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New Home Sales Jump in March on High Consumer Demand

Low interest rates and strong consumer demand fueled a solid increase in new home sales in March, despite the ongoing building materials challenges impacting the industry. Sales of newly built, single-family homes rose 20.7% from an upwardly revised February number, to a 1.02 million seasonally adjusted annual rate, according to newly released data by the U.S. Department of Housing and Urban Development and the U.S. Census Bureau. This is the highest sales pace since September 2006.



“Our members are seeing strong buyer traffic as continued low mortgage rates are helping fuel sales,” said NAHB Chairman Chuck Fowke. “However, builders still grappling with major supply chain issues and soaring materials costs, which are causing construction delays and preventing them from adding to the already very low inventory.”

“Despite the increase in sales, housing affordability remains a major concern,” said NAHB Assistant Vice President of Forecasting Danushka Nanayakkara-Skillington. “With building material pricing, the challenge for builders in 2021 will be to deal with higher input costs

(Cover Story – Continued on page 2)

In This Issue ...

**The Current Lumber Crisis
& How You can Help!**

Topgolf Winners/Photos

Legislative News

Parade Sponsor Information

**Sedgwick/CareWorks News
& Savings on Premiums**

2021 Annual Golf Outing

**Tips for Grilling Safely &
More!**



Ken Cleveland	1,077.5*
John Sumodi	311
Andy Leach	140
Bob Knight	96
Mark Zollinger	39.5
Doug Leohr	33
Mike Hudak	32
Russ Sturgess	29
Dave LeHotan	7.5
Ed Belair	7
Charlie Ash	3
Rex Gasser	3
Chris Chatterelli	2
Ray DiYanni	1.5
Jake Lewis	1
Sean Smith	1
Paul Spenthoff	1
Jeff Stuart	1

Above list has been updated via the most current NAHB Spike Club Roster Report
*Current Life Spike status

while making sure home prices remain within reach for American home buyers.”

A new home sale occurs when a sales contract is signed or a deposit is accepted. The home can be in any stage of construction: not yet started, under construction or completed. In addition to adjusting for seasonal effects, the March reading of 1.02 million units is the number of homes that would sell if this pace continued for the next 12 months.

Inventory fell to a 3.6-months’ supply, with 307,000 new single-family homes for sale, 44.6% lower than March 2020.

Homes sold that have not started construction are up 150% over last year, an indicator of increasing delays and higher costs associated with construction.

The median sales price was \$330,800, up from the \$328,200 median sales price posted a year earlier.

Regionally on a year-to-date basis new home sales declined 3.3% in the West, and rose in the other three regions, up 36.6% in the Northeast, 53.9% in the Midwest and 50.5% in the South. ■



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From the MCHBA Office ...

Members and Friends:

I am pleased to let you know we had an outstanding Topgolf outing April 22. Members had fun, enjoyed good food and it was great to get out and network face to face for a change. Thank you everyone who helped make this possible.

I am also pleased to let you know it appears we will have a pretty strong Spring Parade of Homes this June. I'm still assembling the players, but it looks like 14-15 homes, split between virtual and physical models. We still need sponsors so if you can help, we'd greatly appreciate it. It helps fund our marketing programs.

In this issue you will also find information on the current critical lumber problem. Our Ohio NAHB Rep Randy Strauss (see pages 8, 10 & 12) is appealing to ALL builders members to reach out to your state representatives and make sure they understand how serious this problem is and that it needs immediate attention, if not sooner. I have a pdf of the lumber article if you would like me to email it to you - just let me know.

I did the best I could with photos of Topgolf (it's hard facing the light and being able to recognize everyone). Have a great May!

Susan Bloch

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2021 Save The Dates

June 5 – 20, 2021

**Medina County Spring
Parade of Homes**

Thurs., August 19, 2021

**Annual Golf Outing - Save
the Date - More to come!**

October 2-17, 2021

**Medina County Fall
Parade of Homes -**

*Tentative dates - watch for
info*

From the Executive Director

Members and Friends:

I want to thank all of our Topgolf participants and especially, our Topgolf sponsors who helped make this year's event truly outstanding. Specifically, thank you to **All Construction Services, Carter Lumber, Kingdom Title Solutions, National Design Mart, Sundance, Ltd., Third Federal Savings & Loan Association, and Transfer Title Agency, Inc.** We had 53 golfers this year. More information and photos are on pages 16 and 18).

Our Parade of Homes is schedule to start Saturday, June 5 and run through Sunday, June 20 (weekend hours only). As in last fall, we are offering builder participation at either a physical and/or virtual level.

I urge every one of our builders members to reach out to Congress regarding the lumber shortage and rising price issues we are currently facing. Your support in this effort will help force our local, state and federal governments to look more seriously at this growing problem and address it.

We are holding our Annual Golf Outing at Shale Creek on Thursday, August 19th. In anticipation of relaxing restrictions, we feel confident this will once again be one of our main annual member get-togethers. Mark your calendar for this event and consider sponsoring as well. See pages 8, 10 & 12 for more info.

Stay strong, safe and healthy. We appreciate your membership and your support of the Medina County Home Builders Association.

