

The Building Industry Association Newsletter



May 2011

of Southern New Mexico

Jennifer Sandoval: Jack of all trades

By Sylvia Quintanilla

Jennifer Sandoval is a busy woman. At R. Hines Construction, Jennifer is co-owner/partner with her husband, Robert. Robert handles the building and designing of the homes and Jennifer sells them as owner of Property Consultants, a real estate company.

For 12 years, R. Hines Construction has offered detailed and quality homes in the Mesilla Valley.

"We have a great reputation for building quality homes at any price," Jennifer Sandoval said.

Sandoval was born and raised in Las Cruces. She attended New Mexico State University, where she earned her bachelor's degree in business. Robert, is also a native Las Crucean who grew up in the building industry. Robert owned R. Hines Construction before his marriage to Jennifer; she began in the building industry by doing marketing for R. Hines Construction.

Today, Jennifer Sandoval said R. Hines Construction has many projects in the works, such as construction of homes in

the Sanctuary Subdivision. The homes are still under construction with six lots available. Sandoval said the price range is \$329,900 for 2,000 square feet, four bedrooms and incredible outdoor living areas. The Sanctuary Subdivision, located off Carver Road in Mesilla area, will be one of the stops on the 2011 Spring Showcase of Homes.

For 12 years, Sandoval has been a member of the Building Industry of Southern New Mexico. She just recently became a member of the board for the BIA this year; Sandoval is the secretary for the nonprofit organization.

This year, Sandoval chaired the Step Pediatric Golf Tournament and the 2011 Showcase Kick-off Party. Sandoval is also the chair for the 2011 Spring Showcase of Homes — April 29-May 1 and May 6-8.

The importance of the

BIA is felt the most in builder community, Sandoval said.

"The BIA is there to support local builders and suppliers, politically and locally, on all levels," Sandoval said.

Building a home that is unique is the best part of the business for Sandoval. "Being able to create a home for somebody that is artistic and design oriented," she said.

For R. Hines Construction, Robert Sandoval can be reached at (575) 405-9788 and (575) 649-9963 for Jennifer Sandoval. R. Hines Construction is located at 1224 Academy Court. Their website is rhinesconstruction.com

Property Consultants is located on 606 W. Amador Ave, (575) 541-9221. Their website is propertyconsultantslc.com.



Jennifer Sandoval

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sponsored by your Building Industry Association of Southern New Mexico may be able to reduce their taxes, dollar for dollar, on the first \$1,000 they contribute to the 401K. The "Saver's Tax Credit" allows for up to \$2,000 if you file jointly!

The amount of credit is determined by your filing status, your adjusted gross income, and your retirement contributions. This tax credit is only available to tax filers who owe federal income tax, since no refund of excess credit is allowed.

Now that you've finished your taxes for 2010, did you remember to account for your 401K contributions?

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There are other tax benefits which may result from your retirement contributions. For example, most workers at these income levels may deduct all or part of their contri-

butions to a traditional IRA. Contributions to a regular 401k plan are not subject to income tax until withdrawn from the plan.

Building Industry Association of Southern

New Mexico member-employers interested in adopting the BIAS-NM401K may contact RELiANCE Investing at 888-694-401K or info@relianceinvesting.com

for a free comparative analysis, or call our investment provider Transamerica, at 866-498-4557.

Destry Witt
President

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(360) 694-7301 Fax

TO QUALIFY FOR THE "SAVER'S CREDIT" FOR 2010 AND 2011, YOU MUST MEET CERTAIN REQUIREMENTS:

- You are age 18 or older
- You are not a full-time student
- You cannot be claimed as a dependent on another person's tax return
- Your adjusted gross income is at or below:

	2010	2011
Single filer	\$27,750	\$28,250
Head of household	\$41,625	\$42,375
Married filing jointly	\$55,500	\$56,500

- AND you made eligible contributions to a qualified retirement plan, such as a 401(k) plan or an IRA.

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Workers' Compensation Administration Advisory Council

By: Dan Stock – Builders Trust of NM, Claims Manager



By: Dan Stock

Throughout our state government there are many boards, commissions and councils that provide varying levels of assistance, support and oversight. There was talk during the 2011 legislative session of doing away with

some or all of these groups in an effort to streamline government. No doubt our new Governor, Susana Martinez, already has her team taking a close look at these groups. Many involved in the workers' compensation system hope the governor does not do away with the Workers' Compensation Administration (WCA) Advisory Council.

