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September, 2023

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## With many homebuyers priced out, builders try to sweeten the deal

By: *Samantha Fields, Marketplace*

Sales of new single family homes — meaning ones that have just been built — were way up in September, we learned last week. 759,000 new homes sold last month, according to new data from the Census Bureau and the Department of Housing and Urban Development.



That's up more than 12% from the previous month and almost 34% from a year ago.

With very little inventory of existing homes for sale, a lot of prospective buyers are looking at new construction. And many builders are offering incentives to close the deal.

For example, at the end of last year, Clark Ivory was getting really concerned about his business. He's

CEO of Ivory Homes, a building company in Utah.

When interest rates spiked, "We just saw traffic go to almost nothing, and sales really dried up," he said.

Now though they're in a much better position.

"We sorta found our footing, we figured out what we needed to do to buy down interest rates to make it still affordable for people," said Ivory.

Today they're able to offer mortgage rates around six or six-and-a-half percent, much better than eight.

Ali Wolf at the housing data and consultancy firm Zonda says a lot of homebuilders are working with lenders to offer lower mortgage rates, money towards closing costs or other incentives

*(Cover Story - Continued on page 2)*

## In This Issue ...

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Topgolf & Financial Forecast

coming February 2024

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Targeting Construction

Industry

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for would-be buyers.

"Builders will say, hey, we have \$50,000, for example, and we will let you use this \$50,000 however you want," said Wolf.

A lower mortgage rate or closing costs? Maybe a fancier kitchen?

Clint Mitchell, a builder in Indianapolis, says his company Estridge Homes just started offering incentives in the last month as mortgage rates got closer to 8%.

They're also doing buydowns but only on some of their homes, ones that are already done. And he says it's bringing people in.

"We haven't had very many that actually have taken the incentive that we've been offering because they've chosen to build but it has caught people's attention," said Mitchell.

Not all builders are able to buy down mortgage rates, says Logan Mohtashami at HousingWire.

"Smaller builders don't have the money that the big publicly traded builders have... They can't offer the buydowns, they don't have the profit margins to do so," Mohtashami said.

But for those that can like Clark Ivory in Utah, it makes financial sense on a \$500,000 dollar loan.

"Typically, we're spending \$25,000 to \$30,000 to get rates where we want them to be. But it's far better to do that than it is to discount \$80 to \$90,000, which is what you'd have to do to get the same payment," said Ivory.

And it's definitely better than not selling the home at all.

John Sumodi	372*
Andy Leach	148.5*
Bob Knight	97.5*
Mike Hudak	56*
Mark Zollinger	47*
Doug Leohr	34*
Russ Sturgess	29*
Mark McClaine	15
Dave LeHotan	12
Rob Root	8
Jake Lewis	6.5
Rex Gasser	4.5
Tom Rafferty	3.5
Charlie Ash	3
Sean Smith	2
Ray DiYanni	1.5
Ben Schrock	1
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Mark Strouse	1
Jeff Stuart	1

Above list has been updated via the most current NAHB Spike Club Roster Report

\*Current Life Spike status

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## From the MCHBA Office ...

Members and Friends:

Hello all. First, I want to apologize for not getting the October issue of Building Blocks out. I was super inundated with work from my design business and just couldn't make it happen. First time ever since 1991 - ough! At any rate, at our recent Board retreat, there were many good ideas brought forth so watch for some great changes that will benefit our members.

One of those changes will be that starting January, 2024, you will get weekly to bi-weekly Building Bytes about what is going on in our organization and we will conclude Building Blocks with our December issue. The Board realizes we all have very busy schedules and spending time to read an entire newsletter doesn't always work so well so we'll send info bytes with links if you want to get more details. Appreciate your understanding.

*Susan Bloch*

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## 2024 Save The Dates

**Week of February 5, 2024**  
**2024 Financial Forecast**  
*Watch your email for more  
details on this event*

**February 15, 2024**  
**2024 Member Topgolf  
Event** See page 8

**February 27-29, 2024**  
**2024 Int'l Builders Show  
(IBS)** Las Vegas

**May 4-19, 2024**  
**Spring Parade of Homes**  
*More info this spring*

**August, 2024**  
**Annual Golf Outing** Date  
TBD & more to come

**September 5, 2024**  
**Hill 'N Dale Shooting**



# From the Executive Director

## Members and Friends:

By all reports so far, our Fall Parade of Homes was very successful for our participants. I would like to thank all of our builders who participated, as well as our associates who sponsored. Your support was incredible. See pages for all the details.

