



Housing Market Index (HMI)

Special Questions on Rebuilding Homes in
Affected Areas in the Event of a Natural
Disaster

February 2019

Economics & Housing Policy Group



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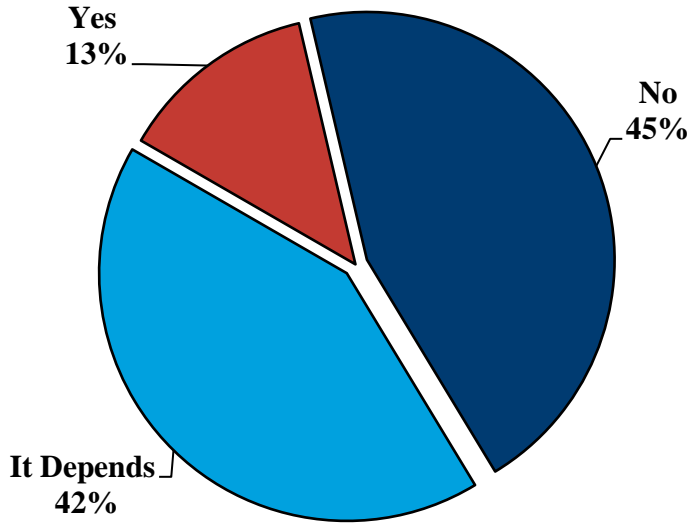
Introduction:

For more than 25 years, the National Association of Home Builders (NAHB) has conducted a monthly survey of its builder members that is used to generate the NAHB/Wells Fargo Housing Market Index (HMI). The main section of the HMI survey asks builders to rate market conditions for the sale of new homes at the present time and expected over the next 6 months, as well as the traffic of prospective buyers. The results are combined into a single composite index that measures the overall strength of the market for new single-family housing.

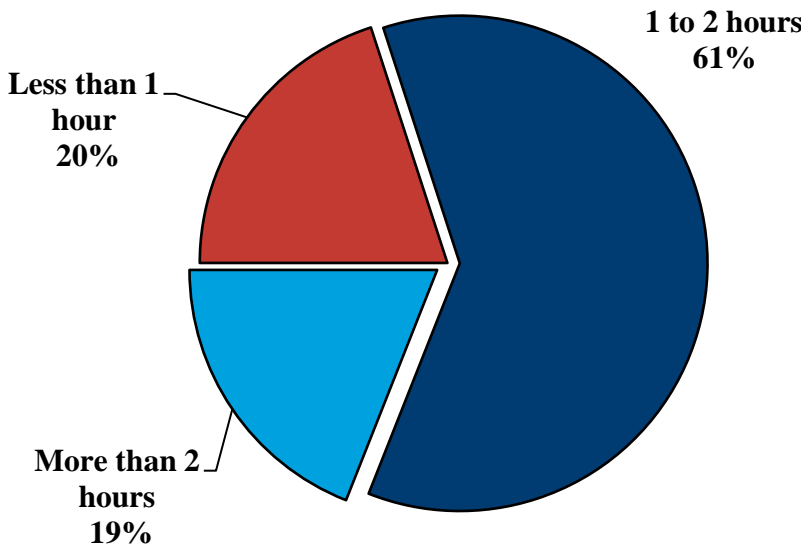
Throughout its history, the HMI has generally performed well as a leading indicator of single-family housing starts and is widely reported in business media and used by government and Wall Street analysts. This month survey was sent electronically to a panel of roughly 2,200 builder members. Results are broken down by the four census regions and by total number of units started in 2018. The survey sample is refreshed annually to keep the panel consistent overtime.

In addition to the questions that provide the data needed to compute the HMI, the survey often also includes a set of “special” questions on a topic of current interest to the housing industry. The special questions for this month cover issues relating to dealing with rebuilding homes in the affected areas in the event of natural disasters. The results in this report are based on 214 responses.

**Q1. In the event of a natural disaster (e.g. hurricane, flooding, earthquake, wildfire) outside your normal area of operation, would you be willing to deploy your company (or part of it) to work on rebuilding the affected area?
(Percent of Respondents)**