When our current Workers' Compensation Act took effect on January 1, 1991, it came in with the creation of a council known officially as the Council on Workers' Compensation and Occupational Disease Disablement. The council is made up of six members, with three representing

employers and three representing workers.

All council members are appointed by the governor. Additionally, the WCA Director sits on the council and an ex-officio, non-voting member. By statute, the council may; (1) make recommendations relating to the adoption of rules and legislation, (2) make recommendations regarding the method and form of statistical data collections; and, (3) monitor the performance of the workers' compensation and occupational disease disablement system in the implementation of legislative directives.

That first charge, making recommendations on legislation, has been crucial

during the council's two decades of operation. The advisory council holds several meetings each year to hear proposals on issues affecting New Mexico's workers' compensation system. In researching proposals or actual draft legislation, the council often requests data and information from various sources including the WCA and the National Council on Compensation Insurance (NCCI). While the council may table issues for various reasons, they normally vote to support, or not support proposed legislation.

At Builders Trust of New Mexico, a key part of our mission is to maintain a favorable workers' compensation business climate

through active governmental affairs participation. Over the years, Builder Trust has been intimately involved in the Advisory Council process through data gathering, presentations and feedback as well as written and oral commentary on the effects of proposed legislation on construction businesses in our state.

This vetting process on legislative issues is very important to stakeholders in our workers' compensation system. Persons or organizations looking to promote legislative changes to the Act have acknowledged that the council's support of proposed legislation is very important to our elected officials. Leg-

islative changes supported by the council have a good track record of becoming law, while those bills before the legislature that do not have the support of the council may not fair as well.

At the NM Workers' Compensation Administration website you can find out more about the Advisory Council including meeting times and dates, meeting agendas, annual reports to the Governor and names and contact information for all council members. You can check out the WCA's website at <http://www.workerscomp.state.nm.us/>

From: NAHB Communications
Date: April 19, 2011
Subject: Fake NAHB Check Scam Alert

This is a warning to alert all EOs, NAHB members and consumers about a scam currently circulating in different parts of the country.

NAHB has become aware of a number of bogus schemes apparently intended to scam unwitting participants. The scams vary from place to place and in their various elements. However, each of the scams involves the issuance of a worthless check falsely bearing the name "NAHB."

If any party has provided you with a check that bears NAHB's name,

consider whether you had any reason to expect a check from NAHB. If you have not had contact with an authorized representative of NAHB and/or no business relationship with NAHB before receiving the check, you may be holding a fraudulent check. If someone provides you with a check and asks you to cash it and send money back to them, you can safely assume that something about the proposed transaction is questionable.

NAHB is cooperating the proper authorities and we are taking steps to en-

sure that appropriate information is provided where warranted.

If you have received a check that you believe to be fake, please contact NAHB. Do not attempt to cash a check that you believe to be fake. Of course, you should also feel free to contact the relevant law enforcement authorities if you believe that you have been the victim or target of a fake check scheme.

If you have any questions, please call 1-800-368-5242, ext. 8447.