Your Board of Directors had a retreat (rescheduled to October 20th) to discuss various ways to strengthen our organization and offer more value to all of our members. The directors and presidents of the area HBAs met recently to discuss shared services and other opportunities we can offer as a group which we will be vetting and determining the viability of participation for our members.

We plan to get our warranty updated and will keep you posted on the progress of this. We will be putting a committee together to handle this. We also plan to get more involved with the local building officials as far as code review and land development is concerned and schedule more training with the local building departments, hold educational events at members' locations and more. We welcome your input so let us know how we can help!

As always, we appreciate and value your membership. I wish everyone a safe Thanksgiving holiday.

Respectfully:

Dave LeHotan  
Volunteer Executive Director



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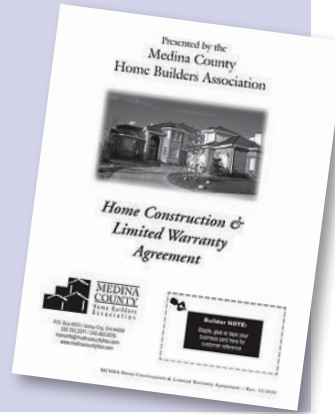


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# Member News

## Renewed Builders

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Suppes Homes – Wooster

## Renewed Associates

ID Creative Group, Ltd. – Valley City  
ProExterior, LLC – Dublin

## Renewed Financial

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Thank you to our members for renewing your MCHBA memberships. We value your membership and appreciate your support.



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### **OHBA WORKING DILIGENTLY ON IMPLEMENTATION OF RESIDENTIAL DEVELOPMENT PROPERTY TAX ASSESSMENT CHANGES**

OHBA is hoping people will be able to start applying for the benefits intended with passage of Ohio Revised Code 5709.56. The new provisions exempt from property tax the value of unimproved land subdivided for residential development in excess of the most recent sale price from which that land was subdivided. The exemption is authorized for up to 8 years, or until construction begins or the land is sold. The statute requires an application be submitted to the Department of Tax before the exemption is given.

After initial discussions with the Ohio Department of Tax, some interpretation questions became apparent when the department indicated a 7-month lead time, and lengthy application process. OHBA is working through this on a daily basis in hopes clear guidance can be given sooner rather than later.

### **RESULTS OF SACKETT RULING, REVISED WOTUS RULE, AND OEPA STREAM RULE PACKAGE STILL UNCERTAIN**

The Environmental Protection Agency and U.S. Army Corps of Engineers issued a revised, final waters of the United States (WOTUS) rule

under the federal Clean Water Act in the aftermath of the Supreme Court Sackett ruling. While the rule is being reviewed by stakeholder groups, it appears to provide an improvement, at least in Ohio. The recent SCOTUS ruling specifically mentioned there must be a relatively permanent connection and the released rule seems to match that concept. There is some question around the use of the term 'relatively permanent', which is defined in other EPA regulations, but not the new rule released. Whether the implementation of the WOTUS Rule will reflect the intentions of the Sackett decision is still playing out. Further, OEPA is in the process of its own Stream Mitigation rules after passage of HB 175. All of these balls in the air make it hard to predict just what is in store for the permitting process.

### **OHIO SENATE SELECT COMMITTEE ON HOUSING WRAPS UP COLUMBUS MEETINGS, SET TO TRAVEL AROUND THE STATE**

After its fourth hearing at the Statehouse in Columbus, the Select Committee announced plans to then hold regional hearings around the state. While initially focusing on the housing shortage, during its recent meetings, the Committee heard testimony on numerous issues related to the importance of housing. Chairwoman Reynolds indicated the committee plans to travel around the State to hold hearings with more details and dates to be announced. OHBA will share the schedule as its released, if anyone would be interested in appearing to provide insight into the housing deficit Ohio has been and is currently facing. The meetings and testimony can be reviewed at the link below.

