Message from the President

Ooops, I overpaid! A common occurrence for builders, right? Haha! No, seriously, I just received a letter from CAHB and a check for $50. Seems I forgot that $50 of our CAHB dues goes to the Committee for the American Dream, and when I sent in $500, I exceeded the limit prescribed by Amendment 27. $500 per election cycle isn’t much money in the scheme of things, but it is the legal limit. That is why it is important for ALL OF US to contribute what we can to our political action committee that represents our business interests state-wide. Construction litigation firms are doing it! They also have their wives, kids and dogs to it too!

For the first time in forty years, both the Colorado Senate and House of Reps are now controlled by the Democratic Party. Party-politics gave us HB1338 and more is likely to come. The very fair and just HB1161 is in jeopardy. If you’re not aware, this bill from 2003 gives builders a right to cure a construction defect and limits damages to their actual value (not triple or “treble” as the construction litigation firms would like to have it).

Our government affairs officer and I recently met with Dan Gibbs, House Rep for Summit, Eagle and Lake Counties. Mr. Gibbs is new to his job at the capitol, but has proven his ability to propose and succeed with new legislation. He admitted that, with no staff and 400+ bills to consider during a legislative session, it isn’t easy to get complete information. In the case of HB1338, he voted with his party, believing the title of the bill, the “Homeowner Protection Act of 2007”. He didn’t know enough about it, and that was partly our fault.

Well that won’t happen again. We’ll be meeting with Mr. Gibbs regularly now. He pledged to work with us in the upcoming session. Perhaps HB1338 can be amended or repealed. Perhaps we can get something fair proposed for our immigration woes. So far it has only been one meeting, but I am hopeful. He expressed some genuine concern for small business, and asked for information and talking points, so if your general liability insurance has renewed since April with an increased rate (like mine!), the SCBA would like to know about it. Please contact Jane.

We also need to start talking openly about immigration. Our association should be a forum for discussing the challenges we all face and ideas about solutions. Government can’t do much right without our input. I encourage our members to write to our leadership. Even anecdotal tales could be helpful. Send your thoughts to Jane.

We’re also engaging other government officials. We’re hearing noises about inclusionary zoning again. When the affordable housing referendum was presented last year, inclusionary zoning was a discussed as an alternative. The SCBA leadership narrowly supported the affordable housing referendum in lieu of this egregious policy, but apparently some of our elected officials from local government intend to have both. Stay tuned for more info.

As you read this the 13th Annual Summit County Parade of Homes will be underway. Hallelujah! In the case of my company’s entry, the deadline has been a good thing, but I’ll spare you the details as I am certain you have your own! Please tell all of your friends, family, and coworkers to attend the Parade this year. It is really for a great cause, and with that please remember to pay your entry fee, even if you were directly involved. Our gift to the Summit Foundation will be an awesome amount this year! Best of luck to all the entrants and sponsors!

Thanks for listening. Till next month….Happy Building!

Dave Koons
SCBA Committee Members

Charity Committee
Merle Klocke, Chair  513-5940

Communications Committee
Vacant, Chair

Education Committee
Brian Wray, Chair  468-8683
Clark Johnson  668-3402

Finance Committee
David Koons, Chair  468-2446
Clark Johnson  668-3402
Mary Patrick Moorefield  547-2047
Merle Klocke  513-5940

Golf Tournament Committee
Tom Eble, Chair  418-1438
Brad Flynt  453-2524

Government Affairs Committee
Michael Rath  453-2230
Dan Pins  390-9590

Home & Garden Show Committee
Mark Adolph, Chair  668-9415
Seppi Monroe  389-1466
Karen Wray  668-3998
Betty Naftz  668-6391
Linda Watkins  668-8777

Membership Committee
Vacant, Chair
Seppi Monroe  389-1466

Parade of Homes Committee
Kim Fancher, Chair  668-3155
Betsy Burton  468-0573
Amy Poland  389-9750
Michael Rath  453-2230
Asa Armstrong  453-5970
Gail McDonald  468-8700
Kouri Wolf  333-0303

Scholarship Committee
Murphy Funkhouser, Chair  468-0402

Summit Housing Authority Liaison
Craig Campbell  453-5440

CAHB Builder Representative
David Koons  468-2446

CAHB Associate Representative
Mike Burman  513-0064
Dan Pins  390-9590

Parade of Homes
Awards Reception

When: Friday, September 7th
Time: 5:30 pm
Where: Summit County Community/Senior Center near the County Commons in Frisco
Cost: Free
Menu: Light hors d’oeuvre and drinks
Sponsors: Summit Association of Realtors
Come celebrate with award recipients and local realtors

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Different Location
Community/Senior Center

Board of Directors
David Koons, President  468-2446
Clark Johnson, Vice President  668-3402
Mary Patrick Moorefield, Sec’y/Treas.  547-2047
Verne Hedges, Past President  513-1239
Randy Barrientez  513-0777
Craig Campbell  453-5440
Tom Eble  418-1438
Kim Fancher  389-4017
Murphy Funkhouser  468-0402
Merle Klocke  513-5940
Seppi Monroe  389-1466
Michael Rath  453-2230
Brian Wray  468-8683
Welcome — New Members!!

