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# Cutting Edge



Volume 11, Issue 8

August 2020

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## PRESIDENT'S MESSAGE

By Ted Birschbach, Birschbach Builders, LLC

Hello fellow Mid-Shore's member, August brings the annual **Jerry Arenz Memorial Trap Shoot**. We are looking for Station Sponsors and more prizes to be raffled off. The trap shoot is Thursday, August 13 at the Winnebago Eastshore Conservation Club starting at 4pm, sign in to shoot before 7pm. We are hoping everyone can make it or

support Mid-Shores in some way. Registration and sponsorship information can be found on pages 8-9.

We have decided to cancel the in-person Parade of Homes scheduled for October 2-4 to ensure the health and safety of builders, subcontractors, homeowners and attendees. We are pleased to announce that we will be publishing our

first **Home Planning Guide** the first weekend in October. The **Home Planning Guide** will replace the in-person parade this year, thereby giving homeowners a safe resource that can be viewed in their home or online.

We are looking for members to promote their company with ads in our first **Home Planning Guide**. There is also the opportunity for sponsoring the targeted Guide. More information about the Guide can be found on pages 3-5.

I hope everyone is doing well thought these trouble times.

Your president,

**Ted**  
Birschbach Builders, LLC

**Starting at 4 PM... 50 Bird Shoot, Lewis Class, Top Gun Cash Shoot-off, Raffles, 8 oz ribeye steak sandwich plate & more.**

### CALENDAR OF EVENTS:

- August 11 MSHBA BOD Meeting 6:00 pm at Cheers, Chilton
- August 13 Jerry Arenz Memorial Trap Shoot Winnebago East Shore Conservation Club
- August 17 Parade of Homes Committee Mtg. 7:30 am at Christel & Heiberger Builders
- Sept 15 Home Planning Guide Advertising Deadline

**JERRY ARENZ MEMORIAL TRAP SHOOT**

50 BIRDS | AUGUST 13  
WINNEBAGO EASTSHORE CONSERVATION CLUB

Mid-Shores Home Builders Association, Inc.



## MSHBA Membership



### 2020 MSHBA OFFICERS

**President: Ted Birschbach**  
Birschbach Builders LLC  
920-238-9253

**President-Elect: OPEN**

**Treasurer: Darlene Schwobe**  
Zander Press Inc.  
920-756-2222

**Secretary: Denise Bangart**  
National Exchange Bank & Trust  
920-849-8888

**Past-President: Kevin Schmitz**  
K & J Construction and Design LLC  
920-849-8811

### 2020 DIRECTORS

**Dave Amel**

Premier Properties Realty, LLC  
920-980-4477

**Thomas Heiberger**

Christel & Heiberger Builders, Inc.  
920-898-2820

**Jerry Mallmann**

Chilton Furniture  
920-849-9023

**Matt Lefeber**

Wrightway Home Improvement  
920-923-0721

**WBA Directors**

**Denise Bangart**

**Glenn Christel**

**Dan Schneider**

**NAHB Delegate**

**Kevin Schmitz**

## MEMBERSHIP... the Ultimate Building Resource

### THANK YOU FOR RENEWING YOUR MEMBERSHIP!

Master Plan Landscapes LLC  
Interior Woodworking LLC  
Chilton Furniture Inc.  
Valley Cabinets Inc.  
Pinnow Sheet Metal Inc.  
Christel & Heiberger Builders Inc.  
K & J Construction and Design LLC

### Mid-Shores HBA offers a 3-Pay Dues Payment Program...

MSHBA offers an option to pay your dues in three consecutive monthly payments of \$140.00. Your membership will take into effect on your final payment. A 3-Pay Dues payment contract will be included with your renewal statement.

### SAVE THE DATE

**MSHBA Christmas Party—  
December 10 at the Altona Supper  
Club**

## Board of Director's MEETING

**August 11 at 6:00 p.m.**

Cheers, Chilton

## 50/50 Scholarship Raffle \$5.00 each - Top Seller Prize \$50



Proceeds to Benefit our Scholarship Fund. Top Seller Prize & printing sponsored by K & J Construction and Design LLC. Contact Tena for Tickets!