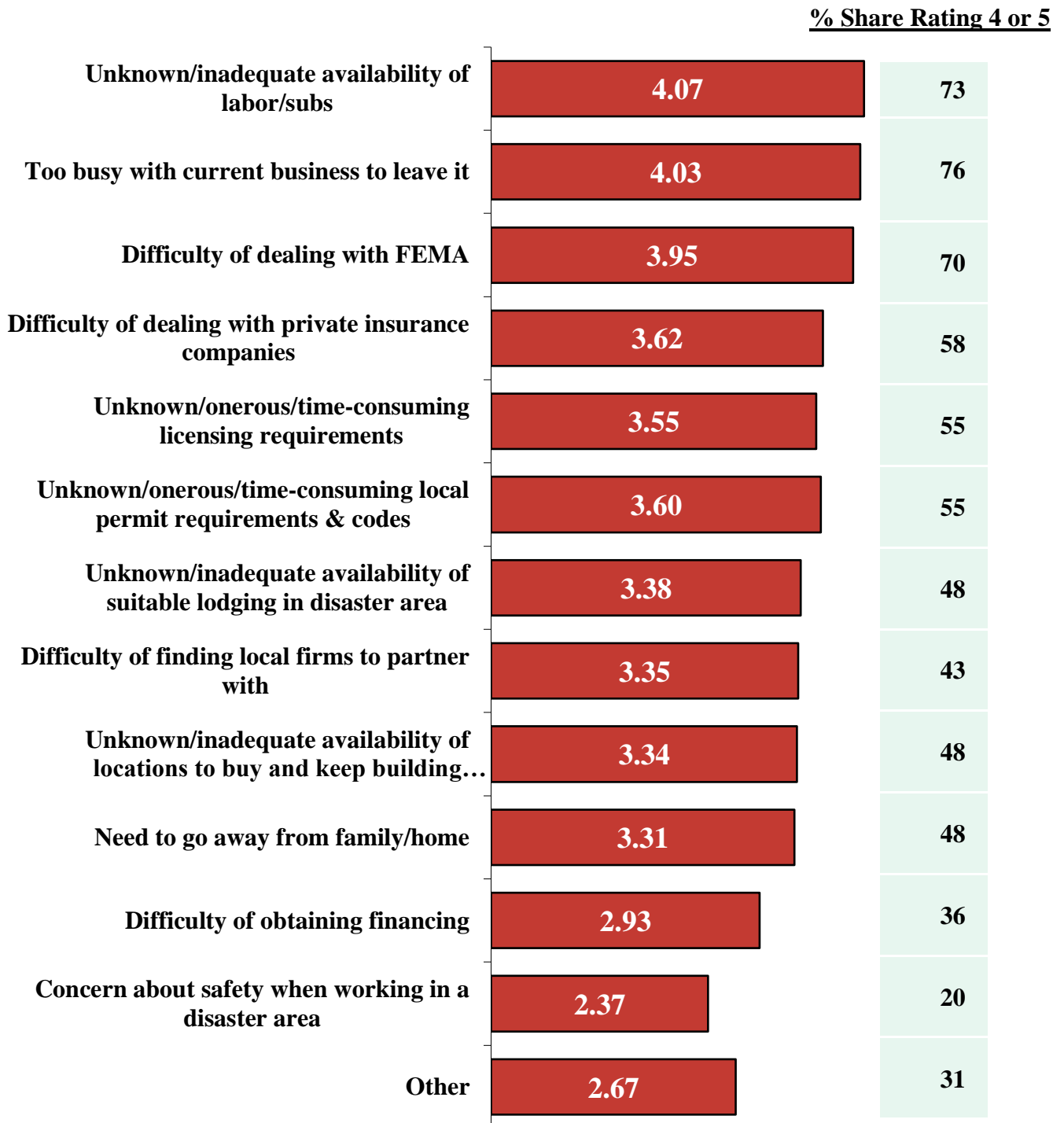


**Q2. If you said 'yes' or 'it depends' in question 1, how far would you be willing to drive one-way each day to get to the worksite?
(Percent of Respondents)**



Q3. How much of an obstacle would each of the following factors be to deploying your company to work in the affected area? Use a scale from 1 to 5, where 1=Not an obstacle at all and 5=Major obstacle.

(Average Rating)

