



Building Industry Association
of Tulare/Kings Counties, Inc.

VOLUME 4, ISSUE 1

UPDATE BULLETIN

BIA Tulare/Kings Counties

FEBRUARY 2020

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From the CEO

Brian J. Todd

Step Up and Support Pro-Housing Candidates in the Election!

BIA scored legislative victories in 2019 that will save Builders hundreds of thousands of dollars and maintain housing affordability in Visalia, Tulare, and Hanford, among other cities.

Our elected representatives and the appointed government officials who work under them make these decisions that affect real people's lives, like their ability to realize the American dream of Home Ownership. But how can they know the right decisions, if they haven't heard from us – one of Tulare and Kings Counties' most important stakeholders?

The Building Industry Association's affiliated Political Action Committee interviews, endorses, and contributes to city and county officials throughout our South Valley region precisely so candidates AND VOTERS know who supports affordable housing policies and private property rights. We are part of a score sheet that tells who has EARNED the industry's support.

As a BIA member in good standing, you will soon receive a voluntary invoice for a \$100 contribution to BIA's PAC.

Please return it with your check payable to Coalition for Affordable Housing PAC right away.

This year, dozens of candidates will vie for positions of power in the nine cities and two counties that make day-to-day decisions about how we live our daily lives. Without guidance from organizations like BIA that are concerned with job creation, improving our standard of living, and economic development, voters are merely throwing darts at a board.

Because I know how important your livelihood is to you, you don't need to wait for an invoice. We also need voluntary contributions of \$500, \$1,000 or more, especially from member companies who have reaped the greatest benefit from BIA's work, payable to the Coalition for Affordable Housing PAC. Send it to PO Box 3930, Visalia, Ca. 93291.

The Home Building Industry cannot continue to work effectively in its mission without YOU!

BIATKC
P.O. Box 3930
Visalia, CA 93278
build@biatkc.com
Phone: (559) 625-5447

HELPING BUILDERS FOR OVER 28 YEARS



THANK YOU TO EVERYONE WHO BRAVED THE
WEATHER TO JOIN US AT THE

BIA OF TULARE/KINGS COUNTIES
ANNUAL MEMBER MEETING & OFFICER
INSTALLATION

YOU HELPED MAKE IT A TRULY WONDERFUL
EVENING!

LOOKING FORWARD TO A SUCCESSFUL
2020



SoCalGas

Southern California Edison

Daley Homes

John Chacon Photography

**And Special Guest Speaker
RAY APPLETON**





Building Industry Association of Tulare and Kings Counties

**Thursday February 13, 2020
11:30am – 1:00pm**

**Lamp Liter Inn
300 W Mineral King Avenue
Visalia, CA 93291**

To RSVP, please contact

**Jennifer Pool
(559) 625-5447
jpool@biatkc.com**

**Cost is \$20 per person
(Lunch Included)**

BIA of Tulare and Kings Counties And Southern California Edison

Present

How to Comply with Title 24

**Do You Understand Everything Needed to Comply with
The New Solar Mandates? Do Still Have Questions?**

**Then You Will Definitely Want to Join Us for This
Important and Informative Presentation Given by
Nick Brown of the Build Smart Group**

Topic Highlights Include

- 1) Key changes in Residential Title 24 new construction code (Solar, HVAC, envelope)**
- 2) How much Solar will be Required?**
- 3) How much credit will a Battery be worth? balanced ventilation standard for multifamily**
- 4) All-electric homes more possible**
- 5) CalGREEN & EV charge ready requirements**

Presented by:





Who Are Members

Large and small construction companies doing business in Tulare/Kings Counties, suppliers, product manufacturers, subcontractors, associated businesses such as financial institutions, utilities, title companies, real estate brokers, mortgage and loan companies, insurance companies, engineers, accountants, architects, etc.

What We Do

We work and fight hard in Tulare/Kings Counties to ease government regulations, promote housing affordability and the free enterprise system. For example: we have saved thousands of dollars in proposed fees and costs, assisted in drafting reasonable legislation that affects the industry and opposed ordinances that would have a negative impact on building and industry-related business.

