contractor

THE MONTHLY PUBLICATION OF THE BUILDING CONTRACTORS ASSOCIATION OF SOUTHWESTERN IDAHO

"Every man owes part of his time and money to the business or industry to which he is engaged. No man has a moral right to withhold his support from an organization that is striving to improve conditions within his sphere."

- Theodore Roosevelt -





Carol Koppen Woodhouse Group RE

See page 6

Spike of the Month



Barb McDermott Washington Federal

See page 7 for Spike list



March GMM

Presented by BCASWI Sales & Marketing Council MEMBER ONLY EVENT

BREAKFAST
Thursday, March 8, 2018
The Courtyard Marriott
\$25 per person
8 - 10 a.m.

"Boise Housing Market Conditions"

Guest Speaker: Eric Allen, Metrostudy

Topics to include:

- · New Home Starts & Closings
- · New Home Inventory Levels
- Vacant Developed Lot Inventory Levels
 & More!

Reservations required. - Call 208-377-3550 or see registration sheet on page 11. No-shows will be billed.

HOME & GARDEN SHOW PAGE 8

APRIL GMM -PARADE OF HOMES AWARDS BANQUET

PAGE 9

GOVERNMENT AFFAIRS
PAGE 10

FANNIE & FREDDIE AREN'T BROKEN

PAGES 8 & 9

BOARD OF DIRECTORS

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President's Perspective



by Craig Hammett, Hammett Homes

Smart-home technology has the potential for making our lives easier. We are hearing that retail giants like Walmart and Amazon have visions for the Smart Home, and it's great listening. Home

technology has the potential to disrupt the housing industry.

We are hearing that big changes are ahead for the housing industry, driven by technology in both homes and the way they're produced. It is really cool that we're on the cusp of something really, really different happening. Such as going from homes as something people take care of, to homes that take care of people.

For instance an alarm that wakes you up in the morning because there are sensors in the ceiling that are tied into your Google calendar and "knows" that you have a spin class scheduled. Through artificial intelligence, the home calculates how long it will take you to get ready and the travel time to the class. Or, better yet, coming downstairs and finding that your breakfast is being prepared for you. One I like is the lights and temperature in a room based on my persona. What if your appliances could tell you when they need service? I think mine do now they just stop working.

The really big news, is in less than five years, there will be integrated solutions for existing homes as well as new homes. Everything is pointing in the direction that in a slightly longer time frame you'll see amazing integration for new construction and a whole new world will open up.

With Smart-home technology, tomorrow and home building for homebuilders will be even more exciting with new challenges.

Wayne Stacy

BCA Executive Overview

by Frankie Hickman-Rice, Executive Vice-President

Here's what NAHB is saying about Condo's! Is this true in the Treasure Valley?

With the last financial crisis now firmly in the rearview mirror, builders are swinging their hammers again and putting up sorely needed new homes. But something's missing amid all the scaffolding: condos.

Their absence is already being felt by first-time and cash-strapped buyers contending with record-high home prices thanks to the lack of properties on the market. Condos, which are often more affordable than traditional single-family houses with backyards, may seem like a solution. But builders are shying away from putting them up, even in urban areas, where they're often the most concentrated. Why?

For starters, there's the strength of the upper-end rental market. Builders often have an easier time renting out apartments in multistory buildings and gleaming towers on a monthly basis than they do selling condo units. That's because it can be harder to find buyers with the means to purchase units, whereas it's usually easier to find renters who don't have to come up with a hefty down payment or commit to homeownership. And this is a prime factor banks take into consideration when deciding whether to dole out loans, often making it more difficult to obtain financing on constructing condos than apartment rental buildings.

Plus, laws in some cities and states leave condo builders on the hook for liability issues that may arise from the new developments. They're less likely to get slammed with costly lawsuits if they construct apartments instead.

This perfect storm has led to condo construction making up just 7% of the multifamily market (buildings with several apartment, condo, or co-op units) in 2016, according to the U.S. Census. That's down from an average of 22% a year from 1985 to 2003.

And while condos were traditionally more affordable than traditional single-family homes, that's changing as well. NAHB didn't have data on the price of these new units, but the small supply of condos now being constructed tend to be luxury units, often in pricey cities, well out of reach for many first-time buyers, according to the association.