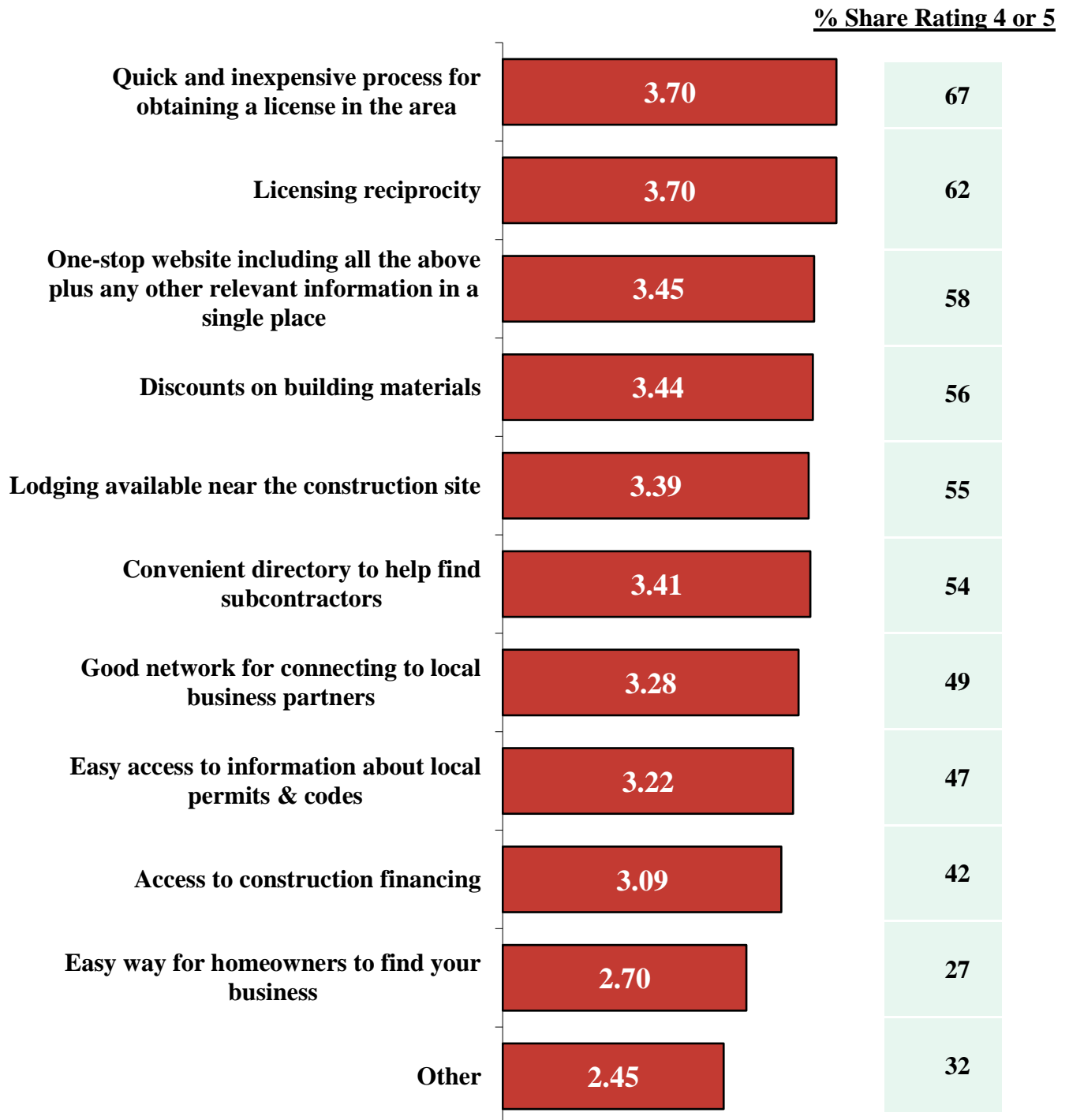


COMMENT: *If you checked "Other" in question 3 about an obstacle be to deploying your company to work in the affected area? Use a scale from 1 to 5, where 1=Not an obstacle at all and 5=Major obstacle., please specify:*

- * Assurance of getting paid on time.
- * At this stage of my life I don't need the aggravation. 20 years ago I would have gone.
- * Cost.
- * Do not have any employees. Use sub-contractors.
- * I am 58 years old, leave that traveling to the young guys, I already did my share.
- * I build new homes that I sell. I do not build or do repairs for other companies. Repairing damaged homes is not my line of work.
- * I can't leave my wife for health reasons. Never thought about the rest of the obstacles.
- * Length of time needed to accomplish the project.
- * Local Conservation Commission.
- * Medical.
- * No reason.
- * Our subs are a major portion of our team, starting over with new ones would generate a significant challenge to maintaining the quality reputation requires.
- * Qualified contractors to do the work.
- * This would not be work I would seek out as spec home or commercial projects but would be willing to do only is hired by insurance company to build a good number of homes etc.
- * Trust in people I can't manage as closely as now.
- * Unclear what other might be?
- * Unknowns are usually not an insurmountable obstacle.
- * We are a public company not part of our core business.
- * We are simply too small of a company to pull resources away from our existing projects.
- * We would not consider this. We are very lean from a people perspective.
- * We're a small company using primarily subcontractors, so this wouldn't really work for us.
- * Willing to help if needed!

Q4. To what extent would each of the following increase your willingness to deploy your company to work in the affected area? Use a scale from 1 to 5, where 1=No increase at all and 5=Major increase.

(Average Rating)

