



NIAGARA COUNTY BUILDERS ASSOCIATION NEWS



DECEMBER 2011



PRESIDENT'S MESSAGE



Carl Capolupo
NCBA President

2011 is winding down, and we now start to look forward to 2012. Many forecasts are predicting more doom and gloom for the homebuilding industry, but our NCBA, with our state and national organizations, are working hard to reverse the trend. Our strength is in our numbers and our dedicated advocacy of homebuilding.

We elected new officers for 2012 at the November meeting—see the new list on page

2. Our thanks go out to **Stan Swogier** and **Debbie Morrison**, who are stepping down after many years of service to the NCBA. Stan served in many positions, including President, Remodeling Council chair and State and National Director. Debbie was a director and was Secretary for the past 2 years.

Our Christmas Party is shaping up to be another great event. Sponsors are providing prize baskets and cash donations, and our friends at the Como are promising a wonderful evening for everybody. If you haven't already responded, you need to do so **TODAY**. An invitation is available on our website, www.niagaracountybuilders.com, or you can call it in.

One of the benefits of NCBA membership is the opportunity to network with your fellow members. Our monthly meetings and annual events are the best way to do that. If you are not coming out to meetings, or if you only come to one or two events per year, you are missing out on a valuable opportunity, as well as some terrific fellowship. Working together, our members often find new resources, and new, better ways to do business together. In addition, we work together to advance the interests of the homebuilding industry in Niagara County, New York State and the USA.

In order to keep our meetings meaningful, and make them even more valuable, we would like to hear from you. What features would you like us to add to our (almost) monthly meetings? What programs or speakers are you interested in hearing? Call us at 693-5736 and let us know.

I'll see you at the Christmas Party.

Carl

REMINDER
The Christmas Party has been changed to Wednesday, December 14 at the Como.

STATE DIRECTOR'S REPORT

► Gary Pollard reports that the NYSBA Winter Board meeting will be held December 8 & 9 at Turning Stone. Kristin, Gary and Jerry will be attending, and will report back to our January meeting. This is NYSBA's annual meeting, where we elect officers and adopt a budget for the year. We also meet with the Legal Defense Fund and PAC committees. Gary will report at our January meeting.

► NYSBA has joined forces with the New York Main Street Small Business Coalition. The MSSBC is a growing group of business organizations and business advocates with a strong desire to change New York State's impact on small businesses.

The MSSBC just released a report, fully

endorsed by NYSBA, which outlines ways the state can cut spending and create real mandate relief. Scaffold Law and SEQRA reform were high on the list of recommendations.

ECONOMIC INSIGHT FROM ELLIOT

"If Congress does not extend the temporary Social Security payroll tax cut on employees of 2% (from 6.2% to 4.2% on the first \$106,800 of income) beyond the end of '11, that would cut about \$120 billion off GDP. And, if long-term unemployment compensation is not extended that's another \$30 billion. Together, that's a 1% GDP haircut."

NAHB Economist Elliot Eisenberg

MARK YOUR CALENDAR

Wednesday, December 14
Christmas Party
Como, 2022 Pine Ave., N.F.



Cocktails 6:30
Basket Raffle
Dinner 7:30

Call in your RSVP
to 693-5736 by Dec. 5

Next Meeting:
Wed., January 11, 2012
Location TBA

MEMBER ADVANTAGE PERKS

We frequently send reminders about NAHB's Member Advantage program. Taking advantage of their offerings can more than recoup the cost of your NCBA dues for the year.

The single largest offer is the \$500 savings for buying a **General Motors** vehicle. GM has been the number one partner of the Member Advantage program for many years. By showing proof of membership you make your best deal from a GM dealer, then receive a "private offer" of \$500 toward the purchase or lease of a new GM vehicle. A few vehicles are excluded, so check the program out before you buy.

Lowe's stores are another Member Advantage partner. NCBA members can register at LoweForPros.com for a Lowe's Accounts Receivable (LAR) account, and you will save 2% on your LAR purchases, and get free

delivery on purchases over \$500. Members also save 5% every day at your **Lowe's** store by mentioning it when you buy using your LAR account.

Other savings offers include:

Dell Computers—save up to 30% on top of the line Dell computers.

Hewlett Packard—discounts on computers, printers, workstations, etc.

Hertz, Avis and Budget car rentals—save 20 to 25% from these major rental agencies.

Office Depot—save 10% off all delivery offers, and free delivery over \$50.

Solveras Payment Solutions—web/mobile tools, credit card and eCheck processing, check services and more.