Arapahoe Construction
Ryan Evanczyk
PO Box 325
Dillon, CO 80435
(970) 389-9060 phone
arapahoeconstruction@comcast.net
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Also, new construction and general contracting services.

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9200 W. Cross Dr., #319-A
Littleton, Co. 80123
(303) 975-7342 phone
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Mountain Temp Services

Woodring Construction
Aichholz Excavating
Steve Lassa Plumbing
Ace Insulation
Baker Hogan & Houx
Cook’s Welding
ASAP Glass
2 V’s Landscaping
The Urman Company
Harbert Lumber Co.
Specialty Wood Products
1 Director Position Available

The Board of Directors are seeking interested members to fill vacancies on the board. There are currently two vacancies available. At least one vacancy must be filled by a builder member. Anyone interested in filling the vacancy with the option for seeking re-election in November, please contact SCBA’s office at info@summitcountybuilders.org or 970-668-6013.

Criteria for board of directors:
⇒ Be a member in good standing.
⇒ Be willing to attend monthly meetings the Thursday following the second Tuesday.
⇒ Be willing to chair and/or participate in a committee.
⇒ Be an advocate for the builders association.
⇒ Review documents prior to meetings.
⇒ And other duties as may be assigned by the president.
On The Homefront

IMPACT FEES AND INCLUSIONARY ZONING

On November 7, 2006, the voters of Summit County approved the Summit Combined Housing Authority Referred Measure 5A. The Measure authorizes a sale and use tax of 1/8th of 1% (1.25%) and a Development Impact Fee (“Impact Fee”) of $2.00 or less per square foot of new construction to be used for affordable housing purposes for a period of ten years.

The Impact Fee itself, must be used for capital projects, i.e. affordable housing. The Sales and Use Tax is used for administration of the program dealing with affordable housing. At a recent seminar put on by Land Title Guaranty Company, representatives of various governmental entities, including Summit County and various towns included within the County were quite bullish on the progress of the program to date.

An Impact Fee Chart is reprinted herein:

**Commercial**
$2.00 per square foot

**Single Family Homes**
- 1499 square feet or less - $0
- 1500 to 2499 square feet - $0.50 per square foot
- 2500 to 3499 square feet - $1.00 per square foot
- 3500 to 4999 square feet - $1.50 per square foot
- 5000+ square feet - $2.00 per square foot

**Residential Other**
- 999 square feet or less - $0
- 1000 to 1499 square feet - $0.50 per square foot
- 1500 to 2499 square feet - $1.00 per square foot
- 2500+ square feet - $2.00 per square foot

Pursuant to the passage of the Impact Fee and the Sales and Use Tax, the County in each Town, Village, etc., within our County, passed their own administrative policy regarding the administration, collection and calculation of the fee. Although the Impact Fee itself is uniform, how it is calculated and collected is not. Some governmental entities collect it at time of permitting and others collect it at time of certificate of occupancy. Policies as to calculation regarding garages differ. Policies regarding additions and how fees are calculated differ. The list goes on. You will find that the County, Dillon and Silverthorne, are similar in most respects. You will find significant differences regarding Breckenridge and Frisco. A copy of each entities’ policy is on file at each respective building department.

During a question and answer period I inquired of each representative as to whether or not inclusionary zoning at each jurisdiction was something that we could anticipate in the future. The County, Dillon and Silverthorne, responded that it was not. Breckenridge and Frisco responded that it was entirely possible. This was very interesting to me and our Board since the Impact Fee had been sold to the voters and representatives of our Association on the basis that our support of an impact fee would do away with the necessity of inclusionary zoning. Apparently, some people have forgotten their promises.