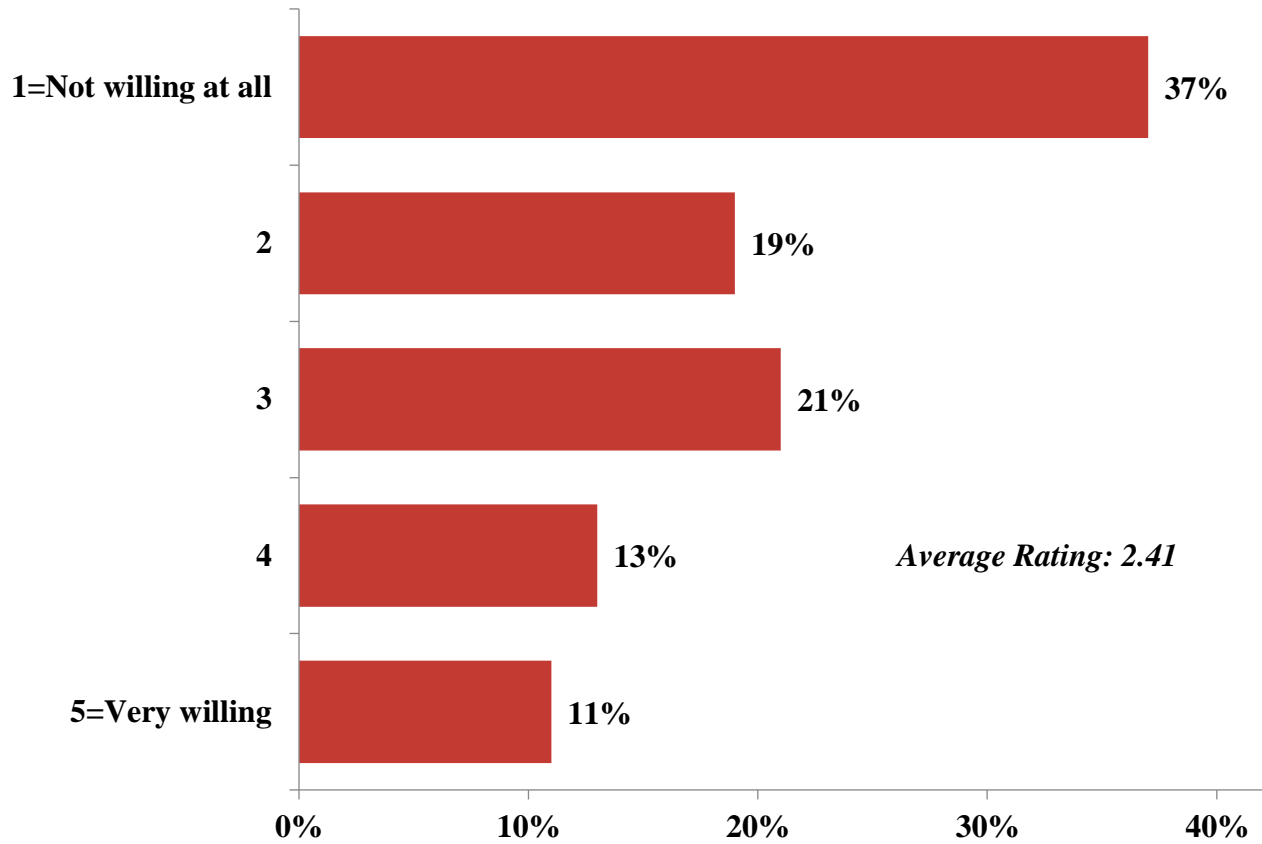


COMMENT: *If you checked “Other” in question 4 about extent to which increase your willingness to deploy your company to work in the affected area? Use a scale from 1 to 5, where 1=No increase at all and 5=Major increase, please specify:*

- * All of it, easier the process, the better the chance.
- * Assurance of getting paid every 2-4 weeks.
- * Do not have employees. So nothing to move.
- * I have just been through a disaster and it is the 3rd one of my career. I have no desire to pursue this kind of work. There is a shortage of subs and materials, huge cost increases, and you customers are rightfully at their wits end. Insurance is a constant fight and the project is not something the customer desired. It was forced upon them.
- * I ramp up and add capacity to do the work and then the work is complete and then what do I do?
- * Medical.
- * Not applicable
- * Not possible for me to leave home.
- * This would not be work I would seek out as spec home or commercial projects but would be willing to do only if hired by insurance company to build a good number of homes etc.
- * We are booked 12-18 months in advance on high end custom work. I do not feel as though the financial metrics involved in disaster relief would actually work for us to cancel these projects to relocate elsewhere to perform that work. In the spirit of Community and Charity, we would not be opposed to participating in the relief effort on an advisory level.
- * We would not consider this.

Q5. If a natural disaster occurred in your area, how willing would you be to partner with an outside contractor (licensed in his/her area, but not yours) who would operate under your license? Use a scale from 1 to 5, where 1=Not willing at all and 5=Very willing

(Percent of Respondents)



Q6. COMMENT:

- * A good portion of our business is based on our client base. When a client comes to us or a referral from a client we bend over backward to service them. Many times we are in the position of not having to compete in the bidding process. We enjoy a lot of cost plus work so trust is a major theme in working with our clients.
- * Have major family medical problems that deter me from major activity.
- * I am just a small builder and have subcontractors, so I am not able to participate in an event like this.
- * I am not sure I follow the logic behind this survey? It isn't that we are not helpful, but it would just depend on the circumstances.
- * I don't work as a subcontractor.
- * I stop answering the questions because I would only be interested in complete rebuilds. My company does not do any remodeling. Although there is a need for the housing, normally local businesses don't like the out of towners coming in and 'helping'. Even though more people are effected then the local businesses can service. Anything over 2 hours away and I feel I lose my quality of oversight.
- * I think the question about deploying is fraught with dangers. Not sure how workable this solution is. After the NAPA fire in California I had several homes belonging to friends and attempted to repair them. The permitting process was prohibitive.
- * I would not let anyone operate under my license.
- * In such a situation, liability insurance would be a major factor. We have a good reputation, and partnering with an outside firm but we don't know would be extremely risky for us, or anybody in this area for that matter. Also, whether there is a disaster in our area or we are traveling to another area, the issue of warranty work is extremely important. Construction following a disaster could be quick and shanty as a result. That would impact our bottom line in the long-term.
- * Living in Wilmington, NC, we have experienced many hurricanes and know firsthand what hardships have to be overcome in order to get a business and community back up and running. However, to leave our business behind would be irresponsible to the buyers that have contracted with us to build their homes and expect to have a place to live by an agreed upon date in time. As much as we understand the needs of those having gone through a natural disaster, they are our first obligation.
- * None.
- * Not willing to put my reputation and license in someone else's hands.
- * Our company is very small and we don't have the resources to send people to help. We could possibly donate money to help out.
- * Outside contractor would have to have an excellent reputation. How do you gauge that? Just having a license is not really a good indicator of the quality and ethos of a contractor.
- * Sharing license is too risky. Can't afford to lose it because of someone else.
- * Since our company is suited more to luxury home new construction, we are less inclined to participate in this type of construction project unless the timing is right and business is not up to par.
- * Texas doesn't require a license for General Contractors.
- * That is illegal to do.
- * The answer for number 8 is due to the law structure in the State of Florida. NAHB would need to work with the state HBA to ensure that the local members were protected. If this is something NAHB is pursuing I applaud them! There is still a need for something of this nature in the areas affected by Hurricane Michael. I would also add inspectors to this list. There is a great void in that respect in the same area right now.