## NEW! MSHBA'S 2020 Home Planning Guide

MSHBA is pleased to announce that we will be publishing our first **Home Planning Guide** the first weekend in October. To ensure the health and safety of builders, sub-contractors, homeowners and attendees, MSHBA has decided not to host an in-person Parade of Homes October 2 -4. The **Home Planning Guide** will replace the in-person parade this year, thereby giving homeowners a safe resource that can be viewed in their home or online.

### Advertise your Business in the Home Planning Guide!

**Advertising Packet: Pages 3-5**



## MSHBA Membership Delivers Value... Save \$ this Summer!

Exclusive Member Benefits for belonging to MSHBA include:

**NAHB's Member Advantage Program:** Did you know NAHB offers numerous benefits to you? Making vacation plans... check out the discounts through Avis, Budget, Hertz and Ticket Monster. Discounts are also available from companies such as General Motors, FCA US LLC, Nissan, UPS, Dell, Houzz, Office Depot, Lowe's, Omaha Steaks and many more. Log onto [www.nahb.org/savings](http://www.nahb.org/savings) to start saving.

**See pages 6-7 for a complete listing!**

**Snazy Traveler:** Exclusive hotel, cruise, rental car, & activities booking site offering discounts up to 75%, no blackout dates or restriction. Learn more at [www.wisbuild.org](http://www.wisbuild.org).



PO Box 125

New Holstein, WI 53061  
[www.midshoreshomebuilders.com](http://www.midshoreshomebuilders.com)

**Executive Officer Tena Hartwig**

2104 Mary Ave.

New Holstein, WI 53061

Phone (920) 898-5030

Fax (920) 827-1232

[thartwig@midshoreshomebuilders.com](mailto:thartwig@midshoreshomebuilders.com)

# MID-SHORES HOME BUILDERS ASSOCIATION INC



# 2020 HOME PLANNING GUIDE

## Book Advertising & Sponsorship Packet

### HOME is now more important than ever!

*Homes are now a function of life, work and school. Homeowners need their living areas and future floor plans to be multifunctional.*

It is our hope that the **2020 Home Planning Guide** will provide a direct and immediate benefit to area builders, sub-contractors, and suppliers as it provides the opportunity to showcase the latest homebuilding products and services our area can provide.



Celebrating 20 years! 1998-2018

“Commitment to community, quality and professionalism is our motivation”

Mid-Shores Home Builders Association – PO Box 125 – New Holstein, WI 53061  
ph 920.898.5030 – fax 920.827.2132 - hartwigs1@charter.net – www.midshoreshomebuilders.com



MID-SHORES HOME BUILDERS ASSOCIATION, INC.  
**2020 Home Planning Guide**  
**Book Advertising & Sponsorship Opportunities**

Mid-Shores Home Builders Association, Inc. (MSHBA) is pleased to announce that we will be publishing our first **Home Planning Guide** the first weekend in October. To ensure the health and safety of builders, sub-contractors, homeowners and attendees, MSHBA has decided not to host an in-person Parade of Homes October 2 -4. The **Home Planning Guide** will replace the in-person parade this year, thereby giving homeowners a safe resource that can be viewed in their home or online.

**Why your business should advertise in the Home Planning Guide**

Home is now more important than ever! Homes are now a function of life, work and school. Homeowners need their living areas and future floor plans to be multifunctional and are looking for the best option for their budget. It is our hope that the **2020 Home Planning Guide** will provide a direct and immediate benefit to area builders, sub-contractors, and suppliers as it provides the opportunity to showcase the latest homebuilding products and services our area can provide.