<https://ohiosenate.gov/committees/select-committee-on-housing/meetings>  
<https://www.ohiochannel.org/collections/ohio-senate-select-committee-on-housing>

Feel free to contact OHBA with any questions or concerns.



**FEB 27 - 29, 2024  
LAS VEGAS, NV**

This is one event you should try and make if you can. Members - if you attend, please be willing to share what you learned at the show with our members. There will be a wealth of new products and services and all kinds of educational programs - it's worth the trip!

Ohio room blocks are: Encore Hotel (\$289 plus tax - NAHB Headquarters hotel) and the Paris (\$209 plus tax per night).

You might consider purchasing tickets (\$65 each) for the House Party. It is a great party and it sells out fast. This year's house party will be held at the Drais rooftop nightclub at the Cromwell Hotel and Casino.

Questions?? You can contact Fred Tobin, IBS Ambassador via email at [ftobin41@aol.com](mailto:ftobin41@aol.com)



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# GAME



Thursday,  
February 15,  
2024

We encourage our members to attend and to include one builder and one vendor in your team. This event is a great opportunity to have potential members attend and learn more about our organization.

**GO GET 'EM!**

Join us at Topgolf and enjoy their Backyard BBQ including:

Nashville hot fried chicken, slow smoked beef brisket with bbq sauce, mack 'n' cheese, house baked beans with bacon, house salad, buttermilk biscuit and chocolate chip cookies!

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# Ohio Home Builders Association

## FALL



## The Annual Meeting of the Board of Trustees & Election of 2024 Officers

**November 14, 2023**  
**Hilton Easton – Columbus**  
**3900 Chagrin Dr.**  
**Columbus, OH 43219**  
**(614) 414-5000**

---

Calling all members - this is the meeting no one wants to miss! You will obtain updated information on issues affecting the industry, attend committee meetings and exchange viewpoints. Trustees will vote on election of 2024 officers.

Recognition awards and our top awards, “**Garson McDaniel**” and the **Executive Committee Member of the Year** will be presented at the banquet dinner.

All meetings are listed on the sign-up sheet. **Room cut-off date is October 23<sup>rd</sup>. Use this link to reserve a sleeping room-**  
<https://www.hilton.com/en/attend-my-event/cmhcchf-ohbai-f7f52748-6ce6-491e-8f1d-bf3fef2c01cb/>



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Any day now, the two senators will introduce the Seasonal Employer Protection Act of 2023, legislation that targets the construction sector at a time when the residential construction industry is facing a severe labor shortage.

The H-2B temporary visa program is presently the only legal program of its kind available to construction industry employers. NAHB is deeply concerned that Congress would consider banning any industry employers from utilizing a legal program to hire legal foreign-born workers. The bill specifically targets the housing industry by including language that prohibits multifamily developers from employing H-2B visa holders if their company is not part of a collective bargaining agreement.

As NAHB and other construction organizations stated in their letter to leaders of the Senate and House Judiciary Committees, "the multifamily and commercial construction sectors

## NAHB Opposes H-2B Bill that Targets the Construction Industry

*By: Lake Coulson, NAHB*

In a pre-emptive move, NAHB has joined a group of 11 other leading organizations in the construction industry to send a letter to Senate and House leaders that strongly opposes pending legislation by Sens. Lindsey Graham (R-S.C.) and Alex Padilla (D-Calif.) that would impose harmful and unjustified restrictions on access to the H-2B temporary seasonal visa program by employers in the construction industry.

*NAHB Opposes H-2B Bill –  
Continued on page 20)*

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**Note:** For this to be a **valid** letter, the self-insured department for self-insured employers, or the employer services department for all other employers, must stamp it. Being temporary in nature, BWC will not record via computer or retain this authorization. Representative must possess a copy when requesting service relative to the authority granted therein.

This is to certify that **Sedgwick** including its agents or representatives identified to you by them, has been retained to review and perform studies on certain workers' compensation matters on our behalf.