Inclusionary Zoning Ordinances generally either mandate or encourage developers to provide some minimum percentage (often 10 to 15%) of very low and moderate income housing in new

(Continued on page 6)

**Dues Deductibility for 2007**

Dues payments to SCBA are not deductible as charitable contributions for federal income tax purposes. However, dues payments may be deductible as ordinary and necessary business expense, subject to exclusion for lobbying activity. Because a portion of your dues is used for lobbying by NAHB and CAHB, $96.75 is not deductible for income tax purposes. Of this amount a portion may be transferred to a political committee or used for political purposes. If your company has explicit policy against such activities, please specify your objection and the amount that would have been expended for political purposes will be transferred to the CAHB State and Local Issues Fund.
residential projects. Some jurisdictions require developers to construct the affordable units within the development itself, while others allow units to be constructed offsite. Some jurisdictions look at proposed single family residences above a certain square footage and require purchase and/or construction of affordable housing in another location depending upon the amount of square footage by which a residence exceeds a minimum cap. Other jurisdictions allow developers to pay a fee to avoid the construction of affordable housing.

There are numerous criticisms of inclusionary zoning programs. Providing an adequate supply of housing is a societal burden and the burden should not be shifted to developers and/or builders alone. Most inclusionary zoning programs also lack flexibility requiring, for example, "like for like" units, distributed evenly throughout a market rate development. Further, inclusionary zoning ordinances and/or programs may exacerbate a shortage of affordable housing by causing developers to raise prices on market rate housing or to develop less housing.

Inclusionary programs may also have economic costs. In the absence of government subsidies, the burden of absorbing (or distributing) the costs of the inclusionary unit rests on the developer. This potential loss of money by developers is the one factor which most significantly affects the viability of an inclusionary scheme. To the extent that an inclusionary program results in economic loss to developers, the program could deter general building activity, and, hence, do more harm than good at meeting housing needs. The loss is caused by costs incurred in building inclusionary units for which a developer receives no or very little compensation and by problems encountered in marketing conventional units whose value is reduced by their proximity to inclusionary dwellings.

By coupling a density bonus to their inclusionary requirements, local governments attempt to reduce the construction industry’s opposition to the programs. Most schemes offer at least one bonus unit for every inclusionary unit. Without question, a density bonus can reduce the cost burden imposed on a developer. But whether the bonus will generate enough income to encourage a developer to continue building in an inclusionary jurisdiction is a matter of dispute.

Uncertainty about a developer’s ability to market its conventional units and produce a profit can generate further costs for the developer. For instance, lenders base their construction financing decisions on an assessment of whether a developer can sell its houses. Where that assessment is equivocal, the lender might insist that the developer put more equity into a project or pay a higher interest rate. Small builders are at a particular disadvantage here.

Developers are not the only group that will bear the economic costs of their obligation to subsidize inclusionary housing. They will try to avoid this loss by raising the price of market rate units in the development or by reducing the bid price for land to be developed. If the project is already in progress, losses in profit naturally cannot be passed back to the landowner.

Shifting costs forward to conventional housing also prices some buyers out of a range they otherwise could have afforded. These prospective buyers suffer a loss of benefits as a result of having to settle for less desirable housing or a less desirable location than they would have preferred. Moreover, the resultant reduction in housing opportunities restricts the supply of less expensive dwellings, thereby increasing the price of these houses and apartment units. Finally, if houses in the existing market are viewed as perfect substitutes for new houses, the value and, hence, price of the existing stock will also rise. Thus, while some low and moderate income families will benefit from an inclusionary program, other prospective owners and renters, including the vast majority of the program’s intended beneficiaries, will face fewer housing options and higher prices.

Finally, since a developer cannot shift all of its excess costs forward to purchasers, it is likely that, in the future, the costs will be partially passed back to the owners of raw land in the form of lower land sale prices.

The inescapable conclusion is that inclusionary zoning is an extremely bad idea for homeowners, prospective home buyers, builders and developers.

Mike Burman
SCBA Responds To State Legislators

The Summit County Builders Association was greatly interested in last month’s published writings and/or comments of Representative Gibbs and State Senator Fitz-Gerald regarding HB 1338, signed into law last Spring. We have since had the pleasure to meet with Representative Gibbs and discuss in detail the far-reaching negative impact of this legislation. The SCBA wishes to thank Mr. Gibbs for his genuine concern and pledge to work with us on this issue and others.

On the other hand, Ms. Fitz-Gerald’s inane reference to a cartoon character – “Chicken Little” – is consistent with her cavalier approach to this issue and her total lack of concern for anyone engaged in the construction industry. We also note that she refused to return telephone calls either before or after the legislative vote on HB1338.