**Mid-Shores Home Builders Association Inc.** invites you to participate as an advertiser and/or sponsor of the **2020 Home Planning Guide**. Your support of this media event at any of the following levels will be greatly appreciated

**Home Planning Guide Advertising**

The Home Planning Guide will feature the same high-quality, full color look as in our past Parade of Homes book with a circulation of 20,000 within the area via newspaper (the Tempo). Additional copies will be available for pickup at member locations and the guide will be available for download on our website. The high-quality, full-color glossy 8 ½" x 11" books will include advertising opportunities which are not limited to MSHBA members. The Parade of Homes Committee has again selected Zander Press, Inc., of Brillion, to design and publish the book. **Please purchase your ad by September 15, 2020 by completing the enclosed advertising contract. All high resolution (300 dpi or better) camera ready ads and advertising copy or prepared layout with camera ready logo and/or artwork should be sent directly to Mid-Shores HBA.** Ads from previous MSHBA Parade of Homes publications are on hand and can be repeated without changes, if desired.

**Event Sponsor: \$1000 MEMBERS, \$1500 NON-MEMBERS – limited to 3**

Event sponsors will receive a full-page prime location ad in the Home Planning Guide (inside front cover, back cover, inside back cover), name and/or logo representation on the front cover of the guide, and name and/or logo representation on our website and Facebook page.

Thank you for your kind consideration of this opportunity. If you have any questions or would like additional information, please do not hesitate to contact our MSHBA office or a committee member.

Very Truly Yours,

Tena Hartwig  
 Executive Officer

**2020 Parade of Homes Committee**

**Chairperson**

**Jenny Pitzen**  
*Christel & Heiberger Builders, Inc.*  
 Ph. 920-898-2820

**Committee Members**

**Rhonda Roepke**  
*Chilton Furniture*  
 Ph. 920-849-9023

**Vonda Heiberger**  
*Christel & Heiberger Builders, Inc.*  
 Ph. 920-418-4005

**Julie Schmitz**

*K & J Construction and Design LLC*  
 Ph. 920-849-8811

**Bill Weber**

*Pella Windows & Doors of WI*  
 Ph. 920-435-3791

**Dave Amel**

*Premier Properties Realty LLC*  
 Ph. 920-980-4477

**Denise Bangart**

*National Exchange Bank & Trust*  
 Ph. 920-849-8888



MID-SHORES HOME BUILDERS ASSOCIATION, INC.  
**2020 Home Planning Guide**  
Ad Order Contract

**Ad Order Contract | Deadline: September 15, 2020**

Full Color Glossy Camera-Ready Ad Rates:

	<u>MSHBA Members</u>	<u>Non-members</u>
Event Sponsor (7.5"X10") - limited to 3	\$1000	\$1500
Full Page (7.5"X10")	\$680	\$780
½ Page (7.5"X5" or 3.75"X10")	\$380	\$430
¼ Page (3.75"X5" or 7.5"X2.5")	\$210	\$260



Design services are available for an additional cost of \$25 per ad

**ADVERTISER INFORMATION**

Date: \_\_\_\_\_

Company: \_\_\_\_\_

Advertiser/Contact Person(s): \_\_\_\_\_

Address, City, State, Zip: \_\_\_\_\_

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

Sponsor/Ad Size: \_\_\_\_\_ Rate: \_\_\_\_\_

- Design Services \$25
- Please invoice       Full payment is attached with this contract. Thank you.

**Payment of all ads must be received by September 15, 2020 to be included in the 2020 Home Planning Guide.**

Signature \_\_\_\_\_ Sold By \_\_\_\_\_

**All contracts must be returned to MSHBA along with ad copy not later than September 15.**

All high resolution (300 dpi or better) camera ready ads and advertising copy or prepared layout with camera ready logo (300 dpi or better) and/or artwork should be submitted electronically directly to Mid-Shores HBA. Camera ready ads should be sized to the above specifications.

