see — and to bring back to Oklahoma homebuilding — at next year's show.

"One of the most exciting things announced was that beginning next year, the International Builders Show will co-locate with the Kitchen & Bath Industry Show, which will dramatically increase both floor space and attendance. ... (The International Builders Show) is already one of the largest trade shows in the world, so I can't imagine how bad my feet will hurt after walking it in its entirety next year." **OB**



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By All Means: Executive Officer's Report

Mike Means

Ways to be Involved

by Mike Means

You have seen it in the *Oklahoma Builder*. You have seen it in an email. What are you waiting for? What is it? Why is it our Member Rebate Program. The statistics are incredible. Let me give you just one.

The Stillwater HBA has 39 builder members. However, only 5 participate in our Member Rebate program. Those 5 have received over \$5,500 in rebates. That has more than paid for their memberships!

I will continue to send out information on this valuable member benefit. But in the meantime, take a look for yourself. Go to www.hbarebates.com/oshba.html. You can find out how you too can save money.

The Power of Housing - April 4, 2013

One of the many privileges I have as your State Executive Officer is participating with other organizations to the benefit of our industry. One of those instances is serving in an advisory capacity to the Oklahoma Housing Finance Authority.

The OHFA is an organization that helps finance many of the programs under the umbrella of affordable housing.

Once every three years, OHFA sponsors a summit that looks at the world of housing. On April 4, OHFA is hosting the Power of Housing – 2013 Housing Summit. The breakfast keynote will be Steve Thomas, the host of *This Old House*. His topic will be “The Great Art of Sustainability.” The luncheon keynote is Attorney General Scott Pruitt and he will be talking about the mortgage meltdown and Oklahoma’s response. It should be an exciting event. Go to www.ohfablog.org/housing-summit for more information and registration.

I plan to be there. In fact, State President Jeff Click will also be there participating in one of the breakout sessions.

Well, the Legislature is in session and meetings to attend. Hopefully you are receiving my weekly update. If not, send me an email and I will put you on the list. The session started with almost 3000 bills to consider. By the time you read this, it should be about half that many.

www.hbarebates.com/oshba **OB**



Associates Council Chair Report

Donna Cullins

Meet the New Leader for the Associates Council



by Donna Cullins, Chair, State Associates Council

Welcome to 2013. It is a pleasure and honor to serve as Chairman of the State Associates Council this year. I have been involved in BASCO since 2004 and before that I was active at COHBA. I have also been active on the state level since 2005, serving on several committees, helping with the Associates Council auction and Table Top for State Conventions. I own my own company in Norman, Preferred Plans, Inc. I started Preferred Plans in 2000, but designed homes for many years prior to that. I also have volunteered at Norman Regional Health System for 16 years where I have donated over 6,500 hours. During that time I served for two years as State Auxiliary Leader for the Oklahoma Hospital Association.

At this time, I would like to invite all local associates to join us on the State Associates Council. We meet three times a year. In the Spring, at the Summer Convention, and in the Fall. Our objectives are to serve the builders through-

out Oklahoma and to help improve the building industry. One way we do this is by providing scholarships to many Technical Institutes who have excellent classes to train many construction trades. These schools are scattered across the state. We are able to do this each year from the funds we raise from our annual auction at the State Convention. If you are interested in joining us please contact me at dcullins@coxinet.net or call 405-447-8999.

I attended IBS in January in Las Vegas. I got to see a lot of new products and attend education sessions. It was good to see that attendance was up this year. Hopefully our organization will begin to grow this year. Please do your part and invite others to join us.

I would like to thank Terry Jennings and the entire Associates Council Board for all their hard work last year. Great job everyone!

I look forward to the upcoming year and hope to see a lot of new faces this year. **OB**

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