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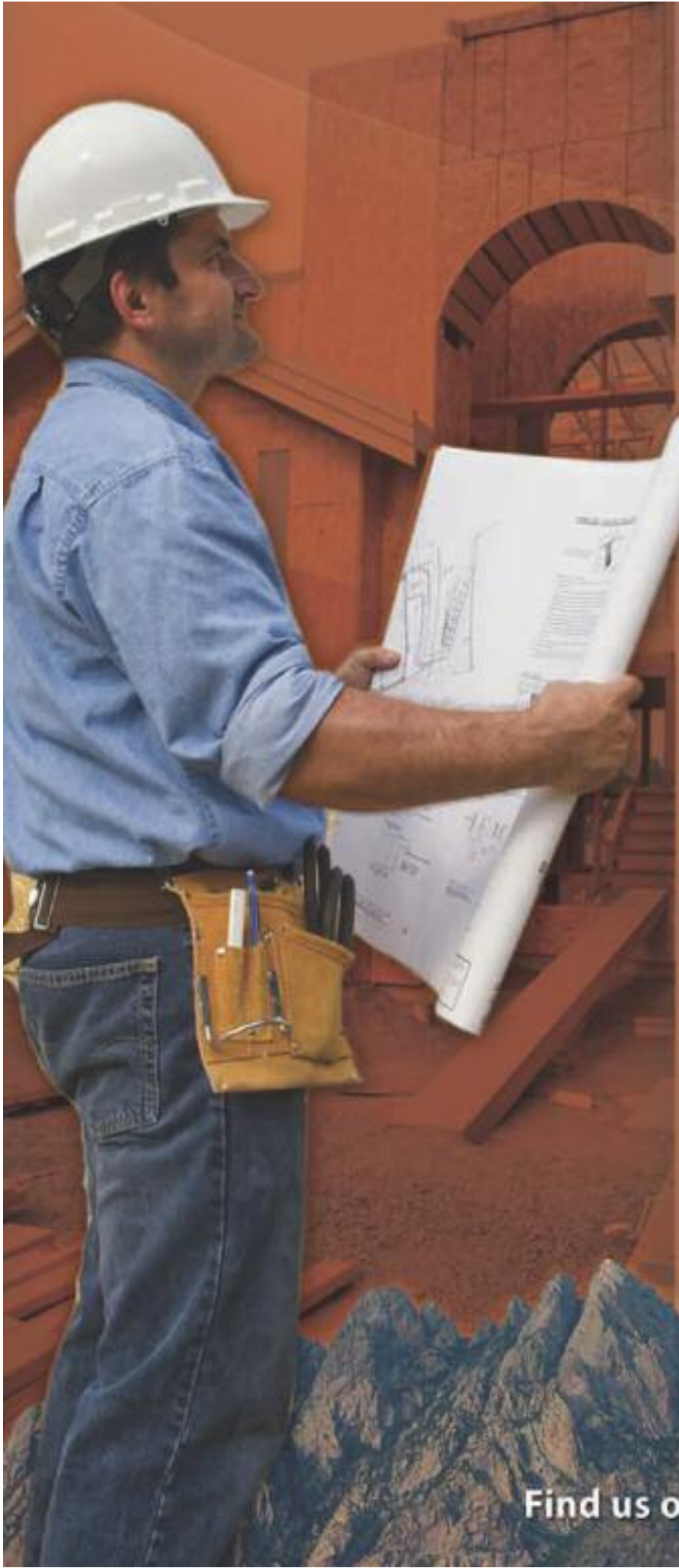
Upcoming events & meetings:

May 6-8
 Spring Showcase
 of Homes
 2nd weekend

May 12
 General Membership
 Luncheon-
 Sponsored by
 Las Cruces Chamber
 of Commerce &
 Builders Trust

May 13
 28th Annual Golf
 Scramble





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New Homes Benefit More Than Just Buyers and Builders

Courtesy of NAHB.com

The only people who benefit when a house is built are the family members who get to live there, and the builder who constructed and sold the home, right?

Wrong. The positive impact of new residential construction is far-reaching, bringing benefits to families, businesses and services throughout a community immediately, as well as for years to come.

According to economists at the National Association of Home Builders, the one-year estimated local impacts of building 100 single-family homes in a typical metro area include \$21.1 million in local income, \$2.2 million in taxes and other local government revenue, and 324 local jobs.

But what does that eco-

nomonic impact mean in the real, day-to-day lives of community residents?

Just think about it. When a family moves to a community and buys a new house, they will likely shop at local stores to buy furniture and accessories to decorate the home. They will fill their car's gas tank at local gas stations so they can get to the stores, have local mechanics work on the car when it breaks down or needs the oil changed, or buy a new car at a local dealer when it's time to replace the old one.

The family may need to hire local companies for regular services to maintain their home, such as landscaping, house cleaning, pet sitters or pool upkeep.

The children will enroll in local schools. This increases enrollment, meaning more teachers, janitors,

cafeteria workers and other school support staff will need to be hired. Those kids will also join sports leagues and other activities, buy equipment and pay registration fees that provide stipends for referees and coaches.