From Ms. Fitz-Gerald’s comments, her perception of the intent of HB1338 and the actual effect of this bill simply do not match. We wish she had chosen to solicit our council on these matters. Limited waivers and/or disclaimers of certain implied warranties were in existence at the time HB1161 was passed and have always been in existence. As a matter of fact, the Uniform Commercial Code, which applies to the sale of all goods, and which Colorado has adopted, specifically provides for waiver and/or disclaimer as to certain implied warranties. Warranties for toasters, used cars, and million dollar pieces of equipment typically include these waivers.

Builders similarly supply detailed express warranties to homebuyers, including the warranties of the products included in the home, and builders stand behind their product. These express warranties are a matter of negotiation and contract between the parties. Builders also seek a limitation of certain vague implied warranties. They do this because they don’t want to be caught in a web of poorly-defined, limitless implied warranties and the resulting litigation brought by plaintiff construction trial lawyers. Builders know their product better than any lawyer.

We cannot speak to isolated incidents where the process has been abused by one or more parties on the Front Range. The assertion that builders generally, and here in Summit County, require buyers to “waive their basic legal rights” is preposterous. High quality construction and buyer or client satisfaction and protection have always been a primary concern of the members of this Association. Without it, most of us would be out of business.

The assertion that HB 1338 doesn’t really impact HB1161 is simply false. The insurance climate is now changed. HB1338 expands the liability of builders, developers and others engaged in the construction industry because it does away with their ability to limit their exposure on certain claims based on vague and indefinite implied warranties. It also has the effect of tearing up contracts negotiated between homebuyers and builders which were honestly and fairly negotiated from 2001 forward. Several insurance companies have left the State and are no longer writing business since the passage of HB1338, and those that are here have raised renewal rates.

We believe that the defeat of Amendment 34 meant that, overwhelmingly, Coloradans were satisfied with the construction laws of this State as they stood. HB1338 expands those laws, does away with the ability of members of this industry to reasonably limit their exposure to unwarranted litigation and substantially increases the cost of doing business. Increased litigation will be detrimental to the construction industry, and does not benefit the homeowner or the builder. It benefits only the construction litigation industry, whose lawyer members have contributed hundreds of thousands of dollars in support of Amendment 34 and legislative campaigns (including yours Ms. Fitz-Gerald) in recent election cycles.

We hope that you and other lawmakers will reconsider this new direction in the upcoming legislative sessions, and in the future, leave the relatively new construction defect laws of this state alone. Let HB 1161 work. Nothing less than the repeal of HB 1338 would be satisfactory, but an amendment removing the unconstitutional retroactivity would be a good start.

The importance of home ownership is a central piece to the mission of the Summit County Builders Association. Consider also that a substantial portion of your “constituents” here are either directly engaged or indirectly engaged in the construction industry in Summit County and throughout Colorado. An attack on this industry and Colorado families engaged in this industry negatively impacts their “American Dream” of earning a living.
27 Homes Entered in 13th Annual Parade of Homes

Twenty-seven magnificent mountain-designed homes have entered to participate in the 13th Annual Parade of Homes. The programs have been distributed through local real estate offices, visitor centers and businesses in Summit County. Programs will also be available at the parade homes. It is also possible to view the whole program and other pertinent information from SCBA’s official parade website at www.summitcountybuilders.org/paradeofhomes.

Last year a $5/person admission fee was charged with over $16,000 going directly to The Summit Foundation. This year an record amount is expected due to two corporate matching donors. Two SCBA builder members which are also parade entrants will be contributing funds to The Summit Foundation. Apex Mountain Homes, in memory of Brian Platte, and Trilogy Partners will donate up to $3,500 each to match a portion of the parade admission fees. The Summit Foundation will also be selling at 9 selected parade homes “lunches-to-go.”

The Preview Day will be held on Friday, September 7th. No admission will be charged on this day only for SCBA & Summit Association of Realtors members. This will coincide with the judging of the homes.

The Awards Reception will be held in a different location this year. It will be held at the Summit County Community/Senior Center near the County Commons in Frisco at 5:30 pm.
ESCALATION CLAUSE HELPS BUILDERS BE PRO-ACTIVE WITH MATERIALS SPIKES

Unexpected and unforeseeable price increases in critical building materials such as plywood and concrete can seriously erode builder profits or even result in losses when bids or contracts are based on yesterday’s prices and construction is not scheduled to begin until tomorrow.

An escalation clause can help protect builders from the adverse consequences of price spikes, especially for materials with volatile markets or where there are indications of possible shortages. NAHB has prepared for its members a new escalation clause that can be adapted for any number of materials that a builder may want to include.