Q6. COMMENT: - *continued*

- * Totally depends on who that person/entity is.
- * We are a production builder. We build the same plans over and over and are not set up to re-build or renovate/repair every different house in multiple locations.
- * We are too small to be of value and not enough staffing to be able to do a good job.
- * We attempted to go to Joplin when the tornado hit several years ago and the builders and building community wanted no part of us being there. We stayed home.
- * We have had that happen a couple of times in the past I my area! Many many of the people that come in are very very bad people that rip of the clients then we as constructions people take the hits.
- * Within legal limits and they having a proven track record to minimize my risk.
- * Would be exciting to work my area.
- * Would have to know someone that I know AND come highly recommended in order to even consider this. High possibility of running into MAJOR problems.

Detailed Tables

Q1. In the event of a natural disaster (e.g. hurricane, flooding, earthquake, wildfire) outside your normal area of operation, would you be willing to deploy your company (or part of it) to work on rebuilding the affected area?

(Percent of Respondents)

	Total	Region				Total No. of Units Started in 2018			
		NE	MW	S	W	5 or Fewer	6-24	25-99	100+
Yes	13	11	7	11	25	11	13	13	14
No	45	56	48	51	25	34	53	54	41
It Depends	42	33	46	38	50	55	34	33	45
Responses	208	18	46	100	44	62	64	46	22

Q2. If you said ‘yes’ or ‘it depends’ in question 1, how far would you be willing to drive one-way each day to get to the worksite?

(Percent of Respondents)

	Total	Region				Total No. of Units Started in 2018			
		NE	MW	S	W	5 or Fewer	6-24	25-99	100+
Less than 1 hour	20	14	13	21	25	28	17	5	
1 to 2 hours	61	71	74	65	44	56	63	67	75
More than 2 hours	19	14	13	15	31	15	20	29	25
Responses	110	7	23	48	32	39	30	21	12

Q3. How much of an obstacle would each of the following factors be to deploying your company to work in the affected area? Use a scale from 1 to 5, where 1=Not an obstacle at all and 5=Major obstacle

(Percent of Respondents)

	Total	Region				Total No. of Units Started in 2018			
		NE	MW	S	W	5 or Fewer	6-24	25-99	100+
Need to go away from family/home									
1=Not an obstacle at all	18	20	19	20	14	22	14	17	20
2	11	20	3	12	14	15	8	17	7
3	22	7	31	15	36	15	24	22	33
4	18	40	14	20	11	11	24	19	33
5=Major obstacle	30	13	33	34	25	38	31	25	7
Average Rating	<i>3.31</i>	<i>3.07</i>	<i>3.39</i>	<i>3.37</i>	<i>3.19</i>	<i>3.29</i>	<i>3.51</i>	<i>3.19</i>	<i>3.00</i>
Responses	169	15	36	82	36	55	51	36	15
Too busy with current business to leave it									
1=Not an obstacle at all	3		3	2	5	5	4		
2	10	20	11	8	8	16	8		13
3	12	13	16	11	11	9	15	13	6
4	32	33	30	30	37	31	23	38	56
5=Major obstacle	44	33	41	49	39	38	50	49	25
Average Rating	<i>4.03</i>	<i>3.80</i>	<i>3.95</i>	<i>4.14</i>	<i>3.97</i>	<i>3.80</i>	<i>4.08</i>	<i>4.36</i>	<i>3.94</i>
Responses	174	15	37	84	38	55	52	39	16
Concern about safety when working in a disaster area									
1=Not an obstacle at all	34	47	24	36	34	40	24	38	27
2	24	20	19	26	26	27	28	15	27
3	22	13	38	21	13	16	28	18	40
4	11	13	5	11	16	9	10	21	7
5=Major obstacle	9	7	14	6	11	7	10	8	
Average Rating	<i>2.37</i>	<i>2.13</i>	<i>2.65</i>	<i>2.26</i>	<i>2.42</i>	<i>2.16</i>	<i>2.54</i>	<i>2.44</i>	<i>2.27</i>
Responses	171	15	37	81	38	55	50	39	15
Unknown/onerous/time-consuming licensing requirements									
1=Not an obstacle at all	12		3	15	18	15	8	15	7
2	11	13	5	13	11	13	8	5	20
3	23	27	22	25	18	19	26	21	27
4	20	7	22	23	18	17	24	21	27
5=Major obstacle	35	53	49	25	34	37	34	38	20
Average Rating	<i>3.55</i>	<i>4.00</i>	<i>4.08</i>	<i>3.30</i>	<i>3.39</i>	<i>3.48</i>	<i>3.68</i>	<i>3.62</i>	<i>3.33</i>
Responses	170	15	37	80	38	54	50	39	15

Q3. How much of an obstacle would each of the following factors be to deploying your company to work in the affected area? Use a scale from 1 to 5, where 1=Not an obstacle at all and 5=Major obstacle