How We Do It

Through our Board of Directors and committee volunteers our office staff in Visalia is here to serve our members. We are affiliated with the California Building Industry Association (CBIA) and the National Association of Home Builders (NAHB).

Calendar of Events

February 2020

Feb. 3—Visalia City Council Meeting 7:00pm
Feb. 4 —Porterville City Council Meeting 6:30pm
Feb. 4 —Hanford City Council 7:00pm
Feb. 4 —Tulare City Council Meeting 7:00pm
Feb. 10 —Visalia Planning Commission 7:00pm
Feb. 13 — BIA Quarterly Luncheon
Feb. 17— BIA Office Closed
Feb. 18 —Visalia City Council Meeting 7:00pm
Feb. 18 —Tulare City Council Meeting 7:00pm
Feb. 18 —Porterville City Council Meeting 6:30pm
Feb. 18 —Hanford City Council 7:00pm
Feb. 24 —Visalia Planning Commission 7:00pm

March 2020

March 2 —Visalia City Council Meeting 7:00pm
March 3 —Porterville City Council Meeting 6:30pm
March 3 —Hanford City Council 7:00pm
March 3 —Tulare City Council Meeting 7:00pm
March 9 —Visalia Planning Commission 7:00pm
March 16 —Visalia City Council Meeting 7:00pm
March 17 —Porterville City Council Meeting 6:30pm
March 17 —Tulare City Council Meeting 7:00pm
March 17 —Hanford City Council 7:00pm
March 23 —Visalia Planning Commission 7:00pm



Learn More

NAHB Live Online Course:
Social Media Marketing for Your Business

Have you taken a look at the **NEW & IMPROVED BIA of Tulare/Kings Counties** web page?

This is a great way to learn more about the BIA and our member benefits.

[Click here and let us know what you think!](#)

MAKE SURE TO LIKE US ON FACEBOOK !



Who We Are

Established in 1989, the Building Industry Association of Tulare and Kings Counties (BIATKC) is a non-profit organization representing all member builders, developers, subcontractors and associated businesses doing business in Tulare and Kings Counties.

We are governed by elected officers and board members having an interest in the building industry who donate their time and services to oversee the functions, operations and objectives of the association.

Why We Are

Because every builder, developer or related business needs to be united with an association that looks out for and defends its members interests, be it in legislation or be it in other outside matters relative to the success of our member.

CBIA Hall of Fame 2020 Registration Opens February 11th

Get priority registration for Hall of Fame by securing a VIP sponsorship or purchasing a congratulatory ad! General registration opens February 11, 2020 at www.myCHF.org.

Take advantage of this opportunity to showcase your company to a large audience of homebuilding and construction professionals as CHF inducts four new industry icons into the coveted Hall of Fame.

Thank you to our Hall of Fame Presenting Sponsor, FIVEPOINT! [Click here for levels and benefits.](#)

[Read more.](#)



**Tulare Chamber of Commerce
Governmental Affairs Committee
Patrick Isherwood, Governmental
Affairs Chair**

Our local City is an amazing place! It is where hard problems breed innovation and where collaboration supports a diversity of opinions, and where solutions are ultimately rooted in distinct local preferences. Our Community is not without challenges, but they are at their best when policies reflect the values of those who live and work here.

Over the past few years, however, the National League of Cities (NLC) has documented the misuse and abuse of "preemption, where the state removes local authority over policymaking, effectively short-circuiting the dynamism of local government." Preemption occurs when a higher level of government supersedes the authority of lower levels. State interference has targeted ordinances passed by City Councils and has overturned local referendums, ignoring the will of voters and eroding the core of local democracy.

In response, NLC has conducted research on the extent of preemption on several social and economic issues. The NLC writes, "many times local jurisdictions seek a partnership with state government, but instead of partnership and support, many cities in recent years have confronted state politics and interference. When state-local relationships break down, and when state governments unduly limit local authority, city leaders are left with fewer tools and reduced power to solve problems."