Also included are deals on flowers, **Omaha Steaks, Liberty Mutual** home and auto insurance, and vacations. Call the NCBA for more info.



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OFFICERS ELECTED FOR 2012

Our election of officers was held on November 9 at Westby's. Paul Game takes over as Secretary, and George Lodick of Mark Cerrone Inc. and Mark March of Irr Supply/Visionary Bath were elected as new directors. The complete slate of 2012 officers includes:

- | | |
|----------------------------------|-----------------------------|
| President — Carl Capolupo | Secretary — Paul Game |
| 1st V.P -- Kristin Savard | Treasurer — Larry Quigliano |
| 2nd V.P. - Gary Pollard | |
| <u>Directors</u> - Gary DiMatteo | Pete Mascaro |
| George Lodick | Jim Mordeno |
| Mark March | Joe Paolini |

The new slate of officers will be installed at the Christmas Party on December 14.

2011 NCBA Officers & Directors

- | | | | |
|--------------------|--|---------------|-------------------|
| Carl Capolupo | President | Joe Paolini | Director |
| Kristin Savard | 1st Vice President | Pete Mascaro | Director |
| Gary Pollard | 2nd Vice President
& State Director | Stan Swogier | National Director |
| Debra Morrison | Secretary | Gary DiMatteo | Director |
| Lawrence Quigliano | Treasurer | Paul Game | Director |
| Jerry O'Neill | Executive Officer | Jim Mordeno | Director |
| Cathy Strassburg | Executive Assistant | | |



Thomas DiMatteo
Gerald DiMatteo

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WAITING FOR THE TURNAROUND

Recently we have seen a bunch of headlines that make it appear that the long slump in new home building may be nearing an end:

- “Housing Affordability is Near Record”
- “Single-family Starts and Permits Rose in October”
- “Builder Confidence Continues to Improve in November”

While all of this sounds good, most of us in Western New York are still asking “Where are they getting this info?” For us there seems to be no end in sight for the decline we have endured.

It’s nice to hear that things are getting better in some parts of the U.S., but we can tell you we are not alone in the doldrums. Most of the HBAs that we are in contact with are struggling through the same kind of downturn that we have

been in for too long.

We hear weekly from HBAs around the country who, like us, are still in the midst of the worst housing market in many years. Some have had to cancel their home shows; others can’t find a site for their Home & Garden show, and almost all are, like the NCBA, looking for new sources of non-dues revenue and trying to build their membership back up.

Coming back from a slump like this is a tall order, but we have seen some positive signs. We have had two very successful Parade of Homes in 2010 and 2011. We have seen an upswing in new members joining us, and we are working more closely than ever with our state and national organizations to effect positive change in government regulations. As an association we can feel good about the efforts we are making to help turn the homebuilding economy around.

NEW MEMBER

At our November meeting we accepted our newest member, Michael White of M.H. White Windows & Siding Company. He’s sponsored by Joe Paolini. Mike is a remodeling contractor based in Wilson. **WELCOME MIKE!** It’s great to have another member from the northern part of the county!



It is imperative that we know our representatives in Albany so we can keep them informed about the issues that affect our industry. Contact them as follows:

NYS Senator George Maziarz
175 Walnut St. Suite 6
Lockport, NY 14094
Dist. Office 716-434-0680
Albany Office 518-455-2024
maziarz@senate.state.ny.us

NYS Senator Mark Grisanti
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Albany Office: 518-455-3240
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Assemblyman John Ceretto
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Assemblyman Sam Hoyt
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Assemblyman Robin Schimminger
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Assemblyman Stephen Hawley
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HOT TOPIC >>> OSHA FALL PROTECTION

Last month we talked about how OSHA is taking a very aggressive stance in enforcing Fall Protection rules. In New York State the "Scaffold Law" is the common name for NYS Labor laws 240/241. We have been working with NYSBA and other HBAs for years to try to reform this law.

The Lawsuit Reform Alliance has been formed to lead the fight against legislative abuses. It is an alliance of HBAs and other business councils around the state. At our January meeting we will have a brief presentation on the status of these efforts. Please plan on attending so you can better understand how the interpretation of this law keeps expanding, and how this affects you as a contractor. A recent deluge of Labor Law 240/241 lawsuits illustrate the need for legislative reform in New York. New York remains the only state in the nation where a worker is not held responsible for their own negligence. Under this law, contractors, employers and property owners are held absolutely liable for "elevation related injuries".

Reforming the Scaffold Law would mean more jobs, improved workplace safety, and a stronger New York economy, at no cost to taxpayers. The time for change is now to bring New York up to speed with the rest of the country.

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