**The limited letter of authority provides access to the following types of information relating to our account:**

1. Risk files;
2. Claim files;
3. Merit-rated or non-merit-rated experiences;
4. Other associated data.

**This authorization does not include the authority to:**

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2. File protest letters;
3. File form *Application for Handicap Reimbursement (CHP-4)*;
4. Notice of Appeal (IC-12) or Application for Permanent Partial Reconsideration (IC-88);
5. File self-insurance applications;
6. Represent the employer at hearings;
7. Pursue other similar actions on behalf of the employer.

I understand this authorization is limited and temporary in nature and will expire on \_\_\_\_\_ or automatically nine months from the date received by the employer services or self-insured departments, whichever is appropriate. In either case, the length of authorization will not exceed nine months.

Telephone Number	Fax Number	Email Address	
Print Name	Title	Signature	Date

Completion of the temporary authorization provides a third-party administrator (TPA) limited authority to view an employer's payroll and loss experience. By signing the AC-3, the employer grants permission to the BWC to release information to the employer's authorized representative(s). The form allows a third-party representative to view an employer's information regarding payroll, claims and experience modification.

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- Group sponsors must notify all current group members if they will not accept them for the next group-rating year. The deadline for this notification is prior to the last business day in October for private employers and prior to the last business day in April for public employers.
- All potential group-rating prospects must have:
  - Active BWC coverage status as of the application deadline;
  - Active coverage from the application deadline through the group rating year;
  - No outstanding balances;
  - Operations similar in nature to the other members of their group.
- Any changes to a group member's policy will affect the group policy. Changes can result in either debits or credits to each of the members.

**Note:** For complete information on rules for group rating, see Rules 4123-17-61 through 4123-17-68 of the Ohio Administrative Code or your TPA. All group-rating applicants are subject to review by the BWC employer programs unit.



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*By Vincent J. Squillace, CAE, Executive Vice President*

## THE STATEHOUSE IS ALWAYS BUSY

My colleagues around the country always discuss how busy things are when the legislature is in session. They can't wait for when session ends. Must be nice in those states, but the Ohio legislature can meet year-round. Even when the legislature is not holding session, they are still busy.

Recently, the apportionment board met; they create the districts in which all state legislative and congressional candidates serve. The districts were approved. Somewhat comically, the committee unanimously approved the new maps when last year it was a constant struggle as the Ohio Supreme Court declared similar maps unconstitutional four times. Now, with one different Justice on the Supreme Court the maps were approved unanimously. Goes to show one vote can make a big difference. Now that districts are set, candidates will be taking out petitions and making plans to start campaigning.

On the housing front, the legislature and state leaders have finally realized that a substantial housing shortage in Ohio exists. We have been signaling this concern for many years though little was done to address the crisis. When the industrial giant Intel picked Ohio as its newest site, they informed Ohio's leaders there was a shortage of suitable housing (perhaps they read our earlier warnings) for the many future workers they will be recruiting. I guess this is what business and industrial leaders needed to hear to get their attention.



We have been involved in many discussions recently regarding just how to produce more housing. A select senate committee is delving into the matter as well. What is clear is that most have no idea of how the land development process works and how government, in many ways, is a major obstacle to efficiently produce all types of housing. Nonetheless, we have been discussing the issue and educating as many as possible of ways to address the issue.

This will take some time and not everyone is willing to take meaningful steps to help ease the crisis. Fortunately, the Ohio Chamber of Commerce and the Ohio Realtors Association are close allies with us. Much work needs to be done with local government as well. However, the topic is now on the table and we encourage you to work with us as we suggest solutions. ■

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## Fall Parade of Homes Info

Our initial feedback from our recent Fall Parade of Homes event was very positive ... builders that had physical models had a great turnout and several have had meetings with potential homebuyers.

Typically our physical models get more attention/web hits because people are able to walk through, touch, feel and talk to the builders face to face. Sometimes that isn't possible due to scheduling so we always offer the opportunity to do a virtual model. We also keep the site up for a while so people can still see all the models regardless if they attended the Parade.

As you can see from this page and the next page, we had unprecedented participation from our Associate Members as Sponsors - for that, we are very appreciative as it allowed us to do additional marketing for the event.

I'm waiting on exact numbers as far as visitors to the models, but by all feedback so far, it was very good and numbers were higher than expected.