We see this in Tulare when preemption has taken control of our zoning ordinances, mandating policy on rent controls, and requiring concerted action when dealing with homeless issues. What might be a problem in a large urban area, does not require the same solution in small rural towns. The NLC writes, "voters view local government as their best opportunity to get what matters to them done." City Councils and local governments know the values of their community and what is best for the people who live there. Local residents are encouraged to stay engaged, stay connected with your government, and communicate your principles to your City Council members. It's the best way to support our local leaders and affirm local control.

The GAC Committee meets on the second Monday of the month at Apple Annie's Restaurant at 12:00 pm. All Tulare Chamber members are welcome.



CBIA Professional Women in Building 2nd Annual Legislative Day Kicks off February 18th

Join the CBIA Professional Women in Building Council in Sacramento on Tuesday, February 18th from 8:30am-1pm for our second annual Legislative Day!

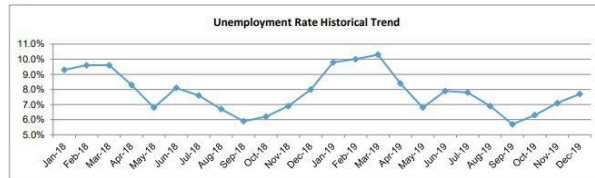
PWB Legislative Day will begin with a "Legislative 101" discussion by CBIA, an opportunity to learn more about the legislative process and how we can engage and influence our state representatives. This is an incredible opportunity for our members! Lunch is included. Register here.

[Read more](#)

Kings County ends 2019 with 7.7% unemployment rate

HANFORD-CORCORAN METROPOLITAN STATISTICAL AREA (MSA)
(Kings County)

The unemployment rate in the Kings County was 7.7 percent in December 2019, up from a revised 7.1 percent in November 2019, and below the year-ago estimate of 8.0 percent. This compares with an unadjusted unemployment rate of 3.7 percent for California and 3.4 percent for the nation during the same period.



HANFORD — Year over year, Kings County's unemployment rate continues to decrease.

The California Employment Development Department recently reported the unemployment rate for Kings County as 7.7% in December

2019, up from 7.1% in November but below the December 2018 rate of 8%. Between November and December 2019, Kings County lost 200 agricultural jobs, 100 government jobs and 100 manufacturing jobs. However, in that same time, the county gained 100 professional and business services jobs and 200 educational and health services jobs.

The numbers are rounded up to the nearest 100.

Overall, Kings County added 1,200 jobs between December 2018 and December 2019 for a total of 49,200 jobs. The EDD reports that 200 of those jobs were in the ag industry and 1,000 of them were non-farm jobs.

[Continue Article](#)



‘Our hearts weep for your loss’: President Trump Honors Farmersville Family at State of the Union

A Tulare County family made a tearful appearance during Tuesday's nationally televised state of the Union address.

Jody Jones of Farmersville was one of 11 special guests invited by President Trump and First Lady Melania to attend the annual address.

Jody's brother Rocky Jones was shot to death in the parking lot of a Visalia AmPm convenience store in December 2018.

Gustavo Garcia, an undocumented immigrant,

killed Rocky during a 24 hour "reign of terror" that saw the criminal commit nearly a dozen crimes across Tulare County before dying in a high speed chase that cut his vehicle in half when it collided with vehicles on Hwy 65 in Porterville.

Garcia had been twice deported before the rampage, sheriff's officials said at the time period he was arrested on a drug charge and held in the County jail the day before he killed Rocky.

"Rocky left behind a devoted family including four brothers who loved him more than anything else in the world," Trump said on Tuesday.

Jody is one of those brothers.

"Jodie, our hearts weep for your loss," Trump said during his Tuesday speech. "We will not stop until you have justice."

Jody stood at the president's request, tears streaming from his eyes as the house chamber applauded. President Trump highlighted Rocky's death while attacking California's sanctuary state law, Senate Bill 54.

[Continue Article](#)

Thank You!