A Look Ahead APRIL

Members Only Meetings - For membership information call 208-377-3550.

- 3 Membership Committee & Spike Club, Noon BCA,RSVP for lunch.
- 10 Builders-Codes Council/Developers Council/Government Affairs, 3 p.m., BCA
- 11 Associates Council, Noon, BCA, RSVP for lunch.
- 17 Executive Committee, 11:30 a.m.
- 18 Sales & Marketing Council, Noon, BCA - RSVP for lunch
- 19 Board of Directors, 4 p.m., BCA
- 25 SAMTram, 8 a.m., Oregon Tile & Marble
- 26 SAMTram, 8 a.m., Oregon Tile & Marble
 - Parade Awards Banquet, 5:30 p.m., The Riverside Hotel
- 28 Parade of Homes Show Begins, Noon

All dates, times and locations are subject to change. Please call for confirmation - 208-377-3550.

BCASWI ASSOCIATION STAFF

Frankie Hickman-Rice, Executive Vice-President

Autumn Gestrin-Blume, Communications Projects Director

Heather Hooglander, Membership Director

Emily Covington, Receptionist



Membership The Foundation

Heather Hooglander, BCASWI Membership Director

What an exciting winter it's been so far! I have only had to use

our snow blower twice, yippee! Maybe I shouldn't jinx us. I can remember days of when we would receive snow in May!

"May" I turn your attention to last month? If you didn't attend the BCASWI Casino Night at Mountain Land Design, I won't lie, you missed out! A big SHOUT OUT to Mountain Land Design for hosting. And to our other sponsors, I can't thank you enough! Starting in alphabetical order, A-1 Heating & Air Conditioning, Alliance Title Company, BCASWI Sales & Marketing Council, BlindSource, Coltrin Central Vacuum, Core Group Realty, Development Planning & Finance Group, Fairway Independent Mortgage, Leatham Landscapes, Page's Windows and More, Robertson Supply, Roth Distributing, Stewart Title Company, Tates Rents, Washington Federal and Waterstone Mortgage.

March into our office or browse the BCASWI.ORG website to find out what's happening this month! On March 7th, 14th and 21st, join us for the Certified New Home Sales Professional Course. This course is approved for 21 hours of continuing education credit by the Idaho Real Estate Commission. The registration with additional

information regarding this course are available online or contact the BCASWI office.

On March 8th, come have breakfast with us at the Courtyard Marriott. The topic is, "Boise Housing Market Conditions". Registrations are coming in quickly. Limited seating. Turn your registration in today! No shows will be billed. Members only! This is our very first breakfast General Membership Meeting – help us make it a success!

As I am writing this, I am watching the snow fall and feel like if I talk about spring, it might just come early! Thursday, March 15th – March 18th is the Spring Home & Garden Show at Expo Idaho Fairgrounds. March 15th is BCASWI member night. All BCASWI members can attend free – must first come into the BCASWI office to receive your free pass. Our address is: 6206 N. Discovery Way Ste. A Boise 83713. Look for other BCASWI member's booths, they should have a BCA banner in addition to their own. Stop by and say hi. This is another opportunity to share networking and marketing with fellow members. I enjoy attending and visiting with our members and seeing the fun booths. In some cases, they give out some pretty cool free stuff!

Here is a little St. Patrick's Day humor for March:

Knock! Knock! Who's there? Irish! Irish who?!

Irish you a Happy St. Patrick's day and a wonderful March!

New Membership and Renewals

The BCASWI wishes to thank the following new member companies and membership renewal companies. "Without Your Membership, We'd Be Lost!" If you have comments regarding any of these memberships, please direct them in writing to the Membership Committee, 6206 N. Discovery Way, Suite A, Boise, ID 83713. (Per the By-Laws, Art. 1, Sec. 2)

For a full list of members please go to the Classified Directory on our website at **bcaswi.org**.

NEW MEMBERS

EPIC REALTY SHERIDAN HODSON

FOXGLOVE LLC ALLISON FINDLAY

NEW HOME STAR IDAHO DAN WHITE

SWAN HOUSE LLC TARA SPRENGEL

TROJAN PLUMBING
TROY WOOLSTON



SKYLINE COMP. DBA GREEN VILLAGE DEVELOPMENT TUCKER JOHNSON

A-1 HEATING & AIR CONDITIONING PAT MINEGAR

TALL TIMBER CONSULTING DAVE YORGASON ROBERTSON SUPPLY, INC.