Look for more details on this and also on potential spring and fall parade events for 2024.



## PARADE PARTNERS

**See Next Page – Thank you to the rest of the companies that helped make this event possible! Your support made a HUGE difference in the success of our Parade of Homes!**

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Celebration is hosted by HBA of Greater Cleveland All MCHBA Members are welcome. See below for details



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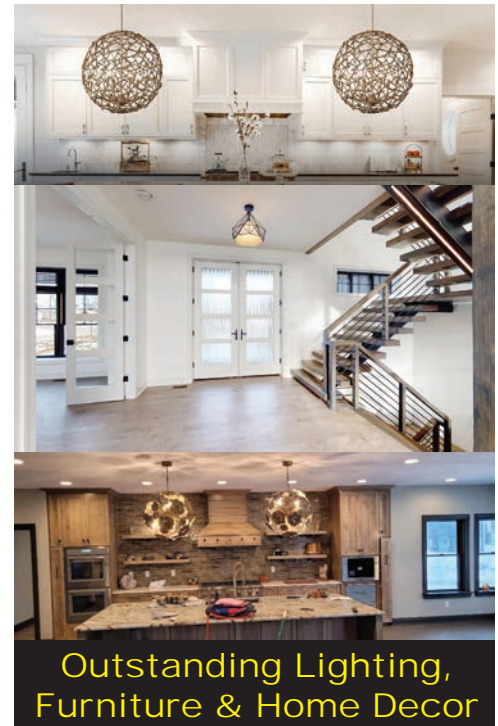
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# Musculoskeletal disorders

Musculoskeletal disorders (MSDs) are conditions that affect the muscles, bones, tendons, ligaments and other supporting structures of the body. Work-related MSDs are common and can significantly impact a person's well-being and work productivity. If these are not taken care of, they can get worse.

Common types of MSDs include:

- 1) Carpal Tunnel Syndrome
- 2) Tendonitis
- 3) Back Pain
- 4) Neck and Shoulder Pain
- 5) Herniated Discs
- 6) Strains or Sprains

There are different types of activities that may cause or contribute to MSD's. These include factors such as repetitive motions or tasks, maintaining awkward postures for extended periods, lifting heavy objects, using excessive force, working in environments with vibrations, and inadequate rest or recovery periods. The good news is, there are steps employers can take to minimize these activities. Training and education, workstation ergonomics, job rotation, breaks and workplace modification. Activities such as these can be incorporated into the company's safety program for each employee during their employment.

## Training and Education

Employee training on MSD's should begin at orientation and include periodic refresher training, such as monthly safety meetings or Toolbox Talks. Training should include basic understanding of ergonomics, proper lifting techniques, use of material handling equipment and the importance of taking breaks. Finally, train staff about the early signs and symptoms of MSDs as these can help them seek timely medical attention early and/or prevent the condition from worsening. Repetition of this training is key for identification, reporting and minimizing MSD injuries and demonstrates the organization's commitment to safety.

## Workstation Ergonomics

Many employees spend a lot of time at their workstation. This may include both the office setting or on the manufacturing floor. When designing a workstation, ensure it is designed to promote neutral body posture, adequate support as well as adjustability and modification. Equipment to consider for proper workstation ergonomics includes chairs with back support, adjustable desks, appropriate keyboard and mouse placement, and proper monitor height. Once the workstation is set up, do an audit to see how the setup is working. If you or the employee identify any additional opportunities for improvement, modify the workstation accordingly.

## Job Rotation and Breaks

Job rotation and breaks are a great way to reduce injuries and can help reduce the risk of injuries associated with repetitive tasks. Identify alternate jobs for workers that can give affected muscle groups time to rest and recover. If job rotation is insufficient or not an option, be sure to allow employees ample breaks to prevent fatigue and minimize the potential for MSDs.

## Personal Protective Equipment (PPE)

Depending on the nature of the work, certain jobs may require the use of personal protective equipment. Employers should provide appropriate PPE, such as anti-vibration gloves and knee pads to reduce the risk of MSDs. If you decide to use these types of PPE, be sure you research them and get the right type and size for the employee. Remember, one size does not fit all.