All of this economic activity puts income into the pockets of local business owners and their families, who can then afford to go out and spend money themselves, which recycles even more money into the community's economy.

The new family also pays local and state taxes. These tax revenues help pay for a wide range of government services, including school teachers, police departments, refuse collection, parks maintenance and road repairs.

Over the long term, as the families who move into new homes become part of

the community, their positive impact continues. NAHB estimates that those 100 new homes also provide the community with additional, annually-recurring impacts of \$3.1 million in local income, \$743,000 in taxes and other revenue for local governments, and 53 local jobs.

Families who buy a newly built home enjoy benefits including safety, amenities, energy efficiency and floor plans to fit a modern lifestyle. But the advantages of new homes extend far beyond the buyers and the builders—residential construction has a positive, direct impact on the local community for years.

To learn more about the home-buying process or to find new homes for sale in the Las Cruces area, go to the BIA office at 2825 N. Main or call 575-526-6126.

Wedding Reception?

Graduation Party?

Class Reunion?

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28th Annual GOLF scramble



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Friday, May 13, 2011
Sonoma Ranch Golf Course

Schedule:

11:30 pm Check-in and Lunch
(Reserved Seating for Company Sponsored teams)
1:00 pm Scramble
5:30/6:00pm Awards Ceremony & Raffle



SONOMA RANCH
GOLF COURSE

Sign up NOW....only
36 spots available!

Registration Deadline
Tuesday, May 3, 2011



Almost Time to TEE off at the 28th Annual Golf Scramble

May 13 is quickly approaching and the BIA Golf Tournament Committee is excited to TEE it up at the association's first golf event of 2011. Past association golf events have been filled with lots of fun and great camaraderie. This year's tournament should be no different. While the fabulous setting of Sonoma Ranch Golf Course remains the same, there are a few changes to this year's tournament. This event has been an association tradition for over 25 years, and each time the committee changes things up a bit with new formats and on-course activities.

There are opportunities available to you as a sponsor: Get your name out, be a part of the largest golf tournament in Las Cruces, and have those you want to do business with see and recognize your name. The tournament committee wanted to provide both players and sponsors added incentive to participate in the association's annual golf event. Sponsors are being offered various levels of sponsorships. This year's Title sponsor offers many great opportunities to market your business. Let us know if you would like to sign up for this category or have questions. All levels of sponsorship of this great event are terrific venues to reach out to the people in our community you want to do business with. Sponsors participating in the event will receive a considerable discount.

The Golf Scramble will be May 13 and will be held at Sonoma Ranch Golf Course. Registration forms are available online at www.biasnm.org or by calling (575) 526-6126. We are extremely excited about this year's golf scramble event and look forward to seeing you on the course!

4-player team only \$400!

Want added value?
Be a sponsor!

Player information. Company _____

1) Name: _____ Co.: _____ Ph: () _____

2) Name: _____ Co.: _____ Ph: () _____

3) Name: _____ Co.: _____ Ph: () _____

4) Name: _____ Co.: _____ Ph: () _____



Individual: \$100 # of players _____ x \$100 = \$ _____

4-player team: \$400 = \$ _____

Mulligans: \$5 ea. or 5/\$20 = \$ _____

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Gold Sponsor: \$800 = \$ _____

Silver Sponsor: \$500 = \$ _____

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Hole/Goody bag sponsor: \$100 = \$ _____

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lands, etc. Then take one of the brochures available from the hardware store, or download the rebate form from the internet, fill out the information required and send in the form along with your receipt to the fulfillment house and you will receive your check within 4-6 weeks. El Paso Electric wants to encourage you to continue the use of evaporative coolers because they use one quarter to one third the energy to operate versus an equivalent refrigerated air conditioner. The rebate you can receive is \$300 or \$500 depending on the type of unit you install. **SAVE TWICE!** Save when you purchase the unit and save again when the unit is operating.

You may think that it is a little early to be thinking about cooling, but those hot days when you want to cool your house will be upon us before you know it. El Paso Electric has a program that provides an incentive for you when you purchase an evaporative cooler or high efficiency refrigerated system.