Respectfully:

Dave LeHotan
Volunteer Executive Director



MEDINA COUNTY
Home Builders Association



MEDINA COUNTY
Home Builders Association

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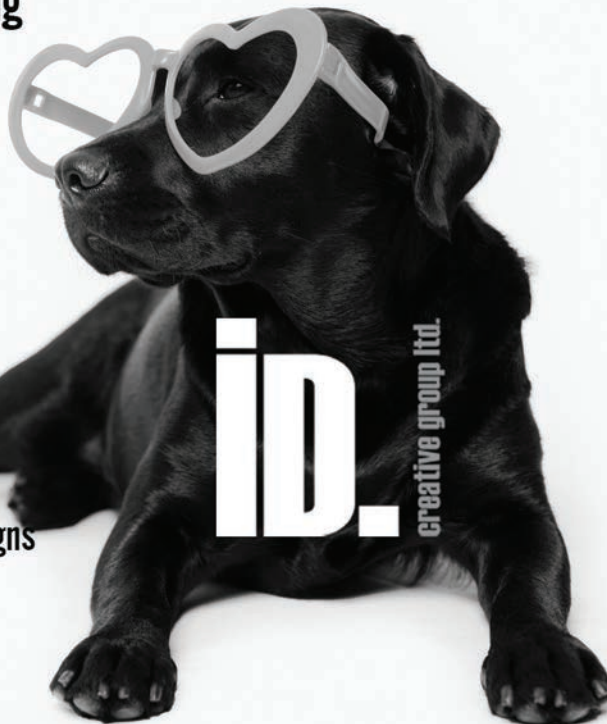
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LOTS & ACREAGE

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Autumn Lane: Private road leads to unique 2-acre lot providing quiet, very secluded setting. Buildable w/minimum 3-bedroom approved by Summit Co. Health Dept., can build 4-5 bedroom. **\$179,000. Bill Snow 330-990-0256.**

Lot 45 Ira Rd: 2.28 acres w/ mature trees. Conveniently located near the Cuyahoga Valley National Park **\$99,900 Gary Stouffer 330-805-6900, Gina Luisi 330-814-4747.**

731 West Point Ave: Beautiful 3.2 acres of rolling land & mature trees. **\$250,000. Gary Stouffer 330-805-6900, Gina Luisi 330-814-4747.**

BRECKSVILLE

8310 Settlers Passage: This private 32-acres w/all utilities available at the street. Wooded entrance w/approx. 650' frontage, currently Zoned R-60 Single Family. Bring your own builder. **\$899,000. Matt Stouffer 330-814-4616, Gary Stouffer 330-805-6900.**

COPLEY

V/L Copley Rd: Approx 2.99 acres of heavily wooded lot w/mature trees from front to back. There are several very private building sites along with multiple elevated settings. This property could be purchased by itself or you can combine the vacant lot adjacent which would total 5.86 acres. **\$117,500. Gary Stouffer 330-805-6900, Gina Luisi 330-814-4747.**

V/L Copley Rd: Approx 2.87 acres of heavily wooded lot w/mature trees from front to back. There are several very private building sites along with multiple elevated settings. This property could be purchased by itself or you can combine the vacant lot adjacent which would total 5.86 acres. **\$117,500. Gary Stouffer 330-805-6900, Gina Luisi 330-814-4747.**

DIAMOND

4838 Wayland Rd: 155+ acre farm. Approx 1752' frontage on Wayland Rd and approx 472' frontage on St Rt 225. 3 Outbuildings include 40 x 80 pole building to accommodate motorhome, semi or other equipment, 4-car detached garage 32 x 52, and 24 x 46 pole barn with one open end for additional storage. Free gas from existing gas well, well and septic. All mineral rights transfer. CAUV tax credit for Farm and Forestry. Home on property but value is in the land. **\$899,000. Gary Stouffer 330-805-6900, Ruth Stephens 330-472-1720.**

HINCKLEY

The Trails at Redwood Falls: Located where old Skyland Golf Course was. Conservation development has 97 parcels, walking trails, club house & 5 lakes. City water & sewer. **Robin Pickett 330-322-3181.**

KENT

5036 SR 43: Approx. 43 acres on SR 43. Zoned G-C General Commercial. Subject to new survey per Portage Co. Sewer/Water/Gas/Electric/Cable (Buyer's responsibility to verify accessibility, capacity, etc. on all utilities). **\$895,000. Gary Stouffer 330-805-6900, Tara Kleckner 330-289-1315.**

MASSILLON

V/L West Pointe Cir NW: 9 parcels total, includes 4 condo pads, each w/2 units (8 units total), 9th unit/"shell" unit (4591 West Pointe, Parcel #504788) included in sale. Unfinished unit, but the exterior & framing have been completed. Being sold as-is. **\$225,000. Sarah Bergert 330-268-0102, Gary Stouffer 330-805-6900.**

MEDINA

3337 Old Weymouth Rd: Approx 18 acres in Medina Twp. Corner of Remsen & Old Weymouth. This property has it all, lush meadows, wooded areas of mature trees all leading you to the rippling river bordering the edge of the property. Build your dream home within your own nature park! Also has Pole Barn 32x80 / 2500sf and minutes from Rt 71. **\$400,000. Sharon Holderbaum 330-349-2599.**

MONTVILLE TWP.