Renewing Members

QK
Barry Lindner

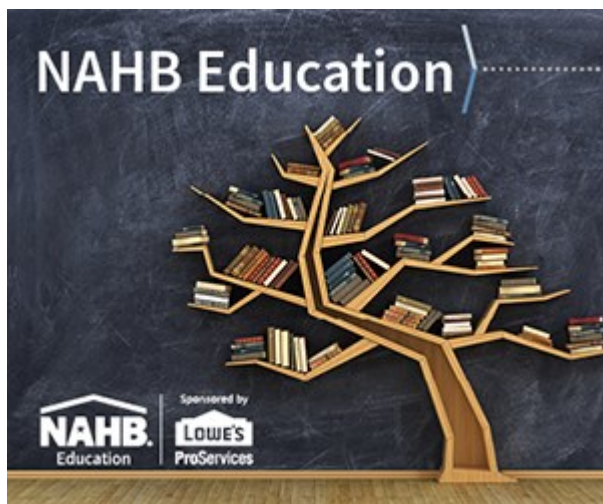
Southern California Edison
Brian Thoburn

Chicago Title Company
Ted Walters

Ennis Builders & Realtors
Brian Ennis

"Success is not final; failure is not fatal: It is the courage to continue that counts."

- Winston Churchill



**DO BUSINESS WITH
MEMBERS**

**KEEP YOUR
INDUSTRY STRONG**

STATISTICS



Top 10 General Contractors Of Tulare & Kings Counties

	Company	Total Value	Number of Units	Average Value (by unit)	Permits	Average Value (by permit)
1	Woodside Homes of Fresno Lp (Cntrl San Joaquin Valley)	\$12,196,238	42	\$290,387	42	\$290,387
2	San Joaquin Valley Homes (Cntrl San Joaquin Valley)	\$10,776,692	52	\$207,244	52	\$207,244
3	Lennar Homes of California Inc (Cntrl San Joaquin Valley)	\$9,318,585	35	\$266,245	35	\$266,245
4	DR Horton Bay Inc dba DR Horton America's Builder (Cntrl San Joaquin Valley)	\$8,716,639	30	\$290,555	30	\$290,555
5	CRD Construction Company Inc (Cntrl San Joaquin Valley)	\$1,574,200	8	\$196,775	8	\$196,775
6	JG Construction & Custom Homes Inc (Cntrl San Joaquin Valley)	\$1,375,000	5	\$275,000	5	\$275,000
7	All Valley Housing Services Inc (Cntrl San Joaquin Valley)	\$945,000	6	\$157,500	6	\$157,500
8	GJ Gardner Homes (Cntrl San Joaquin Valley)	\$780,063	4	\$195,016	4	\$195,016
9	Morgan Enterprises Inc dba West Coast Construction (Cntrl San Joaquin Valley)	\$697,573	3	\$232,524	3	\$232,524
10	Beazer Homes Holdings LLC (Cntrl San Joaquin Valley)	\$693,821	3	\$231,274	3	\$231,274

Building Permit Summary Kings County			
Residential	Permits	Value	Units
Single Family Homes	469	\$130,793,263	469
Demolition	26	\$105,175	0
Grading & Dust	8	\$778,580	0
Duplexes & Twin Homes	3	\$420,000	6
Apartments & Condos	3	\$5,633,125	39
Mobile Homes	4	\$261,540	0
Other Residential Structures	27	\$1,157,210	0
Swimming Pools & Spas	65	\$2,846,502	0
Garages & Carports	16	\$593,252	0
Res Rmdl, Addn, Int Fin	126	\$4,181,993	0
Reroof Residential	12	\$330,600	0
Residential Totals	759	\$147,101,240	514

Building Permit Summary Tulare County			
Residential	Permits	Value	Units
Single Family Homes	161	\$39,089,853	161
Demolition	6	\$100,675	0
Grading & Dust	1	\$0	0
Duplexes & Twin Homes	3	\$420,000	6
Apartments & Condos	3	\$5,633,125	39
Mobile Homes	4	\$261,540	0
Other Residential Structures	12	\$505,840	0
Swimming Pools & Spas	21	\$979,700	0
Garages & Carports	6	\$312,383	0
Res Rmdl, Addn, Int Fin	37	\$1,050,901	0
Reroof Residential	3	\$70,200	0
Residential Totals	257	\$48,424,217	206

Members Save Millions
Start saving at nahb.org/savings



BUILDING INDUSTRY TECHNOLOGY ACADEMY

BITA is a four-year construction training curriculum offered to California public high schools at *no cost* by the California Homebuilding Foundation.