If you own your home and you go to purchase an evaporative cooler, just make sure that the cooler you purchase is on the list of approved coolers listed on EPE's website, www.epelectric.com, or check the listing that is available at the local hardware stores, i.e. Home Depot, Lowes, Suther-

SEER unit. If you select a higher efficient unit (14 SEER or higher), El Paso Electric will help you pay for the difference and you will not only save on the purchase of the new unit, but you will save on the operating cost year after year. **SAVE TWICE!** The rebate on the new system is between \$200 and \$600. Check with your contractor to ensure that the system installed is a qualified matched system. That means that it must be listed by ARI and the coil and condenser are matched. Your contractor can check this out for you! Just download your rebate form from the website www.epelectric.com.

New homes also qualify for a rebate, but the requirements are slightly different. Please check the website for a listing of the requirements.

If you have any questions please go to our website or call (575)523-3570. We are here to help you!

If you have an older refrigerated air conditioning system, El Paso Electric also has a rebate for installing a more efficient HVAC system. When selecting your system, ensure that the SEER Rating and EER Ratings surpass the minimum requirements on the rebate form. The minimum efficient unit that can be installed by code is a 13



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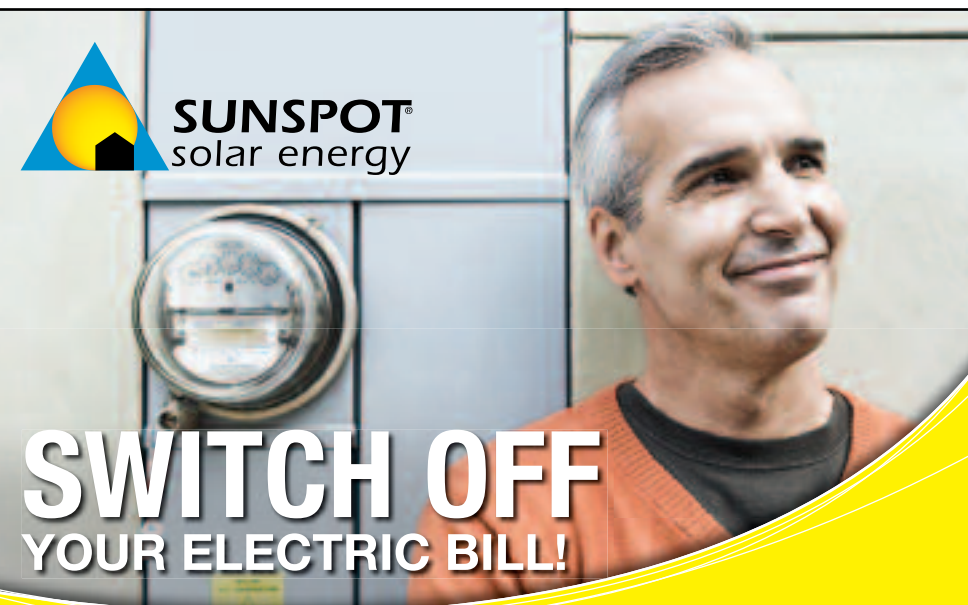
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May is Remodeling Month

By Farrell Thurston, 2011 President, Building Industry Association of Southern New Mexico

Families remodel their homes for many different reasons. It may be to accommodate additional people living in the home, to redesign the space better to better suit the family's current lifestyle, to save money on utility bills, or to reduce their environmental "footprints" and be better stewards of our natural resources.

But as the home building and remodeling industry celebrates Remodeling Month in May, one thing is for sure—remodeling is growing in popularity like never before.

Americans spent \$116 billion on improvements to owner-occupied units in 2010. And economists at the National Association of Home Builders forecast that nationwide remodeling expenditures will increase to \$131 billion by

2012 as the housing market recovers from the recession.

"Many remodelers are seeing increased interest from home owners," said [insert name of your president], president of the [insert name of HBA]. "Remodeling your home can not only bring your family the immediate satisfaction of enjoying a more comfortable living space, but depending on the upgrades you choose, you can realize savings on utility costs and strengthen the long-term value of your home."

Some of the currently most popular remodeling projects, according to NAHB surveys, include bathroom and kitchen remodeling, windows or door replacements, room additions, whole house remodeling, decks, roof re-

placements and finishing basements.