NEW Windfall Estates: Highland Schools' newest fully improved residential development, Windfall Estates. Gorgeous wooded setting with walk out basement & cul-de-sac lots. Phase one lots available for reservation. Prices starting in the **\$400,000s. Robin Pickett 330.322.3181.**

NORTH CANTON

8215 Arlington Ave NW: Approx 74 acres in Jackson Township w/approx. 2,467 ft. of frontage (on Arlington Avenue) and 1,377 ft. deep on the North Side. Approx 1,000 ft. of frontage on Strausser Street. Large house on property built in 1861 offering more than 5,500 sq.ft. of living space, 5 bedrooms. Connected to the house is an office building with six separate office spaces and half bathroom. Four car detached garage and storage outbuilding on property. **\$1,975,000. Gary Stouffer 330-805-6900, Sarah Halsey 330-268-0102.**

RICHFIELD – Revere Schools

V/L Brecksville Rd: Approx. 32 wooded acres w/various possible building sites. Approx. 550' frontage. Topography is nicely rolling with slight slope from front to back. Approx. 5 acres is in the Village of Richfield with water/sewer and approx. 27 acres in Richfield Township. **\$470,000. Gary Stouffer 330-805-6900.**

4176 Brecksville Rd: Approx. 8 acres offered at \$450,000 of serenity in this park-like setting yet close to I-77 and shopping. Fairly level at the front and toward the back a path that leads to a gently running creek. Build your dream home and get lost in nature. Possibility of lot split offering 2 separate parcels at **\$226,000 each. Gary Stouffer 330-805-6900.**

SHARON TWP – Highland Schools

7022 State Rd: Approx. 17.3 acres in Sharon Twp. with the possibility of being subdivided. Zoned R-1. All transfers would need to occur at the same time. Beautiful wooded area with rock ledges along northern border. Moving south, property rises to crest of a hill with ideal homesite and expansive views. **\$350,000. Gary Stouffer 330-805-6900, Gina Luisi 330-814-4747.**

Crooked Stick Dr: 1 lot remaining on a private cul-de-sac. Highland Schools. No HOA. **\$169,900. Robin Pickett 330-322-3181.**

Bonnie Glen - Beautiful lots ranging from 2 to 4 acres w/ravines, woods & open landscape. Spectacular development to bring your own builder & build your dream home. **Robin Pickett 330-322-3181, Gary Stouffer 330-805-6900.**

STREETSBORO

V/L SR 43: Approx. 43.5 acres w/approx. 682ft frontage on State Rt 43 & approx 1600 ft frontage on Kennedy Rd, zoned Rural Residential. **\$525,000 OR 33.5 acres for \$399,000 OR 1.5 acres for \$135,000. Gary Stouffer 330-805-6900.**

UNIONTOWN

3663 S. Arlington Rd: Over 4 acres of commercial land w/194' frontage on S. Arlington Rd. & Fortuna Dr. Zoned B-3. Utilities at street. Convenient to I-77 & shopping/retail. **\$450,000. Gary Stouffer 330-805-6900, Matt Stouffer 330-814-4616.**

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HB 126 PROPERTY VALUES RECEIVING ATTENTION

HB 126 Property Values (Merrin, D.)

To require local governments that contest property values to formally pass an authorizing resolution for each contest and to notify property owners.

Text/Analysis

Referred in Senate (4/21/2021; Local Government & Elections)

HB 126 has already passed the House, and is now awaiting hearings in the Senate local Government Committee. During his House sponsor testimony, Chairman Merrin, returning for the third time with the legislation, explained that current law allows local governments to contest the value of properties through the Board of Revision process with a general goal of generating more property tax revenue based on higher property valuations.

“Only twelve other states provide similar authority to local governments. However, the practice has become so abusive in Ohio, the Council of State Taxation representing over 500 national corporations has publicly downgraded Ohio business climate due to this specific issue,” he said.

“Local governments filing complaints hire private-sector attorneys with public funds. The complaints put significant pressure on affected property owners. Homeowners have to decide whether to hire legal counsel

or represent themselves through the BOR process,” the sponsor said. “Many complaints are frivolous and designed to encourage property owners to settle rather than incur legal costs. As you can imagine, law firms hired to target property owners intimidate many Ohioans and create unnecessary divisiveness. It is important to note the vast majority of local governments do not engage in the controversial practice of filing BOR complaints.”

Rep. Merrin said the bill “ensures elected officials authorize BOR complaints.”

“This is accomplished by requiring legislative authorities to approve a resolution authorizing their legal counsel to file each BOR complaint, but allows resolutions to be group together for a single vote,” he said. “To be clear, this bill does not prohibit local governments filing BOR complaints. It only requires a resolution be approved confirming the legislative body’s intent to challenge the property value of a parcel.” He said the requirement would “enhance transparency and accountability” in the process.

“Furthermore, House Bill 126 requires legislative authorities with a resolution on their agenda authorizing a BOR complaint to provide advanced, written notice to the property owner. Currently, property owners are notified by the BOR after their local government

files a complaint,” he said.

If anyone has had a problem with local school boards challenging valuations, as described by the sponsor above, please contact OHBA.

LEGISLATIVE UPDATE

HB 123 Community Reinvestment Areas (Fraizer, M., Cross, J.)

To modify the law governing community reinvestment areas and the terms under which property may be exempted in such areas.