OUR VISION

A thriving learning environment for California students to graduate high school with the skills and confidence to develop their professional careers in the homebuilding industry.

OUR MISSION

BITA's mission is to cultivate a sustainable industry workforce by educating and inspiring California high school students to pursue a career in construction.

YOUR SUPPORT

- ENCOURAGES students' academic performance by demonstrating how classroom studies—geometry for example—has a real-life application in framing a house.
- REDUCES the high school drop-out rate by showing students a direct correlation between the skills acquired in the program and a well-paying job after graduation.
- BUILDS self-esteem and the desire to succeed in students who have not fit into the traditional roles for academic achievement.
- CONNECTS the students to the industry while they are in school through internships, mentoring, summer employment and scholarships.
- PROMOTES ongoing education and preparation for college, where students can major in construction management, architecture, etc.
- PROVIDES Industry relevant courses with core academic and Career Technical Education (CTE) standards make BITA a recognized elective program by the University of California, preparing students for a college and/or career pathway.
- CREATES a partnership between schools, the communities in which they are located and the building industry.
- DELIVERS the industry with a growing, well-trained and skilled labor force, of which we can be proud.

JILL HERMAN, BITA PROGRAM DIRECTOR

(916) 340-3340 or jherman@mychf.org

1215 K Street, Suite 1200 | Sacramento, CA 95814

mychf.org



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Your NAHB UPS Savings Program can help you get the support you need to make your shipping faster, your logistics better, and your customer experience superb. Make the most of your membership and take advantage of competitive rates on UPS® shipping services that include enhanced protection through UPS Capital Insurance Agency, Inc. Not only can you save on shipping but the UPS Store® is here to help you grow and promote your business with printing services producing a wide variety of marketing materials with professional results.

To start saving, simply:

Call: 1-800-MEMBERS (636-2377)

Visit: www.1800member.com/nahb





Business Savings

As a member of your local Home Builder's Association, you can gain access to Amazon Business' vast selection, competitive pricing and shipping options to meet your needs.

"Opportunities don't happen. You create them" – Chris Grosser

CBIA MEMBER BENEFIT PROGRAM

INSURANCE OPPORTUNITIES

Health Insurance

CBIA has an Affinity Partnership with [Ames Grenz Insurance Services](#) to provide Guaranteed Issue medical, dental and vision plans to our association members. Ames Grenz Insurance Services is a locally owned agency that has provided Association members individual and group benefit plans for more than 35 years.

Various medical plans -- Health Net, Western Health Advantage and Kaiser -- are available for groups as few as one member. There are no health questionnaires to complete or pre-existing conditions that would preclude members from obtaining coverage. Employers may select from 15 different medical plans for flexible enrollment options. Enrollment is as simple as an enrollment form and a premium check for CBIA members to realize medical coverage.

If you have been experiencing increases in your medical plans and need the flexibility of multiple plan offerings, look no further than the CBIA-sponsored medical plans.

For more information, contact Reggie Conley at rconley@amesgrenz.com or (916) 486-2900.



Member Advantage at a Glance

www.nahb.org/ma

Houzz – Join over 25,000 NAHB member companies and get free access to Houzz Concierge Service, special discounts on local advertising programs, and up to 10% off Houzz Shop products. Learn more at www.houzz.com/NAHBmembers or call 800-640-8061.