In completing the escalation clause form, in order to avoid future disputes with the owner over the actual cost of materials at the time of the bid or contract, it is recommended that the specific building material be listed, along with its current price per appropriate unit of measurement, as of a certain date (such as the date of the contract or bid) and with the name and address of the supplier.

As a matter of fairness, both the owner and the builder should have a right of termination if increases in materials costs become exorbitant and threaten to make the house unaffordable or too expensive to build. NAHB’s sample escalation clause provides for termination in the event that increases in materials prices cause the total contract price to increase by more than a certain percent, although this also may be stated as a certain dollar amount. Both the owner and the builder should mutually agree on the percentage or the amount. The percentage or amount may be pegged to the lending limits on the construction loan or another figure that both parties find acceptable.

Because the builder must take affirmative steps to claim the increase, it is possible for him or her to waive or ignore increases considered to be minor. However, including the clause in the contract is insurance against potentially crippling builder material cost hikes.

To download the escalation clause, type this link, http://www.nahb.org/generic.aspx?sectionID=218&genericContentID=45967, into your browser and save the document to your desktop or open the file and save it to your desktop.

For more information about escalation clauses, please contact David Crump, Jr., at 800-368-5242 x8491, or e-mail drump@nahb.com.

For more information about this item, please contact Joshua Nester at 800-368-5242 x8461 or via e-mail at jnester@nahb.com.
Myriam Enterprises hosts two-week open house to benefit The Summit Foundation

In celebration of their recent relocation to Farmers Korner, Myriam Enterprises is hosting an extended open house to benefit The Summit Foundation.

From September 10th through 21st, Myriam Enterprises invites the community to visit their new offices at the corner of Highway 9 and Swan Mountain Road in Breckenridge. For each different entry in Myriam’s guestbook during the progressive celebration, a $10 contribution will be made by Myriam Enterprises to The Summit Foundation’s endowment fund. Myriam hopes to raise more than $5,000 through this fund-raising event.

Long-time business associates, friends and visitors are all welcome to stop by between the hours of 8:00 a.m. and 5:00 p.m., Monday through Friday.

Now located at 16172 U.S. Highway 9 in Breckenridge, Myriam Enterprises has been building custom homes in Summit County for the past 24 years.

Myriam Announces New Team Member

Myriam Enterprises would like to take this opportunity to announce Bruce Taylor, formerly of Taylor Made Products, as the most recent addition to the Myriam team.

As our newest Project Manager, Mr. Taylor brings over 25 years of knowledge and building experience to Myriam Enterprises. We are looking forward to sharing in his expertise and invite you to join us in welcoming him as our newest asset. With this recent transition, we hope that Bruce’s long-time business associates and friends will share in our excitement. We believe he will make great contributions to the mission of our organization as well as play a key role in our continued success in Summit County.

Finally, someone has been able to photograph the POT at the end of the rainbow!
SCBA Members Honored In Poll

The Summit Daily News recognized several of SCBA members in its recent Best of the Summit 2007 Poll. Those members mentioned were:

- Alpine Bank
- BigHorn Ace/Materials
- Breckenridge Building Center
- Capco Tile & Stone
- Dillon Plumbing
- Kim Fancher Design
- Mountain Comfort Furnishings
- Nels Lunceford Nursery
- Slifer, Smith & Frampton
- Summit Landscaping
- Triangle Electric
- Wells Fargo Bank

Congratulations to our members!

SCBA depends on its members to support its events!

Your business card sized ad could be here for only $20 per month
Call (970) 668-6013

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SCBA depends on its members to support its events!
Member-to-Member Discount Program

- **Closet Factory**
  Free design consultation, free installation and a 10% discount for SCBA members.
  Contact: Howard Jaros (970) 471-0184

- **Ebert Appraisal**
  10% off a full appraisal.
  Contact: Bob Ebert (970) 453-2199

- **Edward Jones**
  Free one hour portfolio review or financial planning.
  Contact: Mark Nunn (970) 668-3811

- **Gordon, Hughes and Banks, CPA**
  1 hour free tax and/or business consultation
  Contact: Penny Banks or Celia Johnson (970) 668-5707

- **Kim Fancher Design**
  1 hour free consulting time for interior design, colors or specifications
  Contact: Kim Fancher (970) 668-3155

- **Mountain House & Home**
  Discount on advertising in Mountain House & Home and SCBA’s Parade of Homes magazine
  Contact Amy Poland (970) 389-9750

- **Mountain Temp Services, Inc.**
  $1.00 per hour off regular hourly bill rate for construction labor or office help
  Contact: Murphy Funkhouser (970) 468-0402

