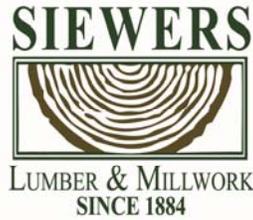


July 17, 2013



*“Preserving the Past while Building the Future.”*



*Celebrating 129 Years of Service*

*A note from the Siewers Family...*

We hope you and your family had a wonderful 4<sup>th</sup> of July! We want to thank our veterans and all of our current military for protecting all of our freedoms. Thank you for your service!

Siewers Lumber has added some new items to our inventory. We now carry Primed Paulownia 16' Boards, Radiatta Pine 6-Panel Interior Doors and 6 x 6 Select Tight Knot Cedar. We strive to continue to meet the standards that our customers have for us. Please let us know if you have an item we should carry that we do not currently have in stock. We value and cherish your feedback on our inventory!

We have begun planning for our bi-annual Architectural Products Show on September 19<sup>th</sup>. We will be having over 20 vendors working the event to answer any and all of your questions. Exciting news for this year will be the addition of a speaker at the event. Craig Webb, the Editor of Remodeling Magazine & ProSales Magazine will be speaking at the show! Craig has spoken around the country and we are so thrilled to be able to offer this speaker for you!

Thank you for reading our newsletter and for your feedback on ways of making it better. Please continue to let us know your needs and that your needs are being met. Remember to mark your calendar for the Architectural Products Show on September 19<sup>th</sup>.

*-The Siewers Family*

July 17, 2013

## Economic News

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### Housing Recovery, but Not For All

Driven by rising home prices and growing demand, the U.S. housing recovery is well underway, concludes The State of the Nation's Housing report by the Joint Center for Housing Studies of Harvard University.

Driven by 1.1 million renter households, last year marked the second consecutive year of double digit percentage increases in multifamily construction. But the flip side of the strong rental market was the continued slide in homeownership rates. The drop was especially with the 25-54 year olds, whose homeownership rates were at their lowest point since recordkeeping began in 1976.

The recovery is good news for many but the number of Americans shelling out half or more of their income on housing is at an all-time high. At last count, 20.6 million households were shouldering such severe burdens, including nearly seven out of ten households with annual incomes of less than \$15,000 (roughly equivalent to year-round employment at the minimum wage). But the report notes, even as the need has never been greater, federal budget sequestration will pare down the number of households receiving rental housing assistance.

Download the entire report at (<http://www.jchs.harvard.edu/sites/jchs.harvard.edu/files/son2013.pdf>.)

### Housing Report: Closer to Home

About 70% of a group of Virginia Realtors who participated in a survey say that housing market conditions were slightly better in the first quarter of this year, according to a report from the Federal Reserve Bank of Richmond.

“Overall market conditions, customer traffic, sales prices, inventories and financing conditions all showed improvement from last year’s survey,” Richmond Fed regional economist, Andy Bauer. “Importantly, the inventory situation has turned with a large majority of respondents now reporting that inventories are low and that distressed properties are having less of an impact on home prices.”

### Virginia falls to #5 on list of best business states

After holding the No. 1 slot in 2011, Virginia fell for the second year in a row. They were tied with Utah in the No. 5 slot. Virginia held the No. 1 slot 3 times in the past 7 years. The report was processed by CNBC for the last 7 years.

The survey showed Virginia ranked in the top 10 in the workforce, business friendliness, education and economy categories. The state came in 6<sup>th</sup> in the workforce and business friendliness category.

Article found in the July 10<sup>th</sup> Richmond Times Dispatch.

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### **Employer Mandate Delay Spells Trouble for Obama Care**

The administration's decision to postpone implementation of the Affordable Care Act's employer mandate until after 2014 midterm elections is just the first to fall. More will be falling soon thanks to the administration's belated recognition that the health care law will be job killing burden on business.

It increasingly looks as though that insurance will be very expensive, especially for the young and healthy. In fact, as the Wall Street Journal recently reported, some consumers "could see insurance rates double or even triple when they look for individual coverage under the federal health law later this year." 20 – 29 year olds on the individual market not eligible for subsidies will see their premiums increase 42 percent.

By postponing the employer mandate, therefore, the administration has shifted costs from employers to workers and/or taxpayers. So we should expect the administration to come under pressure to postpone the individual mandate as well.

*This article appeared in Daily Caller on July 4, 2013*

### **Contractor News**

#### **NARI Sends Out Call to Action to Remodelers Regarding RRP**



If you have not already done so, there is still time to send a letter. Just follow the instructions below.

Copy the text from [this letter](#) onto your company letterhead.

Modify the letter to address your representative. To find your representative, type your address into this [Website](#).

Describe your company in the highlighted areas of the letter.

Print the letter and sign it.

Fax a copy to the representative's office, also found on this [Website](#).