Text/Analysis

Committee Hearing in House Ways & Means (4/20/2021; REPORTED)

The house ways & means committee voted HB 123 out of committee this week 10-6. The bill aims to update the Community Reinvestment Area law enacted in 1994. According to the sponsors, post-1994 CRA’s place burdensome additional reporting requirements, limitations, and unnecessary fees that if removed may vastly improve the opportunities for Residential, Industrial, and Commercial Investment that reside in a CRA zone; with corresponding benefits to County and Municipal entities offering the incentive. Creating opportunities for business, industries, and everyday

(Legislative News – Continued on page 9)



Professional Tools for our Members

The HBA has the professional business tools you need for home sales. The MCHBA Home Construction & Limited Warranty Agreement packages are available at the office for only \$35 each. Or if you have your own contract and you just need the Warranty, the warranty

and folder are available for just \$25. We encourage you to use these tools for your protection, peace of mind and they make a great resource tool for your customers to keep all their pertinent home buying paperwork together. Call the HBA office and order your professional tools today.



EXECUTIVE VICE
PRESIDENT'S COLUMN
By Vincent J. Squillace, CAE
Executive Vice President

APRIL SHOWERS

Typically, April showers mark the beginning of the growth season. However, in politics it merely is another month of endless politicking. Might as well get used to it as there is no end in sight.

While just ending an exhausting presidential election and shift in the balance of political power in DC, we already have two special congressional elections facing Ohioans. With the ascension of Marcia Fudge to Secretary of HUD and Steve Stivers to the Ohio Chamber of Commerce, vacancies must be filled by special elections this fall. Already a bevy of candidates are sniffing around for the job. I wish them well raising the hundreds of thousands necessary to be a viable candidate.

Activity in Ohio is a bit subdued. Billions in federal relief money made passage of the state budget in the House relatively easy. The senate now has a crack at it. One difference this time is school districts and local governments seem satisfied as enough money was directed to them keeping them in check. Otherwise, the usual number of trades licensing bills are being considered. And not to forget a number of House members are already campaigning to be the next Speaker a mere year and a half from now.

Without question now is the concern over skyrocketing lumber prices. This is a national issue as well as in Ohio. We are checking all possible resources for information and/or relief. NAHB is working overtime on it as well. It is frustrating in that no one can pinpoint a culprit or circumstance as the root of the problem. Nonetheless we will keep at it until some relief is secured.

Member News

New Builder Member

Schrock Custom Homes, Inc.

5555 Chippewa Road
Seville, OH 44667
Contact: Ben Schrock
Phone: (330) 465-3203
Web: buildwithschrock.com
Sponsor: Mike Hudak
Business: Custom home builder

WELCOME!

New Associate Member

James Hardie Building Products

1668 Pine Drive
Avon, OH 44011
Contact: Dan Ozello
Phone: (440) 570-8071
Email:
daniel.ozello@jameshardie.com
Web: jameshardie.com
Sponsor: John Sumodi
Business: Siding manufacturer

WELCOME!

Renewed Associates

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Carter Lumber – Akron
Clement Construction, Inc. –
Brunswick
Floorz – Medina
Great Lakes Portables – Litchfield
Paramount Plumbing, Inc. –
Wadsworth
Progressive Poured Walls –
Hinckley

More Renewed Associates

Third Federal Savings & Loan –
Medina (Financial)
Zimmerman Plumbing & Heating
– Sterling



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Suppes Homes – Wooster
W. J. Bailey Homes – Medina
Windridge Homes, Ltd. –
Wadsworth

State Rep's Call to Action (Saturday, May 1, 2021)

We all know how dire our lumber situation is, with both the supply side and especially the pricing! I am asking all of you, I mean everyone to call your US Congressman or woman this coming week. We have got to flood their office switchboards with our messages. Not only should all of us builders make the calls, but ask your employees, your subcontractors, your suppliers ... everyone to do this to help rectify this crisis! Don't sit back and assume others will carry your load, we all need to do this. **LET'S MAKE THEM HEAR ALL OF US FROM OHIO, LOUD AND CLEAR.**

NAHB has worked with our OHBA senior officers and staff to make this as easy as possible for us. Attached you'll find two documents that you can use for the outreach to the Ohio Congressional Delegation on lumber pricing.



The first information I am referring to is the call sheet with simple talking points (page 12 of this newsletter) and the Congressional Switchboard phone number itself. When calling this one number you can either request a specific US Congressional Rep for Ohio, or if your not sure who your representative is, simply give the switchboard operator your home zip code and they will connect you to your Representative or Senator. Please make three calls, one to your representative and to both our Ohio Senators. Don't be discouraged if you don't get to speak directly to the actual elected official, speaking to an aid and telling them your stories will have a positive effect as well.

The second piece of information is a good one-pager on the lumber issue itself (see page 10). I have no doubt that every builder in Ohio can relay their own concerns on this crisis without talking points, and I encourage you all to do so with personal anecdotes, but you may find the information included helpful. If you would like a pdf of this article, please let Susan Bloch, susanb@medinacountyhba.com know and she can email it to you directly.

Please note that NAHB cannot keep the one-pager updated quickly enough, with the numbers getting worse every day. NAHB is using this as a talking point themselves to all US Congressional Representatives in both the House and the

Senate, stressing that this crisis is growing so fast and thus the need for immediate attention. At any rate, here are the most recent (updated last Friday, April 30) updates to the brochure...