(Percent of Respondents) - continued

	Total	Region				Total No. of Units Started in 2018			
		NE	MW	S	W	5 or Fewer	6-24	25-99	100+
Unknown/onerous/time-consuming local permit requirements & codes									
1=Not an obstacle at all	10		5	11	16	11	10	10	14
2	8	14		8	16	13	4	5	14
3	27	29	30	29	18	22	31	23	21
4	21	7	19	27	18	17	24	21	36
5=Major obstacle	33	50	46	25	32	37	31	41	14
Average Rating	<i>3.60</i>	<i>3.93</i>	<i>4.00</i>	<i>3.47</i>	<i>3.34</i>	<i>3.56</i>	<i>3.61</i>	<i>3.77</i>	<i>3.21</i>
Responses	168	14	37	79	38	54	49	39	14
Unknown/inadequate availability of suitable lodging in disaster area									
1=Not an obstacle at all	8		6	11	8	13	4	10	7
2	15	13	19	10	21	17	16	8	20
3	29	47	33	26	24	24	27	38	33
4	27	13	25	31	24	30	20	26	33
5=Major obstacle	21	27	17	21	24	17	33	18	7
Average Rating	<i>3.38</i>	<i>3.53</i>	<i>3.28</i>	<i>3.41</i>	<i>3.34</i>	<i>3.20</i>	<i>3.61</i>	<i>3.33</i>	<i>3.13</i>
Responses	169	15	36	80	38	54	49	39	15
Unknown/inadequate availability of labor/subs									
1=Not an obstacle at all	4			5	8	6	4	5	
2	7	7	9	4	11	11	6	3	
3	17	27	17	16	14	19	15	13	27
4	23	13	29	18	32	13	19	28	47
5=Major obstacle	50	53	46	58	35	51	56	51	27
Average Rating	<i>4.07</i>	<i>4.13</i>	<i>4.11</i>	<i>4.19</i>	<i>3.76</i>	<i>3.92</i>	<i>4.17</i>	<i>4.18</i>	<i>4.00</i>
Responses	167	15	35	80	37	53	48	39	15
Unknown/inadequate availability of locations to buy and keep building materials									
1=Not an obstacle at all	10	7	5	10	16	13	8	10	7
2	18	20	19	18	16	19	8	23	27
3	24	20	14	29	24	20	26	23	33
4	26	13	41	20	32	26	30	23	20
5=Major obstacle	22	40	22	24	13	22	28	21	13
Average Rating	<i>3.34</i>	<i>3.60</i>	<i>3.54</i>	<i>3.30</i>	<i>3.11</i>	<i>3.26</i>	<i>3.62</i>	<i>3.21</i>	<i>3.07</i>
Responses	170	15	37	80	38	54	50	39	15

Q3. How much of an obstacle would each of the following factors be to deploying your company to work in the affected area? Use a scale from 1 to 5, where 1=Not an obstacle at all and 5=Major obstacle

(Percent of Respondents) - continued

	Total	Region				Total No. of Units Started in 2018			
		NE	MW	S	W	5 or Fewer	6-24	25-99	100+
Difficulty of obtaining financing									
1=Not an obstacle at all	23	20	8	31	22	28	20	16	33
2	18	13	5	25	19	15	12	37	20
3	23	27	24	22	22	28	22	16	33
4	15	7	32	9	14	9	22	11	7
5=Major obstacle	21	33	30	14	24	20	25	21	7
Average Rating	2.93	3.20	3.70	2.49	3.00	2.80	3.22	2.84	2.33
Responses	170	15	37	81	37	54	51	38	15
Difficulty of finding local firms to partner with									
1=Not an obstacle at all	7		6	9	6	9	6	8	
2	15	7	8	21	14	15	10	24	20
3	35	40	28	35	42	35	39	30	33
4	22	7	33	21	19	28	16	24	20
5=Major obstacle	21	47	25	15	19	13	29	14	27
Average Rating	3.35	3.93	3.64	3.12	3.33	3.20	3.53	3.11	3.53
Responses	168	15	36	81	36	54	51	37	15
Difficulty of dealing with FEMA									
1=Not an obstacle at all	5			9	5	6	4	10	
2	8		11	9	8	11	8	3	13
3	16	27	11	14	21	11	18	10	33
4	27	13	30	32	21	26	26	30	20
5=Major obstacle	43	60	49	37	45	46	44	48	33
Average Rating	3.95	4.33	4.16	3.80	3.92	3.96	3.98	4.03	3.73
Responses	171	15	37	81	38	54	50	40	15
Difficulty of dealing with private insurance companies									
1=Not an obstacle at all	8		3	13	8	6	8	10	7
2	8		5	11	5	11	8	5	7
3	26	47	19	25	26	25	26	20	53
4	30	13	41	26	34	28	28	35	27
5=Major obstacle	28	40	32	25	26	30	30	30	7
Average Rating	3.62	3.93	3.95	3.40	3.66	3.66	3.64	3.70	3.20
Responses	170	15	37	80	38	53	50	40	15

Q3. How much of an obstacle would each of the following factors be to deploying your company to work in the affected area? Use a scale from 1 to 5, where 1=Not an obstacle at all and 5=Major obstacle

(Percent of Respondents) - continued

	Total	Region				Total No. of Units Started in 2018			
		NE	MW	S	W	5 or Fewer	6-24	25-99	100+
Other									
1=Not an obstacle at all	45	20	38	50	57	68	33	14	50
2	5		13	5				14	
3	19	20	13	18	29	21	25	14	
4									
5=Major obstacle	31	60	38	27	14	11	42	57	50
Average Rating	2.67	3.80	2.88	2.50	2.14	1.84	3.17	3.71	3.00
Responses	42	5	8	22	7	19	12	7	2