- **MWA Design Cabinetry & Countertops**
  1 time 10% discount on all brands & door styles. Includes all accessories.
  Contact: Mark Adolph (970) 668-9415

- **Neils Lunceford, Inc.**
  Free site visitation & consultation plus 10% off any nursery purchase under $1000 or 15% off any nursery purchase over $1000.
  Contact: Tim Glasco (970) 468-030 x 104

- **Professional Building Review**
  Quarterly publication, featuring builders and mountain homes. 10% discount off every ad.
  Contact: Geri Caswell 303-346-6350

- **RSN-TV**
  $100/month off non-member rate plus $1500 free production (:30 commercial and 4-minute interview).
  Contact: Pete Gallup (970) 262-6388 x 29

- **Snowbridge Roto-Rooter**
  $25 off any Roto-Rooter service, roll-off delivery discount (call for details)
  Contact: Michelle Holmes (970) 453-2339

- **Stone, CPA**
  $200 discount from the standard pricing for annual payroll service. This offer includes both the self-administered and full-service plans. Both plans include payroll processing, quarterly reporting, annual reporting, and preparing both 1099s and W2s.
  Contact: Larry Stone (970) 668-0772

- **Summit Stone Works**
  Take an extra 5% off on the already 20% discounted remnants. Parade of Homes entries receive 10% discount.

To add your business here, call 970-668-6013.

**Summit Combined Housing Authority offers inventory of workforce housing.**

In a email received at SCBA’s office, the Summit Combined Housing Authority has several properties for sale. If you have employees looking for housing have them visit www.summithousing.us/properties.html.

**Insurance costing to much?**

Call the office for information about General Liability and/or Workers Compensation programs. Pro-Builders Specialty Insurance is endorsed by SCBA and CAHB. Let us help you save money.
Notes from the Board of Directors Meeting

Membership
Membership continues to grow. It has hit a 3 year record of 179.

Parade of Homes
Final arrangements being made for drivers, judges and the award reception. A late proposal from Comcast was approved with stipulations to air Parade commercials on Denver Comcast Spotlight.

Charity
The Town of Holly, CO sent a Thank You letter for our efforts to assist the town people affected by the tornado.

Scholarship
The board approved funding, with conditions, Erick Becerril through his 2007-2008 school year.

Government Affairs & CAHB Report
Mike Burman, GAO, reported CAHB is looking into a better communication with members, implementing a public relations taskforce and a statewide arbitration program, and adopting a legislator program. SCBA has adopted State Representative, Dan Gibbs. Mike Burman and Dave Koons met with Dan Gibbs to discuss HB 1338. This was a good conversation. (See page 7) Mike B. informed the board about Frisco and Breckenridge considering inclusionary zoning in addition to the impact fee already in place. (See page 5).

Board Vacancy
Correction to last month’s report. Murphy Funkhouser had not submitted her resignation. There is actually 1 board vacancy. Anyone interested is requested to contact the SCBA office. See page 4 for qualifications.

EO Report
⇒ Jane told the board she has two leads for a health insurance program for SCBA members. However she wanted to pursue SCBA insurance members about their interest before going outside the association.
⇒ Jane has acquired several base and wall cabinets and countertops from MWA Design, Cabinets & Countertops for SCBA’s new office. Assistance will be needed to mount the donated materials and to build a base for one of the countertops that will be used as a conference table. It is expected this will be done after the Parade of Homes.

Get Into Politics
Or Get Out Of Business

Sierra Pacific Windows has been calling on Summit County Builders since January 1999. Sierra Pacific Windows sells direct a full line of clad/wood windows and doors.
Call Todd Ingbretsen for more information.
970-393-3303
It's time for our 13th Annual Parade of Homes. 27 Summit County distinctive homes are featured. There is a wide range of architecture to design elements as well as stunning features to well coordinating furnishings that will delight the 3000+ visitors.

I want to take the opportunity to thank the 27 builders/developers that have spent months constructing these beautiful homes. Without them fulfilling someone’s dreams, this parade would not be possible. There are so many other people that also make the parade possible, and I can’t name them all. So to them, I tip my hat because not many people would take on the challenge to finish by a specified date. Not everyone knows of exactly how much time goes into planning the parade. The committee has been outstanding to bring this event to fruition. There have been some outstanding and innovative ideas come out of the committee to make the event even better. What’s a parade without a chairperson? Kim Fancher has been an awesome chair. She really cares about the parade and wants it to be the best ever! She has taken on duties and tasks without hesitation and completed them, in what seems to be, effortlessly. I believe Kim has taken the Parade of Homes to another level. As Emeril Lagasse would say, she’s “kicked it up a notch!”