### Reporting and Early Intervention

Establish a system to report MSD's and encourage employees to report signs or symptoms. Stress the importance of early detection so the issue can be addressed before an injury can occur. Employees should understand that early intervention, such as seeking medical evaluation and treatment, can help prevent further progression of the condition and facilitate a quicker recovery.

It is important for both employers and employees to prioritize the prevention and management of musculoskeletal disorders at work. By implementing ergonomic principles, promoting awareness, and fostering a supportive work environment, the risk of work-related MSDs can be significantly reduced.

If you have any further questions or comments about ergonomics and Musculoskeletal Disorders, please contact Andy Sawan at 330-819-4728 or by email [Andrew.sawan@sedgwick.com](mailto:Andrew.sawan@sedgwick.com).



### *NAHB Opposes H-2B Bill – Continued from page 10)*

are particularly targeted for exclusion in this legislation, which would arbitrarily harm such businesses, increase costs and ultimately exacerbate the housing affordability crisis already ravaging the market, further disadvantaging low- and moderate-income individuals.”

Given the severe workforce shortages in the construction industry, NAHB and the other construction organizations have long supported the development of fair, efficient, and workable temporary visa programs that will create legal pathways for temporary workers to enter the United States, as well as a robust process by which all employers can apply to hire those workers.

But as we forcefully stated to lawmakers, “the language [in this bill] was developed without data or justification, [and] based on no conversation with the construction industry sector employers who are impacted by it.”

By limiting the ability of construction industry employers to utilize the program, the proposed legislation stands to harm the many thousands of U.S. workers whose workflow and continued employment



### *NAHB Opposes H-2B Bill – Continued on next page)*





*By Vincent J. Squillace, CAE, Executive Vice President*

## SWINGING AT GHOSTS

It's a time worn adage given to opposing something that does not exist. Over a decade ago, this fallacy was directed our way at a time when OHBA was defending growth and development as state government, local governments and public universities wanted to put the brakes on runaway and unplanned growth in Ohio. Yes, according to them, we would soon be in starvation mode and taxes would hit the ceiling from all this dastardly development (speaking of ghosts, it's just a coincidence Halloween was this week). According to the "experts", we were on the brink of disaster.

As crazy as it sounds, even a college professor calculated the loss of farmland down to the rate acres per minute due to excessive development. We were doomed. Naturally, we did not let all this gibberish go unanswered. A no-growth advocacy group was formed and publicly proclaimed they would stop the 'raping (their term) of the countryside'. Development was destroying the environment, as well as depleting our food supply. When OHBA responded, guess what the no-growth advocates said...we were "swinging at ghosts," as we debunked their erroneous facts and statements.

OHBA supplied badly needed facts and got an assist from the Buckeye Policy Institute laying the facts bare for all to see. Interestingly, more farmland was going out of production than underwent development. Also, along the way, Ohio lost eight or nine congressional representatives, as our population growth was near the bottom of the country. Additionally, housing starts per capita ranked near the lowest in the USA. To me, what is scary is that many in leadership positions were so off base with essential facts concerning our state economy.

Enter Intel. Attitudes changed. Many were told to get out of the way so all necessary preparations for development could begin ASAP. Also, in the site selection process, Ohio was flagged with insufficient housing to accommodate the expected

workforce and their families. Finally, it was clear to most that we have a housing deficit here, and it's time to take a realistic look at all the factors causing the shortfall. OHBA has been involved in bringing this issue to the forefront. It is helpful now that more in prominent positions are seeking input and suggestions. OHBA is at the lead in promoting policies which will enhance the development of lots and construction of housing at price points all Ohioans will be able to afford.

Thanks to our committed officers we have been adding to the discussions here in Columbus and statewide. This will be a main topic at our meetings on November 14th at the Hilton Easton in Columbus. Hopefully you will attend and join in the effort to keep swinging at the real issues impacting housing affordability.



*NAHB Opposes H-2B Bill –  
Continued from previous page)*

often depend on the supplemental H-2B workers who fill out their teams during high-demand periods and peak seasons. Seasonal workers support many upstream and downstream American jobs, and add to economic growth in all industries, including the construction industry.