- Random Lengths Framing Lumber Index (4/30/2021) - \$1290 per thousand board feet (\$582 per thousand was the previous all-time high prior to the pandemic)
 - Price of lumber up 270% since last spring
 - OSB sheathing up 400% since last spring
 - Price increase of an average single-family home - \$35,872 ("nearly \$36k")
 - Market value of a new multi-family unit up - \$13,000
 - Translates into households paying \$119 a month more to simply rent

Again my thanks for your help. We have to do something about this, **PLEASE MAKE THE CALLS THIS COMING WEEK!** Share this with everyone, send it on.....**LET'S ALL JUST DO IT!**

Most Sincerely,

Randy K Strauss
Ohio State Rep to NAHB
1025 Milan Avenue
Amherst, Ohio 44001
Office: 440-984-2575
Cell: 440-935-2929
randykstrauss@aol.com

**Support Your
Association**

Remember, whenever possible, always try to do business with and patronize our Parade Sponsors, your Fellow Members and support your Medina County HBA & local community!

people to benefit from improving their community and find gainful employment. This proposed legislation will remove much of this red tape, and turn CRAs into what they were always intended to be: a permissive economic tool for communities to enter into, and benefit from. This legislation is simply improving their usability and applicability.

Rep. Fraizer said the bill is largely focused on “building consistency with Economic Development tools, aligning TIFs and CRA default tax incentive percentages to range from 75% to 100% based on school board approval - 80% of CRAs tracked by DSA - reducing penalty years for relocating from 5 years to 2 years for relocating in the State, and cleaning up language and process.

OHBA would appreciate insight on whether CRAs can be a useful tool for residential development.

HB 175 Water Pollution (Hillyer, B.)

To deregulate certain ephemeral water features under various water pollution control laws.

Text/Analysis

Committee Hearing in House Agriculture & Conservation (3/23/2021; CONTINUED)

OHBA will offer support of HB 175 during its proponent hearing in the House Agriculture Committee on the 27th. OHBA has been following this issue since the WOTUS definition was changed to exclude certain ephemeral and erosional features. Additionally, in July, OHBA filed an ERAC appeal challenging the OEPA General Permit to regulate ephemeral streams, and is continuing to navigate the negotiations through the formal ERAC process.

Currently, the Ohio EPA regulates ephemeral streams that only flow in the event of rain or snowfall through its General Permit issued last spring.

Please contact OHBA with any questions on HB 175 or the ERAC appeal.

HB 201 Natural Gas (Stephens, J.)

To prevent local governments from limiting use of natural gas.

Text/Analysis

Committee Hearing in House Energy & Natural Resources (4/21/2021; CONTINUED-AMENDED)

After testifying in support of HB 201, OHBA signed on to a industry letter reiterating its support for HB 201 send to the House Energy Committee yesterday.

HB 201 would prohibit local ordinances limiting natural gas use and has drawn support from some industry and business groups, while opponents continue to blast the measure as a Home Rule violation. OHBA will continue to be supportive as the bill gets out of the House and moves along in the Senate process.

Please feel free to contact OHBA with any questions or concerns.

SB 64 Roofing Contractors (Hottinger, J., Lang, G.)

To regulate and require the registration of roofing contractors.

Text/Analysis

Committee Hearing in Senate Government Oversight & Reform (3/24/2021; CONTINUED)

OHBA continues to work with proponents of SB 64 on changes to exempt whole home construction from the registration requirements. Further changes are also expected further simplifying the registration process in a sub bill currently being drafted for adoption in the coming weeks.

Now is the time to sign-up for OHBA’s Summer Board of Trustees Meeting on June 22-23 in Wooster. Meeting information has been sent out. If you did not receive the information, please email mpatel@ohiohba.com.



HEY MEMBERS ...

I Challenge You to Help the Medina County HBA Double Our Membership this year!

Know someone interested in joining the Medina County HBA?

Doing business with companies that aren’t members? They should be!

Let’s get them to join our association. It’s absolutely to their benefit.

Our Membership Application is available online or call/ email me and we’ll send out a member package.

Let’s Work Together and Grow our Association in 2021!



Lumber and Building Materials: Soaring Prices and Supply Shortages

Led by record-high lumber prices, soaring building material costs and supply shortages have gravely harmed housing affordability over the past year and threaten the nation's economic recovery.

Lumber prices have nearly tripled and oriented strand board (OSB) prices are up more than 250 percent since last spring. These spikes have caused the price of an average new single-family home to increase by more than \$24,000 since mid-April 2020, according to the NAHB standard estimates of lumber used to build the average home. Similarly, the market value of a new multifamily unit has increased by \$9,000 over the same period due to the surge in lumber prices.

Housing affordability is connected to the accessibility and price of building materials. A recent survey by NAHB found that 96 percent of builders reported their greatest pandemic-related challenge has to do with shortages or delays in obtaining building materials. These shortages have disrupted the supply chain, postponed delivery times and raised housing costs.

Home builders and construction firms that have signed fixed-price contracts are forced to absorb these crippling increases in materials prices and costly delays in deliveries; there is a significant risk that some of these firms will be forced out of business. To the extent they are able to pass on their additional costs, both single- and multifamily housing becomes less affordable. Other projects will no longer be economically viable, which undercuts the availability of new housing supply and further jeopardizes affordability.

Housing's potential to lead the economy forward is limited as long as lumber remains expensive and scarce. Congress needs to push the administration to undertake a thorough examination of the lumber supply chain, identify the causes for high prices and supply constraints, and seek immediate remedies that will increase production.

Since the U.S. does not produce enough lumber to meet domestic needs, Congress can do its part to boost domestic production by doing a better job of more actively managing federal forest lands in an environmentally sustainable manner.

Lawmakers should also urge the White House to make it a priority to work with Canada on a new softwood lumber agreement that would end tariffs that are contributing to extreme price volatility.