Don’t miss the Awards Reception sponsored by the Summit Association of Realtors on Friday, September 7th at 5:30 pm. It will be held in a different location than in past year’s. It will be at the Community/Senior Center, 0151 Peak One Blvd, near the County Commons in Frisco. I hope to see you there!

Jane Dvorak
**SCBA Members build the American Dream!**

*Summit County Builders Association*

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<td>POH Entrants pick up materials at SCBA office</td>
<td>POH Preview Day &amp; Awards Reception</td>
<td>Parade of Homes Preview Day &amp; Awards Reception. Reception held at the Community/Senior Center at 5:30 pm.</td>
</tr>
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<td>9</td>
<td>10</td>
<td>11</td>
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<td>13</td>
<td>14</td>
<td>15</td>
</tr>
<tr>
<td>Parade of Homes</td>
<td></td>
<td></td>
<td></td>
<td>Finance &amp; Bd of Dir Meetings</td>
<td>Office Closed</td>
<td>Parade of Homes</td>
</tr>
<tr>
<td>16</td>
<td>17</td>
<td>18</td>
<td>19</td>
<td>20</td>
<td>21</td>
<td>22</td>
</tr>
<tr>
<td>Parade of Homes</td>
<td>Newsletter Deadline</td>
<td></td>
<td></td>
<td></td>
<td>Jane on vacation</td>
<td></td>
</tr>
<tr>
<td>23</td>
<td>24</td>
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<td>26</td>
<td>27</td>
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<td>29</td>
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<tr>
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<td></td>
<td></td>
<td></td>
<td></td>
<td>Jane on vacation</td>
<td></td>
</tr>
<tr>
<td>30</td>
<td></td>
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</table>

**Parade of Homes Award Reception**  
Friday, September 7 at 5:30 at the Community/Senior Center  
0151 Peak One Blvd (County Commons Area), Frisco
SCBA Mission Statement
SCBA is a non-profit organization that is committed to:

- Providing continued education and a forum for networking for our members.
- Being involved in our community and acting as a liaison between our members and the community.
- Representing the building industry in local government and influencing the local legislative agenda.
- Enhancing the public image of the building industry.
- Promoting sound environmental building practices and community planning.

2007 General Membership Meeting Sponsors

<table>
<thead>
<tr>
<th>January</th>
<th>February</th>
<th>March</th>
</tr>
</thead>
<tbody>
<tr>
<td>Stone CPA</td>
<td>Merrill Lynch</td>
<td>Gordon Hughes &amp; Banks</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Mountain Comfort</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Furnishings</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>April</th>
<th>May</th>
<th>June</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sierra Pacific Windows</td>
<td>Specialty Wood Products</td>
<td>Golf Tournament</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>July S.A.M.S.*</th>
<th>August S.A.M.S.*</th>
<th>September</th>
</tr>
</thead>
<tbody>
<tr>
<td>at Dillon Crow's Nest</td>
<td>at Breck Carter Park</td>
<td>Parade of Homes</td>
</tr>
<tr>
<td>Alpine Bank</td>
<td>Everist Materials</td>
<td>Realtor Day</td>
</tr>
<tr>
<td>Kim Fancher Design</td>
<td></td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>October</th>
<th>November</th>
<th>December</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td>Holiday Party</td>
</tr>
</tbody>
</table>

* S.A.M.S.—Summer Afternoon Members Social

Support the SCBA by sponsoring a general membership meeting!!

For $300, you receive:

- A table-top display at a monthly general membership meeting.
- A brief “commercial” time prior to the guest speaker.
- 2 free business card ads in upcoming newsletters (members only)
- 2 free meals at the monthly meeting you are sponsoring.
Introducing The Revolution

- E.R.F. (Equipment Room Free) Residential Elevator System
- Technologies never used in residential elevators before
- For the first time in the elevator industry the Revolution requires no additional overhead in the elimination of the equipment room
- No hydraulic oil spill or odor. Totally green technology. Fewer components.
- Made in the U.S.A.

Home Elevators
Your home owner deserves the affordable convenience and luxury of a Home Elevator.

THE ELEVATOR COMPANY is an industry leader, and the largest home elevator provider West of the Mississippi. We are one of the largest home elevator providers in the nation with decades of experience to serve you.

Visit our showroom, complete with functioning home elevators, and a full display of options. Our plan/conference room is available for your use without charge at any time. You may also be interested in our fabrication facility. We welcome you.
Please complete the following form in its entirety. Use one form per person. Form may be duplicated.