Spring is also when the world celebrates environmental stewardship with Earth Day in April and Arbor Day in June. And green remodeling is one of today's hottest trends.

Green remodeling means incorporating sustainable, durable, and healthier design into the renovation of existing homes. The most popular reason why consumers choose a green remodeling project is a desire to improve their home's energy efficiency or indoor environmental quality.

Some of the top upgrades that can make a home more energy efficient include putting in high-efficiency windows and low-flow water fixtures, replacing appliances and water heaters

with new ENERGY STAR®-rated ones, increasing or upgrading the quality of insulation, and purchasing a high-efficiency HVAC system that is appropriately sized for the area that is to be heated or cooled.

The remodeling industry is wholeheartedly embracing the green movement. Ninety-one percent of remodelers install energy-efficient windows, 86 percent install ENERGY STAR®-rated appliances, and 70 percent incorporate recycled or recyclable materials into their projects.

Home owners who want additional assurance that the remodeler they've chosen is authentically "green" can make sure to hire a remodeler who has earned the Certified Green Professional (CGP) designation.

In order to achieve this designation, remodelers must have at least two years of building industry experience, complete the two-day "Green Building for Building Professionals" course, agree to continuing education requirements and sign a code of ethics, among other requirements.

An added incentive to remodel green is the federal tax credits the government is offering for certain energy efficient home improvements that are installed through the end of 2011.

Installation of qualified energy-efficient insulation material, exterior windows, doors or roofs, and certain electric heat pumps, water heaters and HVAC systems are just a few of the improvements that may qualify for a tax

credit. To find out more information, go to: www.nahb.org/efficiencytaxcredit.

To learn more about remodeling or to find a remodeler in the Las Cruces area, contact Building Industry Association of Southern New Mexico at 526-6126 or go to our website at www.biasnm.org. Go to www.nahb.org/remodel or www.nahbgreen.org for national information and resources



May is
National
Home
Remodeling
Month

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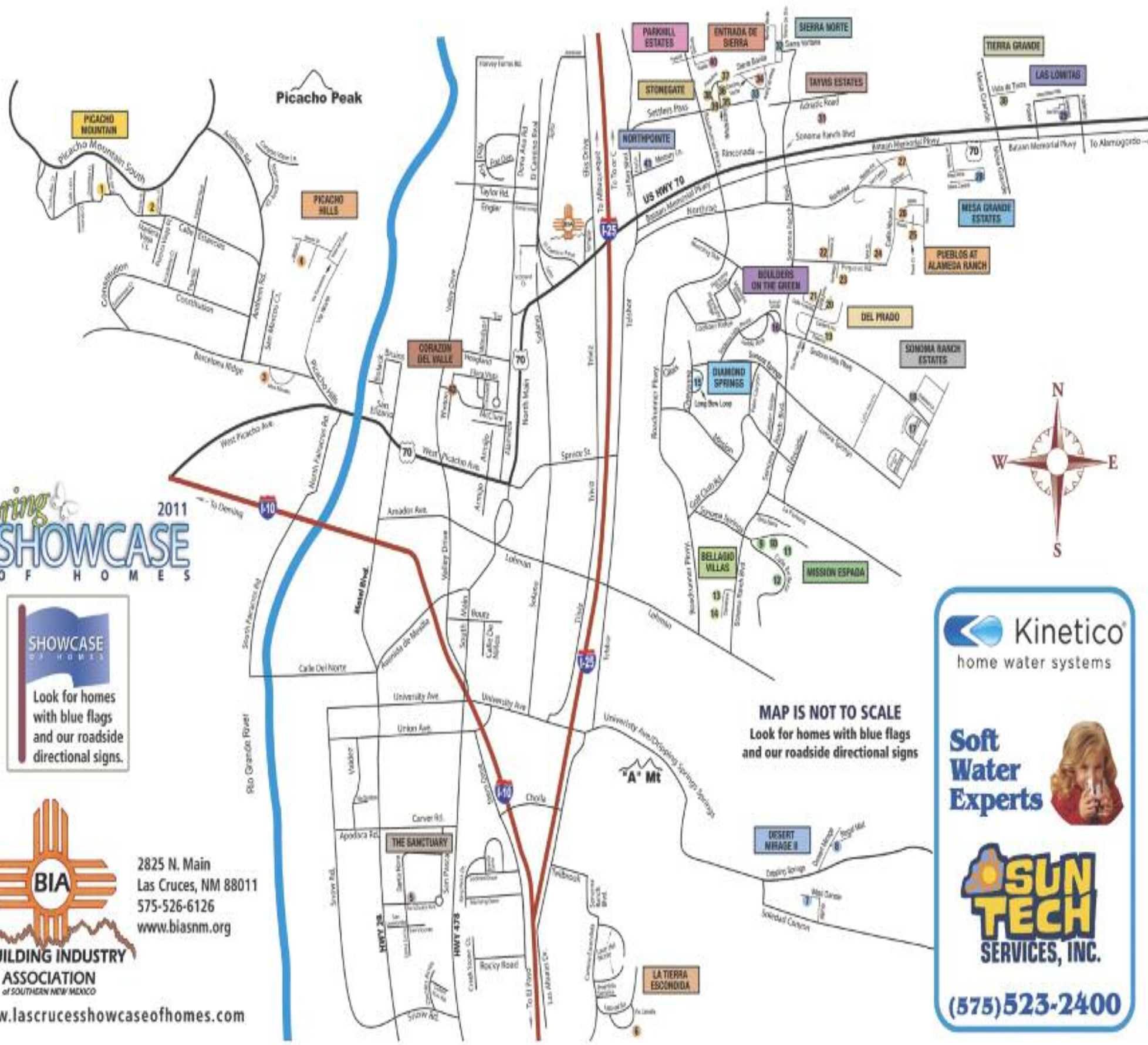
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2011