**TAKE
ACTION**

- Congress should push the administration to undertake a thorough examination of the lumber supply chain and seek remedies that will increase production.
- Consider ways to increase the domestic supply of timber from public lands.
- Urge the administration to return to the table and negotiate a new softwood lumber agreement with Canada.

We urge all builder members to take action with your state legislators in an effort to work on remedies for the lumber shortage and pricing crisis. Please see other information on this hot topic on pages 8 and 12 of this issue of Building Blocks!

A Successful Parade

MEDINA COUNTY

PARADE
OF HOMES

SCATTERED SITE

BUILDER MODELS

2021

Takes Teamwork!

And that's where our **ASSOCIATES'** support is crucial! Here's why ...

The easy stuff ... 1) You already work with builders; 2) you joined the association to increase that business; 3) despite the rising costs of materials and labor, consumers are stampeding to build homes and take advantage of interest rates before they rise; and 4) with the dismal 2020, your association needs your support to hold a successful Parade – It's a solid business decision to sponsor.

What's in it for you? **Great visibility** ... here's what you get:

- Your business name and logo on the MCHBA website as a supporter of the event
- Your logo on the MCHBA website links to your website
- Your name listed in all press releases submitted to both print and digital media
- Your logo on the map/model handout (printed and online)
- Listed in Building Blocks as a Parade sponsor for 3+ months
- FREE 1/6 page ad 3 times in Building Blocks (size upgrade available)



**MEDINA
COUNTY**
Home Builders
Association

PARADE DETAILS

DATES: Sat., June 5th – Sun., June 20th

HOURS: Sat & Sun ONLY 12-5 pm,
closed Mon-Fri

SPONSORSHIP: \$500 – You are a part of
everything listed. Want to do more?
Contact the HBA directly.

Targeted Media Promotion / Advertising:*

Virtual tour & map online (*each model has its own details page & website links*); Fox 8 TV commercials, New Day Cleveland spot, & Facebook Live segment; The Plain Dealer (*print advertising*); The Post (*editorial and print advertising*); Cleveland.com, YouTube (*targeted online advertising*); & potentially more

**Final media mix dependent on available budget*

Participation Deadline: May 1, 2021

*Don't miss this opportunity!
Call the office 330.725.2371 or
email Susan Bloch at:
susanb@medinacountyhba.com*



Call the Capitol switchboard (202)-224-3121

Ask for Your Member of Congress

Senator Portman

Rep. Chabot

Rep Beatty

Rep. Latta

Rep. Gibbs

Rep. Kaptur

Rep. Balderson

Rep. Joyce

Rep. Gonzalez

Senator Brown

Rep. Wenstrup

Rep. Jordan

Rep. Johnson

Rep. Davidson

Rep. Turner

Rep. Ryan

Rep. Stivers

Ask Your Member of Congress to:

- Push the administration (specifically the Department of Commerce) to undertake a thorough examination of the lumber supply chain and seek remedies that will increase production.
- Consider ways to increase the domestic supply of timber from public lands.
- Urge the administration to return to the table and negotiate a new softwood lumber agreement with Canada.

Home builders and construction firms that have signed fixed-price contracts are forced to absorb these crippling increases in materials prices and costly delays in deliveries; there is a significant risk that some of these firms will be forced out of business. To the extent they are able to pass on their additional costs, both single- and multifamily housing becomes less affordable. Other projects will no longer be economically viable, which undercuts the availability of new housing supply and further jeopardizes affordability.

2021 MCHBA Annual Golf Outing



Thursday, August 19, 2021

Shale Creek Golf Club

5420 Wolff Road, Medina

Schedule of Events:

Registration - 8:45 a.m.

Shotgun Start - 9:30 a.m.

Social - 2:30 p.m.

Followed by Dinner - 3:00 p.m.

[There may be some changes
due to COVID-19 & Ohio directives]

Golf Package - \$150 per person

Includes 18 holes of golf, half a cart, box lunch & dinner

Dinner Package - \$60 per person

BBQ Dinner Plate - Ribs & Chicken - Corn on the Cob

Herb Roasted Potatoes - Salad - Rolls - Dessert

Dinner Only - Name[s]: _____

Golf & Dinner:

Names [required]	Company	Phone # to verify
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____

Please place me with a foursome _____

_____ Invoice me - Members only

_____ Check

_____ Credit Card - American Express, Discover, MasterCard or Visa [circle one]

Credit Card # _____ Exp. Date _____

Name on Card _____ 3/4 digit code _____

All fees are nonrefundable unless cancelled due to COVID-19. If event is held, no-shows will be invoiced. **Please return this completed form with your check or credit card information**

BY AUGUST 5, 2021 to: MCHBA, P.O. Box #233, Valley City, OH 44280 **(NEW ADDRESS)**

Phone: 330.725.2371 or 330.483.0076 • Email: susanb@medinacountyhba.com

BWC News from Sedgwick

2-Hour Safety Training Requirement for 2020 Policy Year Deadline is 6/30/2021

2020 Rating Year—BWC Rule—ORC 4123-17-68

Group Rated and Group Retro Rated employers who have had a claim from July 1, 2018 through September 30, 2019, have to complete a required two hours of safety training by June 30, 2021. BWC's requirement applies to any allowed claim an employer had from 7/1/2018-9/30/2019, regardless of size or severity. Two hours is the minimum amount of safety training mandated by the BWC. Only one person from the employer needs to take this safety training. If an employer experienced more than one claim within this period, they are still only obligated to attend two hours of safety training. If an employer has multiple policy numbers, they must attend two hours of safety training per policy. For more information about all the Ohio BWC's training opportunities, visit the BWC's Learning Center at: [BWC Learning Center Login](#)