E-mail Ads to: hartwigs1@charter.net | Please return contract and payment to:



## MEMBER SAVINGS PROGRAM at a glance

[nahb.org/savings](http://nahb.org/savings)

### BUSINESS MANAGEMENT

COMPANY	SAVINGS	PRODUCTS	INFO
TSYS	TSYS	Save up to 16% on payment solutions.	Web/Mobile tools, credit card and e-check processing <a href="http://tysassociation.com/nahb">tysassociation.com/nahb</a> 800-613-0148
SMALL BUSINESS	DELL	Up to 40% off Dell computers, servers, electronics and accessories	Computers and Hardware <a href="http://dell.com/nahb">dell.com/nahb</a> 1-800-757-8442
OFFICE DEPOT	OFFICE DEPOT	Up to 75% off in-store or online. Free Shipping over \$50	Office Supplies <a href="http://officediscounts.org/nahb">officediscounts.org/nahb</a> 855-337-6811 x2897
HOUZZ	HOUZZ	10% off Trade Program purchases, 5% off Pro+ Local Marketing Advertising (new), Free access to concierge service, free business websites.	Marketing Solutions, Building Products <a href="http://houzz.com/nahbmembers">houzz.com/nahbmembers</a>
CONSTRUCTION JOBS.COM	CONSTRUCTION JOBS.COM	20% discounts on standard rates	Job Postings <a href="http://nahb.org/careers">nahb.org/careers</a> 828-251-1344
2-10 HOME BUYERS WARRANTY	2-10 HOME BUYERS WARRANTY	Save 10% on full suite of products and services	Home Warranty <a href="http://2-10.com/nahb">2-10.com/nahb</a> 855.280.1328
UPS SHIPPING	UPS SHIPPING	Flat-Rate Pricing. 45% discount for next day shipping, 25% for ground commercial/residential.	Business Shipping <a href="http://1800member.com/nahb">1800member.com/nahb</a> 1-800-MEMBERS
YRC FREIGHT	YRC FREIGHT	At least 75% off Less Than Truckload (LTL) shipping over 150lbs	Freight Shipping <a href="http://1800member.com/nahb">1800member.com/nahb</a> 1-800-MEMBERS
KABBAGE	KABBAGE	\$200 gift card when you qualify for a business line of credit up to \$250,000	Small Business Loans <a href="http://kabbage.com/nahb">kabbage.com/nahb</a>
AMAZON BUSINESS	AMAZON BUSINESS	Additional business savings when you open an Amazon Business account	General Business, Building Products <a href="http://amazon.com/nahb">amazon.com/nahb</a>

### SHOPPING AND ENTERTAINMENT

COMPANY	SAVINGS	PRODUCTS	INFO
TICKET MONSTER	Up to 50% off	Theme Parks, Movie Tickets, Concerts, Water Parks, Gift Cards	<a href="http://memberdeals.com/nahb/?login=1">memberdeals.com/nahb/?login=1</a> (877) 579-1201
SAMS CLUB	One-Year Membership for \$24.88	Bulk Discount Retail	<a href="http://bit.ly/nahbsams">bit.ly/nahbsams</a> (877) 579-1201
OMAHA STEAKS	Save 10% on top of any online specials	Steaks, Seafood, Sides	<a href="http://osincentives.com/promo/nahb">osincentives.com/promo/nahb</a>
FTD FLOWERS	20% off floral arrangements and gifts	Flowers and Gifts	<a href="http://ftd.com/nahb">ftd.com/nahb</a> 800-SEND-FTD code 17421

### NAHB ASSOCIATION DISCOUNTS

COMPANY	SAVINGS	PRODUCTS	INFO
INTERNATIONAL BUILDERS' SHOW®	Up to \$200 off Show Registration Up to \$2.75 Per Sq Ft off Exhibit Space	Tradeshaw	<a href="http://buildersshow.com">buildersshow.com</a>
NAHB CONTRACTS	Up to 30% off contract rates	Legal	<a href="http://nahb.org/nahbcontracts">nahb.org/nahbcontracts</a>
HOUSINGECONOMICS	\$100 off annual subscription	Economic and Housing Data	<a href="http://housingeconomics.com">housingeconomics.com</a>
BUILDERBOOKS	10% off books. Up to 45% off research	Books	<a href="http://builderbooks.com">builderbooks.com</a>
ONLINE EDUCATION	Up to 30% off webinars; Up to 50% off online courses	Education	<a href="http://nahb.org/education">nahb.org/education</a>

Discounts are of 8/31/2019 and subject to change at any time. Visit [nahb.org/savings](http://nahb.org/savings) for latest deals and limited time offers.