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Spring SHOWCASE INDEX 2011

O F H O M E S

USE THIS CHART TO LOCATE
DETAILS ON HOMES IN THE
SPRING SHOWCASE OF HOMES.
THE NUMBER REFERS TO THE
HOUSE NUMBER ON THE
SHOWCASE OF HOMES MAP.



House #	Builder	Subdivision	Address	Price Range
1	Picacho Mountain	Picacho Mountain	7034 Calle Estancias	400-500
2	Soledad Canyon Earth Builders	Picacho Mountain	1332 Saltillo Place	1-1.5 million
3	Farrell Thurston Construction	Picacho Hills	5641 Mira Montes	200-300
4	Sonrisa Builders	Picacho Hills	1290 Morisat	200-300
5	Robert Hines Construction	The Sanctuary	1891 Santa Nova Arc	300k-400k
6	Summit Building & Development	La Tierra Escondida	5727 Via Estrella	400-500
7	Desert Sky Builders	N/A	8945 Wind Dancer	600-700
8	Capron Builders & Design Co.	Desert Mirage II	8705 Regal Mist	300-400
9	GL Green & Associates	Mission Espada	4075 Calle Belleza	400-500
10	GL Green & Associates	Mission Espada	4111 Calle Belleza	400-500
11	GL Green & Associates	Mission Espada	4115 Calle Belleza	400-500
12	GL Green & Associates	Mission Espada	4112 Calle Belleza	300-400
13	GL Green & Associates	Bellagio Villas	4322 Capistrano	200-300
14	GL Green & Associates	Bellagio Villas	4318 Capistrano	200-300
15	Binns Construction	Diamond Springs in High Range	2952 Long Bow	300-400
16	Sonoma Ranch Construction	Boulders on the Green	2307 Sedona Hills Parkway	200-300
17	Flair Homes, Inc.	Sonoma Ranch East	4536 Maricopa	200-300
18	Homes of the Southwest by Kolson	Sonoma Ranch Estates	4431 Galisteo Loop	200-300
19	Sonoma Ranch Construction	Del Prado	4204 Canterra Arc	200-300
20	Summit Building & Development	Del Prado	4316 Calle Bonita	200-300
21	Hakes Brothers	Del Prado	4357 Del Prado Way	100-200
22	Hakes Brothers	Pueblos @ Alameda Ranch Ph 3	4205 Hermia Ct.	200-300
23	Thurston Equity Corp.	Pueblos @ Alameda Ranch Ph 3	4122 Santiago Way	100-200
24	Summit Building & Development	Pueblos @ Alameda Ranch Ph 3	4260 Lyra	300-400
25	Enchanted Desert Homes LLC	Pueblos @ Alameda Ranch Ph 2	4334 Tewa Ct	300-400
26	Team Builders	Pueblos @ Alameda Ranch Ph 2	4312 Isleta	500-600
27	Enchanted Desert Homes LLC	Pueblos @ Alameda Ranch Ph 1	4431 Nambe Arc	400-500
28	Jones Construction Co.	Mesa Grande Estates	4639 Mesa Central	200-300
29	Sonrisa Builders	Las Lomitas	6447 Serrano Drive	100-200
30	Spirit Views Homes	Tierra Grande	5014 Vista de Tierra	100-200
31	HBC	Tayvis Estate	3920 Adriatic	100-200
32	Hakes Brothers	Sierra Norte	7505 Sierra De Oro	100-200
33	Southern Comfort Builders, LLC	Sierra Norte	7349 Vista de Sobre	100-200
34	Veloz Homes	Entrada De Sierra	3558 Camino Verde	100-200
35	Binns Construction	Stone Gate	2116 Whitstone	100-200
36	Binns Construction	Stone Gate	2128 Whitstone	100-200
37	Binns Construction	Stone Gate	2381 Flintstone	100-200
38	Binns Construction	Stone Gate	2329 Flintstone	200-300
39	Binns Construction	Stone Gate	2304 Flintstone	200-300
40	Veloz Homes	Parkhill Estates	1295 Sapillo Drive	100-200
41	Salas Homes LLC	North Point	1925 Mercury	100-200
42	Flair Homes, Inc.	Corazon Del Valle	1717 Winton Drive	100-200