PAUL SMITH

COLDWELL BANKER TOMLINSON GRP

BOB VANALLEN

INTERMOUNTAIN GAS COMPANY

GREG WEGNER

US BANK HOME MORTGAGE

MICHAEL PREECE



CONGER MANAGEMENT GROUP

JIM D CONGER

G&B REDI MIX

JOHN CRAGIN

WOODHOUSE GROUP

ORSON WOODHOUSE



BOISE HUNTER HOMES

RANDI MEREDITH

EAGLEWOOD HOMES, INC.

ABRAM NEIDER

HAYDEN HOMES, LLC

JACLYN ROBERTS

TREASURE VALLEY DOOR & TRIM

SALES

VIRGIL ROPP

ECHELON FINE HOME

AMY FOSTER DAVIS

TODD CAMPBELL CUSTOM HOMES

TODD CAMPBELL

TREASURE VALLEY REALTY GROUP

LLC

BEN MYERS

ROTH DISTRIBUTING

PEGGY DEFFENBAUGH



GROVERS PAY & PACK ELECTRIC

DAVID BLAYDON

IDAHO CENTRAL CREDIT UNION

ALAWNA TOWNS ATHERTON

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MIKE WALKER

DURITE NURSERY INC

KEVIN THIBAULT

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TRACY KASPER

AD RESIDENTIAL DESIGN AND

DRAFTING

KYLE HALL

FAIRWAY INDEPENDENT MORTGAGE

CARRIE UBERUAGA

GARDNER HOMES IDAHO

DAN FOUTZ

ARTISTIC INTERIORS

LANDRA BELL

WOLVERTON HOMES OF BOISE LLC

JACKIE METZGER

FRESH START HOME STAGING

BRENDA LYMAN

WASHINGTON TRUST BANK

LISA MORGAN

MERIDIAN FENCE LLC

TRAVIS CHESLEY

TREY HOFF ARCHITECTURE

TREY HOFF

PONTIFEX CAPITAL

LEE GIENTKE

Associate of the Month

Carol Koppen, Woodhouse Group Real Estate

Carol Koppen is an agent at Woodhouse Group Real Estate. Carol has been practicing real estate for 20 years and has worked for a number of real estate companies. She specializes in new home construction and also existing home sales, short sales and has worked on several subdivisions.

Carol is honest, trustworthy, reliable and very hardworking and her confidence level is in new construction and understanding and listening to buyers and sellers

about what their wants and needs are in the current real estate market. Enjoys educating buyers choose the right floor plan and the process of building a new home from start to finish, and going that extra mile. Most of Carol's business comes from referrals of happy clients.

When Carol is not practicing Real Estate, she finds herself volunteering in her community and working on projects like Paint the Town and Rake Up Boise. She has two children aged 16 & 15 and enjoys cooking, reading, dog walking and travel. Her motto is "Exceeding your expectations every day".

BCASWI FEATURED TRADES OF THE MONTH

TRADE: MEMBER COMPANIES:

Butte Fence Inc. Frontier Fence Company Fencing:

Meridian Fence

Gutters: Gutter Done LLC Rain Control Continuous Gutters Idaho Inc.

Academy Mortgage Corporation American Pacific Mortgage Lenders:

> Bank of the Cascades Cap Ed Credit Union D L Evans Bank

Fairway Independent Mortgage

Gateway Mortgage Homestreet Bank

Idaho Central Credit Union

LoanDepot

Mountain West Bank Source Mortgage Inc.

Umpqua Home Bank Lending

Washington Federal Wells Fargo Bank

Banner Bank Columbia Bank Eagle Home Mortgage First Federal Savings Bank Guild Mortgage Company Hopkins Financial Services

Idaho Housing, Banking & Financing Mountain America Credit Union

Northwest Bank

The Legacy Group of Academy Mortgage

US Bank Home Mortgage Washington Trust Bank

Each month the Membership Committee randomly draws BCASWI trades to list and feature on a board in the BCA conference room and in the newsletter. The goal is to show members who they can do business with as well as encourage signing up members used but not showing under the trade. For questions contact Heather Hooglander - 208-377-3550.