## MEMBER SAVINGS PROGRAM at a glance

[nahb.org/savings](http://nahb.org/savings)

### AUTO

COMPANY	SAVINGS	PRODUCTS	INFO
 <b>GM</b>	Save \$500 on most retail vehicles Save \$500 - \$1000 per vehicle for fleet customers Stackable with most National Retail and Fleet offers NAHB Member and Household Family Eligible	Chevrolet, Buick, GMC	<a href="http://nahb.org/gm">nahb.org/gm</a>
 <b>FCA</b>	\$500 Cash Allowance per eligible vehicle Stackable with most National and Local offers NAHB Members, Employees, and Household Family Eligible	Chrysler, Dodge, Jeep®, Ram, and FIAT®	<a href="http://nahb.org/fca">nahb.org/fca</a>
 <b>NISSAN / INFINITI</b>	Save between \$3,250 - \$10,500 per vehicle Must be purchased in member's company name NOT stackable with most National Offers Member's Company Eligible	Nissan, Infiniti	<a href="http://nahb.org/nissan">nahb.org/nissan</a>
 <b>BF GOODRICH</b>	Save \$100 on set of 4 All Terrain T/A KO2 Tires 24 Hour Worksite Assistance	Tires	<a href="http://bfgoodri.ch/2GT0VDu">bfgoodri.ch/2GT0VDu</a>
 <b>GEICO</b>	Exclusive member rates on Auto and Home Insurance	Insurance	<a href="http://geico.com/disc/nahb">geico.com/disc/nahb</a> 800-368-2734

### AUTO RENTAL

COMPANY	SAVINGS	PRODUCTS	INFO
 <b>AVIS</b>	Up to 25% off base rates and FREE Preferred Service Membership	Car Rentals	<a href="http://avis.com/nahb">avis.com/nahb</a> 800-331-1212 AWD #G572900
 <b>BUDGET</b>	Up to 25% off base rates and FREE Fastbreak status	Car Rentals	<a href="http://budget.com/nahb">budget.com/nahb</a> 800-283-4387 BCD #Z536900
 <b>HERTZ</b>	Up to 20% off base rates and FREE Gold membership	Car Rentals	<a href="http://hertz.com/nahb">hertz.com/nahb</a> 800-654-2200 CDP#51046

### BUILDING MATERIALS

COMPANY	SAVINGS	PRODUCTS	INFO
 <b>LOWE'S</b>	Extra 2% off Lowe's Account Receivable or Business Account FREE Delivery of \$500 Plus Orders 5% off at store using LAR or LBA	Building Materials	<a href="http://lowesforpros.com/nahb">lowesforpros.com/nahb</a> 877-435-2440

NAHB Members Saved  
over **\$25,000,000** last year

# JERRY ARENZ MEMORIAL TRAP SHOOT 50 BIRD SHOOT

## WHEN

**August 13, 2020**  
Shooting starts at 4 pm, sign-up by 7

## WHERE

**Winnebago Eastshore  
Conservation Club**  
W4572 Hickory Hills Road, Stockbridge

## FEATURING

**TOP GUN** of the day wins \$100 cash  
**TOP JUNIOR GUN** of the day wins \$100 cash  
**Colored Clay per Round • Lewis Class**  
**8 oz Ribeye Steak Sandwich Plate**  
**Raffles • Prizes**

## OPEN TO THE PUBLIC

## COST

**\$25.00—Person**  
**\$125.00—Team of 5**  
**\$100.00—Junior Team of 5**  
**Bring your own shells!**

## EARLY BIRD PAID REGISTRATION

**Register your team & pay  
by July 31 to be entered  
into a drawing for 250  
shells! *Sponsored by  
K & J Construction and Design, LLC***



## CONTACT

**Register your Team by  
calling 920-898-5030**



**MIDSHORESHOMEBUILDERS.COM**



MID-SHORES HOME BUILDERS ASSOCIATION, INC.
2020 Trap Shoot
Registration & Sponsorship Opportunities

REGISTRATION INFORMATION...