Please send Certificates of Completion showing your company name and BWC policy number to: ohio.group@sedgwick.com

Deadline Extended Again for HVAC Assistance Program: June 30, 2021

The Ohio BWC has again extended their deadline to apply for reimbursement for eligible expenses under their COVID-19 Indoor Air Quality Assistance Program to June 30, 2021. This federally funded program provides reimbursement for nursing homes, assisted living centers, and adult day centers that invest in air quality improvements that reduce the spread of COVID-19. This may include the costs of inspections, assessments, maintenance, and improvements to indoor heating, ventilation, and air conditioning (HVAC) systems. It also provides reimbursement for secondary devices designed to destroy bacteria, mold, and viruses. Read more, including eligibility requirements, on the BWC's website.

Good to Know: Ohio BWC Division of Safety & Hygiene

Are you trying to reduce injuries in your workplace? Are you concerned about your employees' health and wellbeing? Then be sure to check out all that the Ohio BWC's Division of Safety & Hygiene ("DSH") can do for you as an Ohio employer! The DSH offers free consultation services on safety, industrial hygiene, or ergonomics, as well as training, and they even have a library filled with education videos and materials. For more information, be sure to check the DSH out here.

Sample Written Safety Program Templates

BWC's Division of Safety and Hygiene (DSH) has created sample written safety program templates for employers to download and to customize to their operations. DSH utilized our safety experts from Loss Prevention Field Operations, including specialized consultants from the OSHA On-Site Consultation Program, and the Public Employment Risk Reduction Program to create an assortment of branded sample written program templates to share with employers.

Each template is laid out identically and has a welcome page with information on how to use the template. DSH Assistant comments provide added guidance, best practices, or links to resources or reference standards. Additionally, each sample written program template offers supporting documents for training, checklists, definitions, and more. Specific program elements and training information are located in separate sections of each template.

For free consultative assistance in creating and reviewing workplace safety policies, employers can reach out to DSH on their website, or by phone at 1-800-644-6292.

Important Deadlines:

- **May 14, 2021:** Last day to change your 2021 policy year estimated payroll amount and premium installment schedule at your www.bwc.ohio.gov on-line account. ■

TIPS

for Grilling Safely



Nothing says summertime like eating hamburgers, hot dogs and barbecue straight off the grill. But beware. According to the National Fire Protection Association (NFPA), on average grills are the cause of more than 10,000 house fires each year, resulting in \$149 million in property damage. So, to help you stay safe during your next cookout, here are some essential grilling tips to keep in mind.

Keep it outside. To lower the risk of fire and carbon monoxide poisoning, always use grills outdoors. Avoid the garage and wooden decks since wood is combustible.

Give it space. Doesn't place your grill near your home or deck railings, or underneath eaves and awnings.

Watch it carefully. Never leave a grill unattended. And be sure to keep kids and pets a safe distance away.

Check for gas leaks. Apply a soapy water solution to your propane gas tank and propane or natural gas hose connections to see if any bubbles rise from connection points.

Open the lid and stay back. Keeping the lid of a gas grill closed can allow gas to build up inside, which can lead to a flash burn. And never lean over the grills when lighting it.

Go easy on the lighter fluid for charcoal grills. Only use a fluid that's made for starting grills; never use gasoline or other flammable liquids that could cause an explosion.

Don't move a lit grill. After your grill is lit, don't attempt to move it to another location. Moving a lit grill risks burning yourself or others. The movement could also dislodge a burner tube or other important component.

Smother flames or use a fire extinguisher. Never use water if your grill catches fire. It's smart to keep a multi-purpose fire extinguisher nearby and know how to use it. Make sure it's been tested and inspected recently, too.

Stay safe and enjoy your summer. Article from ErieSense, Spring 2021.

Save Significantly on Your Workers' Compensation Premium

Did you know that many alternative discounts are available to help reduce your annual Ohio workers' compensation costs? Through the Ohio Home Builders Association workers' compensation program, your organization can significantly reduce your workers' compensation costs through a variety of alternative rating programs. Our program, administered by Sedgwick, offers you quality service and stability through the complex workers' compensation environment.

For over 50 years, Sedgwick has been helping employers navigate Ohio's workers' compensation system, providing services to help them control claim-related costs and reduce premiums. Our team includes the experienced colleagues from CompManagement and CareWorks Comp. The two companies merged and are now Sedgwick. Together, they serve nearly 65,000 Ohio employers including organizations of all sizes operating in various industries across the state. Group rating programs administered by Sedgwick have produced over \$4 billion in savings since group rating was introduced in 1991, and their group retrospective programs have returned over \$630 million in premium refunds since the program began in 2009.

If your organization is not yet participating in this member benefit, and you would like to receive a free, no-obligation analysis from Sedgwick, email Robert Nicoll at robert.nicoll@sedgwick.com.