Q4. To what extent would each of the following increase your willingness to deploy your company to work in the affected area? Use a scale from 1 to 5, where 1=No increase at all and 5=Major increase

(Percent of Respondents)

	Total	Region				Total No. of Units Started in 2018			
		NE	MW	S	W	5 or Fewer	6-24	25-99	100+
Easy way for homeowners to find your business									
1=No increase at all	27	42	28	29	19	37	27	18	8
2	13	17	19	10	14	16	9	24	
3	33	25	28	38	31	22	38	32	54
4	17	8	19	10	31	16	13	21	23
5=Major increase	10	8	6	13	6	10	13	5	15
Average Rating	2.68	2.25	2.56	2.69	2.89	2.45	2.78	2.71	3.38
Responses	157	12	32	77	36	51	45	38	13
Easy access to information about local permits & codes									
1=No increase at all	20	25	22	26	6	25	18	18	8
2	6	8	13	4	6	2	4	18	
3	27	17	22	27	33	27	18	26	38
4	25	17	31	22	31	21	31	18	46
5=Major increase	22	33	13	22	25	25	29	18	8
Average Rating	3.22	3.25	3.00	3.10	3.64	3.19	3.49	3.00	3.46
Responses	158	12	32	78	36	52	45	38	13

Q4. To what extent would each of the following increase your willingness to deploy your company to work in the affected area? Use a scale from 1 to 5, where 1=No increase at all and 5=Major increase

(Percent of Respondents) - continued

	Total	Region				Total No. of Units Started in 2018			
		NE	MW	S	W	5 or Fewer	6-24	25-99	100+
Convenient directory to help find subcontractors									
1=No increase at all	15	17	19	18	3	17	13	11	8
2	8	17	13	5	8	6	9	16	
3	23	25	19	23	28	21	16	24	54
4	29	17	31	27	36	27	31	29	23
5=Major increase	25	25	19	27	25	29	31	21	15
Average Rating	<i>3.41</i>	<i>3.17</i>	<i>3.19</i>	<i>3.40</i>	<i>3.72</i>	<i>3.44</i>	<i>3.58</i>	<i>3.34</i>	<i>3.38</i>
Responses	158	12	32	78	36	52	45	38	13
Good network for connecting to local business partners									
1=No increase at all	15	17	19	17	6	15	13	13	8
2	9	17	16	4	11	8	4	16	8
3	28	25	31	29	22	27	27	32	31
4	31	8	28	32	39	33	27	29	38
5=Major increase	18	33	6	18	22	17	29	11	15
Average Rating	<i>3.28</i>	<i>3.25</i>	<i>2.88</i>	<i>3.31</i>	<i>3.61</i>	<i>3.29</i>	<i>3.53</i>	<i>3.08</i>	<i>3.46</i>
Responses	158	12	32	78	36	52	45	38	13
One-stop website including all the above plus any other relevant information in a single place									
1=No increase at all	14	25	18	17	3	17	13	11	8
2	8	8	9	6	11	4	11	11	15
3	19	17	18	19	22	15	20	21	23
4	34	8	42	31	42	33	29	47	31
5=Major increase	24	42	12	27	22	31	27	11	23
Average Rating	<i>3.45</i>	<i>3.33</i>	<i>3.21</i>	<i>3.45</i>	<i>3.69</i>	<i>3.56</i>	<i>3.44</i>	<i>3.37</i>	<i>3.46</i>
Responses	159	12	33	78	36	52	45	38	13
Lodging available near the construction site									
1=No increase at all	13	25	18	14	3	15	13	11	8
2	8	8	9	6	11	6	7	8	15
3	24	17	30	28	11	23	20	29	23
4	36	25	39	31	47	33	40	39	46
5=Major increase	19	25	3	21	28	23	20	13	8
Average Rating	<i>3.39</i>	<i>3.17</i>	<i>3.00</i>	<i>3.37</i>	<i>3.86</i>	<i>3.42</i>	<i>3.47</i>	<i>3.37</i>	<i>3.31</i>
Responses	159	12	33	78	36	52	45	38	13

Q4. To what extent would each of the following increase your willingness to deploy your company to work in the affected area? Use a scale from 1 to 5, where 1=No increase at all and 5=Major increase