NAME __________________________________________ COMPANY __________________________________________

ADDRESS ______________________________________________________________________________________

CITY/STATE/ZIP __________________________________________________________________________________

PHONE ___________________________ FAX __________________________________________

EMAIL _____________________________________________________________________________

SELECT YOUR REGISTRATION TYPE
Each of the following registrations includes access to the exhibit hall, all educational programs including the round tables, the keynote session, 2 receptions, 2 breakfasts, 2 lunches, Friday night dinner and entertainment, and 6 drink tickets.

<table>
<thead>
<tr>
<th></th>
<th>EARLY by Aug 24</th>
<th>REGULAR Aug 24–Sep 23</th>
<th>LATE after Sep 23</th>
</tr>
</thead>
<tbody>
<tr>
<td>First Time Builder</td>
<td>$200</td>
<td>$250</td>
<td>$300</td>
</tr>
<tr>
<td>Attende</td>
<td>$250</td>
<td>$300</td>
<td>$350</td>
</tr>
<tr>
<td>Spouse*</td>
<td>$100</td>
<td>$125</td>
<td>$150</td>
</tr>
</tbody>
</table>

Spouse Name __________________________________________

*applies only to the actual spouse of the attendee

If you are registered in one of the above categories, and plan to attend Friday night's entertainment, please indicate that here so you can receive your ticket for the event. __________ = # of fully paid attendees for Friday night.

SELECT YOUR SPECIAL EVENTS

GOLF TOURNAMENT REGISTRATION ___________ @ $200 = $ ___________

Names of Golf Foursome __________________________________________

Guests for Friday night only must purchase a ticket for the event.

FRIDAY NIGHT GUESTS _________________ @ $50 = $ ___________

Names of Friday Night Guests __________________________________________

CALCULATE YOUR TOTAL DUE

REGISTRATIONS $ ______ + SPECIAL EVENTS $ ______ = TOTAL $ ______

CHECK ENCLOSED MADE PAYABLE TO CAHB

VISA MASTERCARD AMERICAN EXPRESS DINNER'S CLUB

NAME AS IT APPEARS ON CARD __________________________________ SIGNATURE __________________________

CREDIT CARD # ____________________ EXP DATE ___________ SECURITY # ___________

BILLING ADDRESS FOR CARD __________________________________________

Dietary or Physical Requirements __________________________________________

RETURN VIA FAX OR MAIL TO:
CAHB, 600 GRANT STREET, SUITE 550, DENVER, CO 80203 FAX 303-639-4954 PHONE 303-691-2242

All advance registrations must be pre-paid. All cancellations must be received in writing by Friday, September 14, 2007, to receive a full refund less a $25 administrative fee. Cancellations received after September 14, 2007, will NOT be refunded. You may send a substitute in your place without penalty provided the substitution is made prior to Monday, September 24, 2007.
The economy is tightening, and discounting is a Sign of Our Times, but selling value is more important. When it all turns around, are you going to be ready to move ahead?

Attend the Rocky Mountain Builder Conference
AND SEE THE SIGNS FOR 2007 AND BEYOND.

This is what you get for a $250 investment in your business.

<table>
<thead>
<tr>
<th>Event</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Wednesday Reception</td>
<td>$36</td>
</tr>
<tr>
<td>Thursday Breakfast</td>
<td>$28</td>
</tr>
<tr>
<td>Thursday Lunch</td>
<td>$35</td>
</tr>
<tr>
<td>Thursday Reception</td>
<td>$32</td>
</tr>
<tr>
<td>Friday Breakfast</td>
<td>$25</td>
</tr>
<tr>
<td>Friday Lunch</td>
<td>$31</td>
</tr>
<tr>
<td>Friday Dinner</td>
<td>$60</td>
</tr>
<tr>
<td>Friday Night Entertainment</td>
<td>$50</td>
</tr>
<tr>
<td>6 Drink Tickets</td>
<td>$39</td>
</tr>
<tr>
<td>12 educational sessions</td>
<td>$50 each</td>
</tr>
</tbody>
</table>

Viewing the hottest products, participating in the builder round tables and getting the chance to see your competitor disco...priceless!

The educational sessions are so beneficial you’ll want to bring 2 or more employees so you can sit in on every one.

The builder round table on Friday afternoon is an excellent opportunity to meet with colleagues and competitors to see how they handle their business and share what works and what doesn’t. It’s a “20 Club” atmosphere and truly is priceless to your continual success.

Visit the RMBC website at www.builderconference.com for more details, FAQs, directions to Beaver Creek, and a list of exhibitors showing the newest and greatest products at the Expo.