APRIL 29, 30, MAY 1 & MAY 6,7,8

Fridays 4pm-7pm · Saturdays 10am-7pm · Sundays 12pm-5pm

When planning your tour, look for the homes with blue flags & our roadside directional signs. Some homes may not be open. Please contact the BIA or visit the Showcase website for a final list of Spring Showcase homes. 575-526-6126

www.lascrucesshowcaseofhomes.com

Las Cruces Spring Showcase of Homes

The 2011 Showcase of Homes is now happening! The Las Cruces Sun-News has published the guidebook, which is available at the Building Industry Association. A complete list and map can also be found online at www.lascrucesshowcaseofhomes.com or by visiting us on our facebook page. Come out and see one of our biggest shows with 43 homes on route! Only one weekend left! Virtual tours of the homes will be available on the website after the show commences. Find detailed information about the showcase homes and builders contacts.

I'm proud to announce that the following builders will be participating in this year's show:

Team Builders

Salas Homes LLC
 Jones Construction Co.
 Sonoma Ranch Construction
 Enchanted Desert Homes LLC
 Summit Building & Development
 Binns Construction
 Picacho Mountain HBC
 Thurston Equity Corp.
 Desert Sky Builders
 Capron Builders& Design Co.
 Veloz Homes
 Homes of the Southwest by Kolson
 Southern Comfort Builders, LLC
 GL Green & Associates
 Farrell Thurston Construction
 Sonrisa Builders
 Hakes Brothers
 Soledad Canyon Earth Builders
 Exit Realty Horizons
 Flair Homes, Inc
 R. Hines Construction
 Red Mesa Builders

Visit the Showcase of homes, happening now and see the finest homes in Las Cruces! Last weekend is May 6th - 8th! Please see pages 9 and 10 for a Showcase MAP and index. Thank you to our sponsors who made this years showcase possible, Kathryn.

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Spring 2011 LAS CRUCES, NM SHOWCASE OF HOMES

Platinum



Gold



Silver




Bronze



Title Sponsor Partner



A woman with blonde hair in a bun, wearing a white t-shirt and blue jeans, is sitting on a white drop cloth on a wooden floor. She is holding a paintbrush and looking up at a wall that is being painted yellow. There are paint trays and a tray of paint on the floor in front of her.

**A great home is waiting
for you in a special
community.**

Find Homefinder at www.repress.com!

www.las-cruces.com
LAS CRUCES SUN-NEWS