Trap Shoot Packages...all packages include a 50 Bird Shoot – bring your own shells

Register your team by July 31 to be entered into a drawing for 250 shells!

- INDIVIDUAL PACKAGE - \$25 per person
TEAM OF 5 PACKAGE - \$125
JUNIOR TEAM OF 5 PACKAGE - \$100 (age 17 & under)

Additional Competitive Events:

- LEWIS CLASS - \$5 per person
COLORED CLAY – FREE

Competitive Event Descriptions...

Lewis Class: Shooters are divided into classes based on final scores. Cash prizes are awarded to the top shooters in each of these classes. Everyone has an equal chance to win.

Colored Clay: One colored clay will be randomly pulled per team. Winners will receive 5 bucket raffle tickets.

Company/Team Name: \_\_\_\_\_

Shooters Names: 1. \_\_\_\_\_ 2. \_\_\_\_\_
3. \_\_\_\_\_ 4. \_\_\_\_\_ 5. \_\_\_\_\_

SPONSORSHIP INFORMATION...

- STATION SPONSOR \$100 MEMBERS, \$200 NON-MEMBERS
TOP GUN SPONSOR \$50 - \$100
JUNIOR TOP GUN SPONSOR \$50
JUNIOR TEAM SPONSOR \$125
EVENT SPONSOR \$25 - \$100
DONATING DOOR PRIZE/RAFFLE PRIZE

Sponsorships need to be purchased by August 7, to be listed on the official event signage at WECC. All Sponsors will be announced during the event.

PAYMENT INFORMATION...

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

- CHECK IS ENCLOSED FOR REGISTRATION AND SPONSORSHIPS



## Advocacy Digest | July 2020

Brad Boycks, Executive Director



### Two Bills Need Sign Off

Prior to Wisconsin going into a “Safer at Home” Executive Order in March, the state senate was set to come to floor at least one more time prior to adjourning for the session. We had been advocating for three bills that had previously been passed by the state assembly and needed to be taken up in the state senate to then be signed by Governor Evers.

[Assembly Bill 859](#) would allow for the greater use of TIF laws for workforce housing and implementing some additional transparency measures for taxpayers to assure the future success of tax incremental districts. [Assembly Bill 791](#) would add two positions at DSPS for two years to help eliminate the backlog of private onsite wastewater treatment system applications.

And finally, [Assembly Bill 544](#) would make surplus funds from the Wisconsin Housing and Economic Development Authority (WHEDA) to fund a pilot program for financial assistance for workforce housing for those living in rural communities. Recently, the Joint Committee on Finance approved a proposal from WHEDA that mirrored the provisions of AB 544. The effort to include the provisions of AB 544 in the plan by the Joint Committee on Finance was the result of the bill author, Rep. John Nygren, working directly with WHEDA officials.

Initially, we were hopeful the state senate would come back into session to consider these and other provisions prior to Labor Day. As we get closer to the end of July it appears that the more likely scenario is the state senate coming into special session this fall after the November general election to possibly take up items from the regular session that need senate sign off prior to being sent to Governor Evers for consideration to become law.

### Contractor Certification Subcommittee items approved by Advocacy Group

The Advocacy Group was briefed on the findings of the Contractor Certification Subcommittee findings during their meeting on June 24. This subcommittee was formed in February and was chaired by WBA Treasurer Cory Sillars and met several times via Zoom in the winter and spring to come up with a [plan](#) to revise administrative rules and state statutes on contractor certification requirements. The Advocacy Group made a few tweaks to the plan and then voted to make this effort part of the overall 2021-2022 [WBA Advocacy Agenda](#).