Fax or e-mail a copy of that letter to NARI National office, (847) 298-9225 or [marketing@nari.org](mailto:marketing@nari.org).

#### **Adopted Mechanic's Lien Code in Virginia**

The Virginia General Assembly has adopted an amendment to the Mechanic's Lien Code providing that an unlicensed contractor may not claim a mechanic's lien if a valid contractor's license or certificate was required by law for the work performed. The bill also requires that the lien claimant place licensing information on the face of the lien memorandum does not invalidate the mechanic's lien if the lien claimant can otherwise be reasonably identified in the records of the Board of Contractors.

To see the text of the bill as currently drafted and adopted by both the House and the Senate, go <http://lis.virginia.gov/cgi-bin/legp604.exe?131+ful+HB1913S1>.

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***Learn how to Repair a Rotten Door Entry?***

Go to <http://www.thisiscarpentry.com/2012/10/12/repairing-rotten-door-entry/>

***What does the new Virginia Worker Privacy Law mean for your business?***

Starting July 1, 2013, employers in Virginia run a risk if they disclose “personal identifying information” about their current or former employees. New Virginia Code 40.1-28.7:4 provides that “employers shall not, unless a listed exemption applies, be required to release, communicate, or distribute to a third party, any current or former employee’s personal identifying information.”

Personal identifying information is defined as an employee’s home telephone number, mobile telephone number, email address, shift times, or work schedule.

Employers should now consider adding to their list of on boarding documents an authorization form for employees to sign giving the employer permission to share personal identifying information for specifically listed business purposes, or including it as part of the handbook acknowledgement.

***Daily Boost of Positivity***

It isn’t just your attitude, behavior and personality that dictate how well you’re prepared to succeed. The technology and tools you use also say a lot about your capacity to deliver results. Has it been too long since you upgraded your mobile devices? Do you make regular use of online services that can help you sell better and faster? Make sure you’re using the tools that positively influence how customers see you and your professionalism.

***Quick Contractor Tip***

***Dust Control for Remodels***

Plastic sheeting is a big help for controlling dust in a remodeling project. To hold it tight to the ceiling, use a 2 x 2 with padded carpet scraps stapled to the top. Drill holes in the underside of the 2 x 2 that are large enough to insert 1” PVC pipe. The pipes are 6” longer than the ceiling height. The “spring” of the pipes keeps the 2 x 2 and the plastic firmly in place against the ceiling. Orient the curve of the pipe away from the workspace, making it a little roomier on the business side of the plastic. DAN REICH, Sherrill , Iowa

***How would you like to be published in a future issue of Siewers Newsletter?***

Be sure it is a quick tip that can help another contractor and one that is simple to understand (“Even I need to understand it!”) It also must be economical to create. Submit your tips to use at [laurenf@siewers.com](mailto:laurenf@siewers.com).

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**HOT...HOT...HOT...PROTECT YOURSELF**

*Drink Plenty of Water      Wear a hat*

*Access the shaded areas      Monitor your workers*

***BE CAREFUL OF HEAT STRESS***

*Be sure and bring your business card next time you visit Siewers. Just drop it into the glass fish bowl on the counter to enter a monthly drawing.  
Good Luck!!!*

*Congratulations to Barry Griffin with Griffin Customs our July winner!*

***Save The Date***  
***September 19th***  
***2013 Siewers Architectural Products Show***

***Flu Shots October 2<sup>nd</sup>***

***Share with others. . . . .***  
***If you know someone that would like to receive our “Siewers Newsletter”, have them email us and we will add them to our distribution list.***

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Economy Snap Shot.....

	<u>Unemployment Rate – Entire U.S.</u>	<u>Consumer Confidence (Indexed to value of 100 in 1985)</u>	<u>Total Housing Starts /Seasonally Adjusted Annual Rate</u>
June 2013	7.6%	81.4	836,000
Prior Month – May 2013	7.6%	74.3	928,000
Prior Year – June 2012	8.2%	62.7	757,000

	<u>Gallon (\$) Of Gas</u>	<u>Existing Home Sales</u>
June 30, 2013	\$3.49	N/A
Prior Month – May 2013	\$3.61	5,180,000
Prior Year – June 2012	\$3.34	4,370,000

**Market Summary**

	<u>July 17, 2013</u>	<u>1/01/13</u>	<u>7/01/12</u>
DOW	15,451	13,104	12,880
NASDAQ	3,598	3,019	2,935
S&P 500	1,676	1,426	1,362

July 17, 2013

Company Mission

To serve the needs of contractors and do-it-yourselfers.



**“Success comes to the person today who does today what you were thinking about doing tomorrow.” Unknown Author**

**Siewers Lumber & Millwork  
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[www.siewers.com](http://www.siewers.com)**

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**Hours:  
Monday – Friday  
7:30 a.m. – 4:30 p.m.**

**....Next issue August 16th**