Status	Name	<u>Members</u>
STATESMAN SPIKE - 500	Larry Van Hees Jerry Nemec	613.0 584.0
SUPER SPIKES - 250	Dave Mortensen Steve Martinez Ted Martinez Jay Clow Chuck Miller	283.5 279.0 267.0 262.5 260.0
ROYAL SPIKES - 150	Todd Amyx Chris Conner Bob Barnes Jr. Burt Smith Kent Mortensen John Seidl Pat Minegar	217.0 214.75 194.5 189.0 177.0 165.5 157.0
RED SPIKES - 100	Jeni Sexton Juston Hall Wayne Stacy Frank Varriale Dave Yorgason Tracy Dixon Bill Davis Ron Whitney Marie Hanson	143.0 130.5 126.75 126.0 125.0 123.5 119.0 117.5
GREEN SPIKES - 50	Dale Sullivan Dennis Schaffner Billy Mahan Eric Smith Doug Keller Bob Barnes Sr. Zach Evans Eric Stunz Vicki White Sarah Seidl Milford Terrell Ramon Yorgason Ray Rice	97.5 92.0 84.0 76.5 73.5 70.25 67.5 62.5 60.0 58.5 57.5 52.5
LIFE SPIKES - 25	Steve Weeks Dale Conrad Craig Groves Russ VanWagenen Joe Atalla Ted Mason Jake Centers Erick Wadsworth Dwayne Speegle Dick Lierz Jon Hastings Bud Fisher Trey Langford	48.5 42.5 40.0 39.0 37.0 36.5 35.0 32.0 31.5 31.0 28.5 26.0 25.5

BLUE SPIKES - 6	Jeff Thompson	24.5
	Cade Coltrin	24.0
	Karen Ellis	22.5
	Cody Weight	20.0
	Dan Richter	15.0
	Craig Hammett	13.0
	Shaun Urwin	13.0
	Barb McDermott	12.25
	Matt Knickrehm	11.5
	Thomas Coleman	11.0
	Reata Conner	11.0
	Tammy Schacher	10.5
	Mark Wilkins	10.5
	Mike LaRue	10.0
	Jason Peery	10.0
	Bud Browne	10.0
	Heather Echeverria	9.0
	Clay Boyce	8.5
	Steve Edwards	7.5
	Jeff Martell	7.5
	Daniel Cullip	7.0
	Lars Hansen	7.0
	Rod Givens	6.5
	Kevin Howell	6.5
	Don Flynn	6.0
	Steven Hanson	6.0

Candidates Spike candidates are called "Tacks." Tacks must earn 6 credits to become a "Spike" 4.5 - 5.5 Credits Todd Campbell Dan Clark Jason Geisler Justin Mai Rob Pearce Alicia Rodman Stephen Sengelmann Ray Westmoreland	Jim Hunter Spencer Kofoed Christine Langhorst Tim Mallon Trudy Mallon Abram Neider Don Newell Jaclyn Roberts Clint Rogers Lance Snyder Ingo Stroup Marvin Ward Steve Warren Roger Wilson David Wipper	Tyler Gustafson Terri Harvey Don Hubble Justin Hubble Jason Lloyd Brian Morkid Stan Ray Tracy Skidmore Chad Smith Christal Smith Jake Tunison Darren Wood .5 - 1.0 Credits Liz Amar
3 - 4.0 Credits Corey Barton Mike Brown Clay Conner Nate Fehrenbacher John Flaherty Bryant Forrester Dan Foutz Matthew Gardner	I.5 - 2.5 Credits Dennis Baker Brent Belveal Alan Berman Dave Buich Chad Christensen Peggy Deffenbaugh Corey Elitharp Rick Garret	Josh Anderson Kami Brant Aaron Doughty Dave Evans Mark Hixon Greg Johnson Don Massey Jackie Metzger Kris Miller Jason Ramsey

According to the rules of the Spike Club program to become a Spike member, an individual must sign up 6 new members - which earns 6 Spike Credits - within two consecutive years. To retain that Spike status a minimum of one new member - which earns 1 credit (new or retention) - must be earned each year until a total of 25 credits have been earned - which triggers Life Spike status. For individuals that do not earn 6 credits by December of their second year of recruiting, all credits from the first year are forfeited.