The Advocacy Group will again be discussing all provisions in the draft 2021-2022 WBA Advocacy Agenda during their October 1 meeting. The WBA Board of Directors will also be voting on these provisions during their October 1 meet-

ing.

If you have any thoughts on the contractor certification revisions, the items contained (or those not contained) please contact [Brad Boycks](#).

### Wisconsin Supreme Court Rules

Recently, the Wisconsin Supreme Court issued a decision that ruled a GOP sponsored state statute that required any state agency that issued “guidance documents” to first post the documents and get public comments prior to them being finalized.

WBA recently signed on to a [coalition letter](#) asking Governor Evers to continue the previous policy that would allow for greater transparency and public input into these guidance documents.

### From NAHB: Builder Confidence Rallies to Pre-Pandemic Level in July

In a strong signal that the housing market is ready to lead a post-COVID economic recovery, builder confidence in the market for newly-built single-family homes jumped 14 points to 72 in July, according to the latest NAHB/Wells Fargo Housing Market Index (HMI) released today. The HMI now stands at the solid pre-pandemic reading in March before the outbreak affected much of the nation.

“Builders are seeing strong traffic and lots of interest in new construction as existing home inventory remains lean,” said NAHB Chairman Chuck Fowke. “Moreover, builders in the Northeast and the Midwest are benefiting from demand that was sidelined during lockdowns in the spring. Low interest rates are also fueling demand, and we expect housing to lead an overall economic recovery.”

“While the housing market is clearly rebounding, challenges exist,” said NAHB Chief Economist Robert Dietz. “Lumber prices are at a two-year high and builders are reporting rising costs for other building materials while lot and skilled labor availability issues persist. Nonetheless,

the important story of the changing geography of housing demand is benefiting new construction. New home demand is improving in lower density markets, including small metro areas, rural markets and large metro exurbs, as people seek out larger homes and anticipate more flexibility for telework in the years ahead. Flight to the suburbs is real.”

Derived from a monthly survey that NAHB has been conducting for 30 years, the NAHB/Wells Fargo HMI gauges builder perceptions of current single-family home sales and sales expectations for

the next six months as “good,” “fair” or “poor.” The survey also asks builders to rate traffic of prospective buyers as “high to very high,” “average” or “low to very low.” Scores for each component are then used to calculate a seasonally adjusted index where any number over 50 indicates that more builders view conditions as good than poor.

All the HMI indices posted gains in July. The HMI index gauging current sales conditions jumped 16 points to 79, the component measuring sales expectations in the next six months rose seven points to

75 and the measure charting traffic of prospective buyers posted a 15-point gain to 58.

Looking at the monthly average regional HMI scores, the Northeast surged 22 point to 70, the Midwest jumped 18 points to 68, the South increased 10 points to 73 and the West increased 14 points to 80.

HMI tables can be found at [nahb.org/hmi](http://nahb.org/hmi). More information on housing statistics is also available at [housingeconomics.com](http://housingeconomics.com).

## COVID-19 Basic Infection Prevention Measures

COVID-19, caused by a new coronavirus, is a respiratory illness that can spread from person to person. The following infection prevention measures may help prevent transmission on construction job sites.

	Stay home if you are sick. <b>DO NOT WORK.</b>
	Wash hands frequently or provide alcohol-based hand rubs containing at least 60% alcohol.
	Cover coughs and sneezes.
	Practice social distancing — try to maintain 6 feet between each worker.
	Reduce the size of any group at any one time to ten (10) people or less or <b>LIMIT</b> all in-person meetings.
	Minimize ride-sharing. While in vehicle, employees must ensure adequate ventilation.
	Avoid sharing tools with co-workers, if possible.
	Clean and disinfect frequently used tools, equipment, and frequently touched surfaces (door handles, handrails, machinery controls, cell phones, tablets) on a regular basis.
	If N95 respirator masks are not available, minimize dust and airborne contaminants by using engineering and work practice controls.
	Use proper personal protective equipment (PPE) when cleaning and disinfecting, such as gloves and eye protection.