While NAHB will aggressively fight to kill the Seasonal Employer Protection Act of 2023, we also believe the current statutory cap of 66,000 annual H-2B visas is woefully inadequate to meet current demand in today's economy in which workforce shortages are becoming ever more acute.

Therefore, NAHB supports sensible reforms to make the program more effective, and we continue to hope to be part of a constructive dialogue that makes progress on this issue in a way that supports all U.S. employers and workers.



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FOR IMMEDIATE RELEASE

## Fortune Media and Great Place To Work Name Drees Homes to 2023 Best Workplaces in Construction, Ranking No. 8

**FORT MITCHELL, Ky. (Sept. 15, 2023)** — Great Place To Work® and *Fortune* have selected [Drees Homes](#), a national family-owned and operated homebuilder, for the [2023 Fortune Best Workplaces in Construction™ List](#). This is Drees Homes' first time being named to this prestigious list, coming in at eighth place this year. Earning a spot means that Drees Homes is one of the best companies to work for in the country.

The Best Workplaces in Construction award is based on an analysis of survey responses from over 36,000 employees from [Great Place To Work Certified™](#) companies in the construction industry.

"We are immensely grateful for the dedicated employees who have earned us a spot on this list," said **President and CEO of Drees Homes, David Drees**. "For 95 years, our company's purpose of enriching lives by making dream homes easy has been achieved by our employees, with a focused approach that always begins and ends with quality, personalization and customer service. We celebrate our company culture and highly valued team through this honor."

The Best Workplaces in Construction list is highly competitive. Great Place To Work, the global authority on workplace culture, determines its lists using its proprietary For All™ Methodology to evaluate and certify thousands of organizations in America's most extensive ongoing annual workforce study, based on over 1.3 million survey responses and data from companies representing more than 7.5 million employees this year alone.

Survey responses reflect a comprehensive picture of the workplace experience. Honorees were selected based on their ability to offer positive employee outcomes regardless of job role, race, gender, sexual orientation, work status or another demographic identifier.

"Congratulations to the Best Workplaces in Construction," says **Michael C. Bush, CEO of Great Place To Work**. "These companies know that it isn't the industry — but the company — that determines the employee experience. By putting people first, they are reaping the rewards of higher performance, innovation and customer experience."

"*Fortune* congratulates the Best Workplaces in Construction," says **Fortune Editor-in-Chief Alyson Shontell**. "Creating a vibrant workplace culture that draws the best talent in construction is vital for the success of the leaders in this highly competitive industry. It is also what's needed to ignite innovation and deliver best-in-class performance."

This year, Drees Homes was also named one of the U.S. Best Managed Companies by Deloitte Private and *The Wall Street Journal* for the second year in a row. In addition, Drees Homes was awarded the title of "America's Best Builder" twice by Builder Magazine. The company was also named "National Builder of the Year" by Professional Builder Magazine and received the "National Housing Quality Award" by the National Association of Home Builders.





We had 8 teams participate in the recent Hill 'N Dale shooting outing. The feedback was unanimous ... it was fabulous and everyone had a real blast and wants to do it again. We will be holding an event in 2024 on Thursday, September 5th - it will be an afternoon event so put it on your calendars and plan to attend.

We would also like to thank our sponsors for supporting this event.



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A HUGE thank you to Carter Lumber for sponsoring the lunches - they were absolutely delicious.

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Our other teams also did a great job and had group points ranging from 41 (keep in mind this was a 2-person team) on up to 187. Our second place team with a score of 187 was:

Jeff Stuart, Alpha Insulation & Gutter  
Aaron McMahon  
Bill Williams  
Andy Walton

Nice job to this team as well! The course was truly spectacular. Don't miss this event next year!



*Above is Carol Amato, our Shooting Station Sponsor from Trevarrow, Inc. which features premier kitchen equipment. Thank you Carol for sponsoring this event! Although Carol is not a member of the MCHBA, she still sponsored a station and we appreciate her support. For more information on premier kitchen equipment, you can reach her at 216.337.3857 or via email at [camato@trevarrowinc.com](mailto:camato@trevarrowinc.com).*



**Our first place team with an amazing score of 227 was:**

**Jim O'Connor  
Jeremy Krahe  
Mike Hudak  
Doug Krause**

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