Fannie and Freddie aren't broken, so stop tinkering, Pimco tells Congress

By Andrea Riquier, Market Watch

Ever since the frantic days of the 2008 financial crisis, when Fannie Mae and Freddie Mac were rushed into government control to prevent the collapse of the housing finance system, the question of how to get them out – and what to do with them next – has consumed lawmakers and housing industry participants.

But ten years and countless failed attempts later, one of the industry's most important players thinks all the fuss should stop now.

"We believe GSE 'reform' should simply formalize

the current state of affairs – namely, by making the government guarantee explicit and otherwise keeping Fannie FNMA, -2.65% and Freddie FMCC, -2.42% functioning as they largely are today. In other words, Congress should be honest about conservatorship: It has been and continues to be immensely successful, not to mention wildly profitable, and the current system works."

That somewhat radical statement comes from Pimco, the mammoth asset manager which calls itself one of the largest players in the market for mortgage-backed securities.

(It's worth noting that housing-watchers have voiced similar ideas: "it's not fixed but it's not broken,"

CONTINUED ON PAGE 9

BCASWI General Membership Meeting



PARADE of HOMES 2018 Banquet

Thursday, April 26, 2018
The Riverside Hotel
5:30 p.m. - Red Carpet Wine Reception
7:00 p.m. - Dinner

\$60 per person by April 20th \$75 PER PERSON AFTER APRIL 20TH DEADLINE

Payment Required at time of Reservation.

24 hour cancellation notice required - 377-3550. No Shows will be charged.

MEMBERS ONLY EVENT

"A Tradition of Building Excellence for Over 60 Years"

Reservations

- 1. Please be prepared to give the following information:
 - Name and menu selection of each person.
 - (Steak Roulade, Chicken Saltimbocca or Stuffed Portobello Mushroom Cap)
 - ALL PAYMENTS REQUIRED IN ADVANCE
- 2. Assigned Seating. Tables of 10 may be reserved.
- 3. \$60 per person by 4/20/18 \$75 per person after 4/20/18
- 4. Fax 377-3553 or e-mail emily@heritagewifi.com

·			
Company:			
Name and menu selection: B=Steak Roulade C=Chicken Saltimbocca V=	Stuffed	Mushro	oom
1	В	C	V
2	В	C	V
3	В	C	V
4	В	C	V
5	В	C	V
6	В	C	V
7	В	C	V
8	В	C	V
9	В	C	V
10	В	C	V
CheckCashCharge my \	Visa/M	C/Disc	cover
Card#Exp. Date:	V	code*_	
TOTAL: Dinners = \$			
NO SHOWS WILL BE BILLED.			
Signature:	_Zip*	*	
*3 digit # located on the backside of your creasignature. **Zip code of the address associate			

CONTINUED FROM PAGE 8

Moody's Analytics Chief Economist Mark Zandi told MarketWatch earlier in February.)

A team of four Pimco executives wrote that they had until now refrained from taking a position as various proposals have been advanced, despite having a "keen interest" in the topic.

The future housing finance system should adhere to several principles, they add, including an explicit government guarantee for the bonds created from home loans, risk-sharing between private participants and the quasi-governmental enterprises, and a "national mortgage rate" — meaning access to the same rate marketplace for all borrowers, regardless of geography.

Those concepts are not generally controversial, although earlier proposals have included other elements, such as the importance of the 30-year fixed-rate mortgage. But while most reform recommendations have struggled to fit those ideas into a new structure, Pimco urges policymakers to leave well enough alone.

Builder, Developer, Government Affairs Committee Report

Council meets the second Tuesday of each month at 3pm - Open to All BCA Members

Reports from Jurisdictions:

Meridian City is very busy: Single family – 97 and the highest ever for January; Multi-family however, was a zero; new commercial was 5 and tenant improvements were at 20. Things that are happening in Meridian are: The plan check issue was discussed with the city about roof calculations, etc. The question was asked if siding change to stucco requires a re-submit. We found out that impact fees will increase to the already allowed level that has been approved.