(Percent of Respondents) - continued

	Total	Region				Total No. of Units Started in 2018			
		NE	MW	S	W	5 or Fewer	6-24	25-99	100+
Licensing reciprocity									
1=No increase at all	13	25	15	14	6	12	16	13	8
2	5		6	6	3	8	5	3	
3	20	17	18	22	17	19	14	16	38
4	22	8	27	16	36	23	18	24	31
5=Major increase	40	50	33	42	39	38	48	45	23
Average Rating	<i>3.70</i>	<i>3.58</i>	<i>3.58</i>	<i>3.64</i>	<i>4.00</i>	<i>3.69</i>	<i>3.77</i>	<i>3.84</i>	<i>3.62</i>
Responses	158	12	33	77	36	52	44	38	13
Quick and inexpensive process for obtaining a license in the area									
1=No increase at all	14	17	15	18	6	15	18	8	8
2	5	8	3	6	3	6	2	5	15
3	14	17	18	12	14	10	11	21	15
4	30		33	27	42	29	24	32	38
5=Major increase	37	58	30	37	36	40	44	34	23
Average Rating	<i>3.70</i>	<i>3.75</i>	<i>3.61</i>	<i>3.59</i>	<i>4.00</i>	<i>3.73</i>	<i>3.76</i>	<i>3.79</i>	<i>3.54</i>
Responses	159	12	33	78	36	52	45	38	13
Discounts on building materials									
1=No increase at all	14	17	18	17	6	19	13	11	8
2	9	8	9	8	14	13	11	5	
3	20	33	24	18	17	15	16	26	31
4	30		33	29	36	21	31	39	31
5=Major increase	26	42	15	28	28	31	29	18	31
Average Rating	<i>3.44</i>	<i>3.42</i>	<i>3.18</i>	<i>3.45</i>	<i>3.67</i>	<i>3.31</i>	<i>3.51</i>	<i>3.50</i>	<i>3.77</i>
Responses	159	12	33	78	36	52	45	38	13
Access to construction financing									
1=No increase at all	21	17	24	25	11	27	22	13	15
2	13	17	9	16	11	20	11	8	15
3	24	25	30	19	28	14	18	37	38
4	20	17	21	17	25	20	16	26	15
5=Major increase	22	25	15	23	25	20	33	16	15
Average Rating	<i>3.09</i>	<i>3.17</i>	<i>2.94</i>	<i>2.99</i>	<i>3.42</i>	<i>2.84</i>	<i>3.27</i>	<i>3.24</i>	<i>3.00</i>
Responses	158	12	33	77	36	51	45	38	13

Q4. To what extent would each of the following increase your willingness to deploy your company to work in the affected area? Use a scale from 1 to 5, where 1=No increase at all and 5=Major increase

(Percent of Respondents) - continued

	Total	Region				Total No. of Units Started in 2018			
		NE	MW	S	W	5 or Fewer	6-24	25-99	100+
Other									
1=Not an obstacle at all	59		100	60	50	67	50	80	50
2									
3	9			7	25		13		
4									
5=Major obstacle	32	100		33	25	33	38	20	50
Average Rating	2.45	5.00	1.00	2.47	2.50	2.33	2.75	1.80	3.00
Responses	22	1	2	15	4	6	8	5	2

Q5. If a natural disaster occurred in your area, how willing would you be to partner with an outside contractor (licensed in his/her area, but not yours) who would operate under your license? Use a scale from 1 to 5, where 1=Not willing at all and 5=Very willing

(Percent of Respondents)

	Total	Region				Total No. of Units Started in 2018			
		NE	MW	S	W	5 or Fewer	6-24	25-99	100+
1=Not willing at all	37	40	29	42	33	34	42	34	38
2	19	13	24	20	14	17	25	15	19
3	21	27	21	22	16	22	19	22	25
4	13	7	18	8	21	10	7	24	6
5=Very willing	11	13	8	9	16	17	7	5	13
Average Rating	2.41	2.40	2.53	2.21	2.74	2.59	2.10	2.51	2.38
Responses	188	15	38	92	43	59	59	41	16

Appendix I: Survey Questionnaire: HMI Special Questions for February 2019

1. In the event of a natural disaster (e.g. hurricane, flooding, earthquake, wildfire) outside your normal area of operation, would you be willing to deploy your company (or part of it) to work on rebuilding the affected area?
 Yes No It Depends

2. If you said 'yes' or 'it depends' in question 4, how far would you be willing to drive one-way each day to get to the worksite? Less than 1 hour 1 to 2 hours More than 2 hours

3. How much of an obstacle would each of the following factors be to deploying your company to work in the affected area? Use a scale from 1 to 5, where 1=Not an obstacle at all and 5=Major obstacle.

	1=Not an obstacle at all	2	3	4	5=Major obstacle
Need to go away from family/home	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Too busy with current business to leave it	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Concern about safety when working in a disaster area	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Unknown/onerous/time-consuming licensing requirements	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Unknown/onerous/time-consuming local permit requirements & codes	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Unknown/inadequate availability of suitable lodging in disaster area	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Unknown/inadequate availability of labor/subs	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Unknown/inadequate availability of locations to buy and keep building materials	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Difficulty of obtaining financing	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Difficulty of finding local firms to partner with	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Difficulty of dealing with FEMA	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Difficulty of dealing with private insurance companies	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other (specify): _____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

4. To what extent would each of the following increase your willingness to deploy your company to work in the affected area? Use a scale from 1 to 5, where 1=No increase at all and 5=Major increase.

	1=No increase at all	2	3	4	5=Major increase
Easy way for homeowners to find your business	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Easy access to information about local permits & codes	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Convenient directory to help find subcontractors	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Good network for connecting to local business partners	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
One-stop website including all the above plus any other relevant information in a single place	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Lodging available near the construction site	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Licensing reciprocity	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quick and inexpensive process for obtaining a license in the area	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts on building materials	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Access to construction financing	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other (specify): _____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

5. If a natural disaster occurred in your area, how willing would you be to partner with an outside contractor (licensed in his/her area, but not yours) who would operate under your license? Use a scale from 1 to 5, where 1=Not willing at all and 5=Very willing.

1: Not willing at all	2	3	4	5: Very willing
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

6. Comments: _____

THANK YOU