Contact Sedgwick:

Robert Nicoll

Phone: 330-418-1824

Email: robert.nicoll@sedgwick.com

Website: www.sedgwick.com/ohiotpa

Sedgwick Safety Resource Page:

www.sedgwick.com/ohiotpa/resources



TOPGOLF

Winning Team at our Topgolf event was Carter Lumber / Kingdom Title. Players each received \$50 for first place (Carter Lumber - Charlie Ash, Hannah Vance, Tyler Light and Jeff Barnes; Kingdom Title - Sarah Bittinger and Lindsey Boosinger). Congratulations! (Team shown below)

Second place team was Bridgeport Custom Homes (Jason Cassidy, Courtney Cassidy, Matt Tollis, Ray Terhart, Lexy Ziernak and Jason Ponick).

Third place team was Westfield Bank (Bob Giacomo, Jamie Cleveland, Chris, Julie Vega, Pete Malizia and Joe Canestraro).

At our Topgolf Tournament, the individual best scoring players were:

- 1st Place – Jamie Cleveland, Westfield Bank
- 2nd Place – Tyler Light, Carter Lumber
- 3rd Place – Matt Tollis, guest of Bridgeport Custom Homes

Great job everyone!

Thank you to our sponsors who helped make this event possible:

- Sundance, LTD** – Lunch Sponsor
- All Construction Services** – Lunch Sponsor
- Carter Lumber** – Bay Sponsor
- Kingdom Title Solutions** – Bay Sponsor
- National Design Mart** – Bay Sponsor
- National Design Mart (#2)** – Bay Sponsor
- Third Federal Savings & Loan** – Bay Sponsor
- Transfer Title Agency, Inc.** – Bay Sponsor

CONGRATULATIONS TO ALL OUR WINNERS!





Solutions for Ohio employers

For over 50 years, we've been helping employers navigate Ohio's workers' compensation system, providing services to help them control claim-related costs and reduce premiums.

Our team includes the experienced colleagues from CompManagement and CareWorks Comp. The two companies merged and are now Sedgwick. We have provided claims and risk management consulting solutions for decades. Together, we serve nearly 65,000 Ohio employers including organizations of all sizes operating in various industries across the state.

Expert services

Workers' compensation claims management

We provide prompt claims investigations to determine compensability, careful evaluation of claims prior to certification, and coordination of legal counsel, hearing representation, private investigations, case management and/or vocational expertise to bring complex cases to timely resolution.

Group rating program administration

Employers with better than average claim histories can join together through a sponsoring organization and pay a much lower premium. Programs administered by us have produced over \$4 billion in savings since group rating was introduced in 1991.

Group retrospective rating program administration

Employers with claim costs below a predetermined amount have the opportunity to receive retrospective premium refunds at the end of three evaluation periods. We administer programs for cities, school districts and counties, as well as businesses in various industries such as healthcare, manufacturing, construction, transportation and retail. Participants have earned over \$630 million since the program began in 2009.

Education programs

We offer comprehensive educational programs covering a variety of topics related to claims management, cost containment strategies, rate development, alternative rating programs, return to work strategies, safety practices, loss prevention, industry and legislative issues, and current trends.

Program consultation

Our industry leading experts review each client to ensure participation in programs that may help them save the most on premiums, such as group rating, group and individual retrospective rating and deductible programs, and other options such as the Drug Free Safety Program, Destination Excellence, EM cap, Grow Ohio, One Claim Program, safety council and self-insurance.

Unemployment compensation services

Our experienced team also provides a wide range of cost-effective unemployment services such as claims management, hearing representation, charge auditing, strategic management reports, and an advanced solution for verification of employment and income data. We also offer unemployment tax management services to help businesses analyze tax liability, manage accounts and uncover possible savings.

We are here to help

Workers' compensation premiums are among the largest operational expenses for any business. We help improve our clients' programs and increase savings by simplifying and resolving complicated claim issues and helping them navigate the process.

TOPGOLF 2021 PHOTO BOMBS

It was challenging to get good photos of the players, but here are a few of the better ones - notably, we had an all-female team from Progressive Poured Walls, two full teams from Sundance, LTD and National Design Mart (yay), Westfield Bank team (winners of the 2020 event), Carter Lumber, Kingdom Title Solutions, All Construction Services, and the crew from Bridgeport Custom Homes.





Brand New Full-Selection Design Center.

Conveniently located next to our Kitchen & Bath Showroom, our new full-selection Design Center will be your one-stop shop for all your project needs!

Cabinetry, Fixtures, Countertops, Doors, Trim, Hardware, Islands, Backsplashes, Windows and more!

CARTER *Lumber*



At our Kitchen & Bath Showroom in Medina, we have everything you need to complete your next kitchen project!

We take the worrying out of planning and choosing everything for your perfect kitchen or bathroom, from the smallest to the most important details. You'll save money over the big box stores, and we have the expertise and product knowledge to help you complete your project. Service, quality, and design is what sets us apart. Our Specialists offer the best in service, space planning and design knowledge in the industry.

Carter Lumber has all of your design needs covered!

When you're ready to take on your kitchen or bath project, we'll be ready to give you the beautiful, functional space you've been dreaming of.

MEDINA

3725 MEDINA RD. SUITE 108
MEDINA, OH 44256
(330) 725-6760

AKRON

172 N. CASE AVE.
AKRON, OH 44305
(330) 784-5441

SOLON

6199 S O M CENTER RD.
SOLON, OH 44139
(440) 248-5355

ELYRIA

41625 GRISWOLD RD
ELYRIA, OH 44035
(440) 934-5266

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carterlumber.com