Boise City – There was a moment of silence when Boise announced it beat Meridian in single family permit pulls. Most of the growth is coming from SW Boise. There was one four-plex and no multifamily and no duplex's. So far, 2018 year to date is 245% above 2017. The permitting process is taking 13 days for single family-1 and 16 days for single family-2 which reflects the loss of a week. Also reported was that the City is getting complaints of trash (including Styrofoam) blowing from job sites onto adjacent properties.

Ada County and Ada County Surveyor: The County reported that things were pretty flat. No real changes at the county building department, with 23 single family permits, 65 mechanical, 17 remodels, and it is taking 8 – 10 days for a plan review. The new building code ordinance was approved (same as State level). There were 12 new plats and review time is taking about 23 days. Eagle platted more lots than Meridian and Boise last month.

ACHD: During the FY 18 budget process staff was directed to review the current fee structure in Development services and to recover 100% of costs. These proposed fee revisions will be scheduled for adoption at the next ACHD commissioner meeting on

March 14th. There will be \$1000 - \$2500 in new fees.

City of Star Report:

Month	<u>2018</u>	<u>2017</u>	<u>2016</u>	<u>2015</u>	<u>2014</u>
October	32	18	17	14	27
November	34	15	15	7	8
December	9	17	17	18	8

Other things of interest include Division of Building Safety talked about 13 rules running thru the legislature and all but one made it through completely. Also discussed was the plumbing codes on clean-outs. The next plumbing code board meeting is May 17th, starting at 9:30a.m. And also noted, really working to reduce the time it takes to create new addresses after the final plat is recorded work, which will speed up the time to get a building permit for new plats. Market Report: New Construction median sales price were up an 18% increase over last year. Affordability of the median price is up to 34%. Inventory is down and rolling supply is down while the pending sales are up.

The DEQ sent some new restrictions to Open Burning on job sites. It addresses open burning on the job site even for keeping warm. Be aware and watch for more to come. In March an agenda item will be Greg Wegner, Intermountain Gas Company addressing gas pipe damage prevention – the Call before you dig approach.

BCASWI MARCH GENERAL MEMBERSHIP BREAKFAST MEETING

Presented by the BCASWI Sales & Marketing Council







"BOISE HOUSING MARKET CONDITIONS"

Guest Speaker: ERIC ALLEN, METROSTUDY

Topics to include: New Home Starts & Closings, New Home Inventory Levels, Vacant Developed Lot Inventory Levels & More!

<u>Thursday, March 8th, 2018</u> 8:00am – 10:00am

The Courtyard Marriott

1789 S. Eagle Rd. Meridian

\$25.00 per person, RSVP required in advance! BCASWI Members Only!

Please fill out the bottom portion as your registration for the March General Membership Meeting. Please send with payment information to fax: 208-377-3553, email to Heather Hooglander at Hsciola@heritagewifi.com or mail to: BCASWI 6206 N. Discovery Way, Ste. A Boise, ID 83713.

Call the BCASWI office at 208-377-3550 for more information.

Company Name: _______ Phone Number: ______

Attendees: _______ Phone Number: _______

Please charge my Visa/MC or Discover: \$_______

Card#: ______ Exp: _____ VCode: _____ Zip: ______

Signature:

BCASWI Mission Statement and Goals

Statement

The Building Contractors Association of Southwestern Idaho is a nonprofit organization dedicated to promoting the responsible development of our community. Utilizing the collective strengths and talents of our members, we represent the American Dream politically, economically and professionally.

Mission Goals

- To be the respected voice of the building industry.
- To be the deciding factor in political, legislative and regulatory matters.
- To be the leader in protecting and enhancing the quality of

life through effective stewardship of the land.

- To be the resource for members to enhance business opportunities.
- To be the leader in promoting partnerships with the communitygroups, related industries and governmental entities to accommodate an expanding economy.
- To provide educational opportunities for the professional advancement of its members.

IT'S GOOD BUSINESS TO DO BUSINESS WITH A MEMBER.

PLEASE TAKE NOTE OF OUR MEMBER ADVERTISERS WHO SUPPORT OUR PUBLICATIONS.



THE BUILDING CONTRACTORS ASSOCIATION OF SOUTHWESTERN IDAHO

6206 N. Discovery Way, Suite A • Boise, Idaho 83713 Phone: (208) 377-3550 Fax: (208) 377-3553

Website: www.bcaswi.org E-mail: bca@heritagewifi.com



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