

# The Plumbob

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## NAHB Continues Fight to Include Construction Loans in Small Business Lending Fund

Coming off NAHB's legislative victory in the House last month that culminated in a 418-to-3 vote ensuring that builders have the same access as other small businesses to loans from a \$30 billion program created by H.R. 5297, the Small Business Lending Fund Act of 2010, the Senate this week began debate on similar legislation. While the prospects for Senate passage of the new lending fund are uncertain at this time, the chamber did vote on a procedural motion this week to include the new lending fund in the overall small business bill.

With NAHB expressing strong opposition, the Senate leadership late Thursday night found just enough votes to move forward on an amendment offered by Sens. George

LeMieux (R-Fla.) and Mary Landrieu (D-La.) that includes the fund, but does not allow for construction loans to be made to small builders.

In a "key vote" letter sent to every member of the Senate, NAHB stressed that without language allowing equal access to this program for our nation's small builders the amendment will not adequately address the small business lending concerns currently facing our nation. NAHB further stressed that housing was the first sector hit by the current economic crisis, and no sustainable recovery can be achieved until the housing industry is revived.

Debate on this amendment, and the overall bill, will continue as the Senate wraps up work in the coming week in preparation

for the upcoming August congressional recess. While NAHB will continue to fight for the inclusion of construction loans in the Senate bill, even without affirmative Senate language on housing production lending NAHB has the force of the overwhelming 418-3 House vote to ensure that any final legislative package addresses the housing credit needs of the home building industry.

NAHB Government Affairs staff will continue to - strongly for this critical provision in the coming weeks.

For more information, contact [Scott Meyer](#) at 800-368-5242, x8144.

## Free Admission to International Builder's Show

Registration for the 2011 [International Builders' Show](#) will open on **Monday, August 2**. You MUST register in August to receive a FREE 4-day exhibit pass to the building industry's largest event. The show will feature more than

1,000 of the industry's most respected suppliers! Covering more than 500,000 net square feet of exhibit space. Your members will learn proven strategies and innovative new ideas to ensure success, even in this uncertain market. Spouse

registration is also free during the month of August. Beginning September 1, spouse registration will jump to \$20. Go to [www.BuildersShow.com/August](http://www.BuildersShow.com/August) or call 800-368-5242

## Free Webinar on Appraisal Standards Aug 4

Major changes have occurred in appraisal standards and practices in the wake of housing and financial market turmoil.

These changes present major challenges to home builders when it comes to financing and selling their homes.

On Wednesday, Aug. 4 from 2:00-3:00 p.m. EDT, the NAHB [Business Management & Information Technology](#) and [Housing Finance](#)

committees will host a free webinar, “A Builder Guide to Appraisals: Obtaining Accurate Valuations on New Homes,” which will feature home builders and appraisal practitioners discussing the new appraisal rules and providing

advice on what builders can do to improve the accuracy of home valuations.

The program will cover:

- Recent changes in appraisal standards and practices
- Requirements for appraisals of new homes
- Communications with lenders and appraisers
- Key information to provide on subject properties
  - Tips for dealing with appraisals in distressed markets
  - the process for addressing appraisal errors and pursuing reconsideration of values

Panelists will include Marty Mitchell, of [Mitchell & Best](#)

[Homebuilders](#), Rockville, MD.; and Allen Gardiner, [Jackson Claborn](#), Inc., Plano, TX.

NAHB Immediate Past President Joe Robson of the [Robson Companies](#), Broken Arrow, OK, will serve as the moderator. The webinar is sponsored by [Builder Partnerships](#), which focuses on increasing communication and collaboration within the home building industry.

[Register](#) for this event today. For registration assistance, [or](#) for more webinar information, e-mail [Agustín Cruz](#) at NAHB, or call him at 800-368-5242 x8472.

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## The HBAT Member Rebate Program

**No one likes to leave money on the table. So, What would you think if you could get a rebate?**

**For your loyalty to many of the nation’s leading Manufacturers? Well, now you can!**

The Member Rebate Program is aimed at increasing your bottom line. For the minimal effort of informing us about the products you use, and telling Us when you close on a home, you’ll be putting

money back in Your pocket. When you participate in the Member Rebate Program, you can count on

Receiving checks every quarter!  
[www.hbarebates.com/hbat](http://www.hbarebates.com/hbat)

**Benefits of Participating**  
The biggest perk? Money. Cold, hard cash. And all for just remaining loyal to many of the country’s leading Manufacturers you already use in all of your homes or remodeling projects.



Lump-sum checks for closed homes or projects are mailed quarterly.

**No Change Needed In Your Business Practice**  
Besides the money, that’s the best part of the program – it relies on very little from you and doesn’t change the way you conduct business. Best of all, you do NOT have to change the way you currently buy. We do the paperwork, **collect the money and mail you the quarterly checks directly!**

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August 5 Meeting Gondolas

**August 5, 2010 Meeting**

**Board of Directors—5:00**

**General Membership Meeting 6:00**

**President Tracy Melton will give a brief overview of The HBAT Rebate Program.**

**James Wattenbarger will give a short report on his recent trip to Washington D.C.**

**Door Prizes, Pizza, Salad, Soup and a great networking opportunity. Plan to Attend**

Remember to do business with a member

Support your Association and Industry by attending the meetings!

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Renewals and New Members

*Renewals*

Builders Supply Company, Bert Cox

Certified Builders, Inc., Tom Griffith

Jeff Freitag Construction, Jeff Freitag

Plateau Properties, Rob Harrison

Turner Roofing, Jack Napier

*New Members*

Acosta Framing, Elpipio Fernandez

Owens Construction of Paris, Wyatt Owens

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Remember to do business with a  
member



**We're on the Web!**  
[www.cumberlandcountyhomebuilders.com](http://www.cumberlandcountyhomebuilders.com)

August 2010						
Sun	Mon	Tue	Wed	Thu	Fri	Sat
1 <a href="#">Friendship Day</a>	2	3	4	5 <b>BOD 5:00</b>	6 <b>GMM 6:00</b>	7
8	9	10	11 <a href="#">Islamic Ramadan</a>	12	13	14
15 <a href="#">Assumption Day</a>	16	17	18	19 <a href="#">National Aviation Day</a>	20	21
22	23	24	25	26 <a href="#">Women's Equality Day</a>	27	28
29	30	31				