FCA US LLC - A \$500 cash allowance for members, employees and household family members. This offer is good toward many new models in the Chrysler, Dodge, Jeep®, Ram or FIAT® vehicle lineup and is stackable with most current local or national incentives. Visit www.nahb.org/fca to learn more.

Lowe's - Visit www.LowesForPros.com/NAHB or call 877-435-2440 and register to save 2% on your Lowe's Accounts Receivable (LAR) or Lowe's Business Accounts (LBA) purchases and free delivery on purchases over \$500. Save an additional 5% every day at the store when you mention the 5% at time of purchase and when using your LAR or LBA.

General Motors – Enjoy a Private Offer of \$250, \$500 or \$1,000 on many Chevrolet, Buick and GMC vehicles. Other offers may be available for even more savings. Visit www.nahb.org/gm to learn more.

UPS Savings Program & YRC Freight - UPS discounts of up to 36% on a broad portfolio of shipping services. Savings of at least 70% on less-than-truckload shipments 150 lbs. or more with UPS Freight and YRC Freight. Visit www.1800members.com/NAHB or call 1-800-MEMBERS (800-636-2377) for more information.

GEICO - Exclusive NAHB discounts for members on auto insurance. Visit www.geico.com/disc/nahb or call 800-368-2734. Mention NAHB for auto, homeowners, and commercial auto quotes.

2-10 Home Buyers Warranty - Visit www.2-10.com/NAHB or call 855-280-1328 to receive exclusive access to discounts on select products, including the Builder Backed Service Program and the systems and appliances warranty.

TSYS (formerly TransFirst) - Payment solutions with average savings of 16% per year. Web/mobile tools, credit card and eCheck processing and more. Free "Savings Analysis" call 800-613-0148 or visit www.tsysassociation.com/NAHB.

Dell - Up to 30% off on all Dell computers. Call 800-757-8442 and Mention NAHB or visit www.dell.com/nahb.

Associated Petroleum Products (APP) - Earn \$0.015 for EVERY gallon purchased using the APP Fuel Card program. Visit www.associatedpetroleum.com/nahb to enroll or call 800-929-5243, Option 6 and mention NAHB.

Hertz - Up to 20% off on rental cars and FREE Gold Plus Rewards membership. Visit www.hertz.com/nahb, or call 800-654-2200 and use CDP# 51046.

Avis - Up to 25% off car rental base rates and FREE Avis Preferred Service membership at www.avis.com/nahb, or call 800-331-1212 and use AWD code G572900.

Budget - Up to 25% off car rental base rates and FREE Budget Fastbreak at www.budget.com/nahb, or call 800-283-4387 and use BCD code Z536900.

Office Depot - 10% off all delivery orders. Free shipping on orders of \$50 or more. Call 800-274-2753 and mention NAHB.



Member Advantage at a Glance

www.nahb.org/ma

G&K Services - Enjoy up to 20% guaranteed savings off standard pricing on uniforms, facility services, and direct purchase customized apparel. Visit www.eMemberBenefits.com/NAHB or call Your National Account Specialist at 713-967-6214 to request quote or free site assessment.

Omaha Steaks - Save 10%, in addition to any online specials. www.OSincentives.com/promo/nahb

TripBeat (formerly Endless Vacation Rentals) - 25% discount on over 200,000 vacation rentals world-wide. Call 844-367-6433 and mention NAHB at time of reservation or go to www.tripbeat.com/nahb.

Wyndham Hotel Group - 15% off at over 7,400 hotels. Call 877-670-7088 and mention ID 8000002688. Go to www.nahb.org/ma and click on the Wyndham logo to find out more.

FTD - 20% off floral arrangements and gifts at www.ftd.com/nahb or call 800-SEND-FTD use code 17421.

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SoCalGas® - Your Partner in the Clean Energy Future

These programs are funded by California utility customers and administered by SoCalGas under the auspices of the California Public Utilities Commission. Program funds, including any funds utilized for rebates or incentives, will be allocated on a first-come, first-served basis until such funds are no longer available. These programs may be modified or terminated without prior notice. Eligibility requirements apply; see the program conditions for details.



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