Chairman of the Board Dean Mon called to order the Meeting of the Board of Directors of the National Association of Home Builders of the United States ("NAHB") at 10:00 AM (EDT) on Wednesday, April 1.

Mr. Mon welcomed the Board of Directors and recognized a motion and proper second to approve the minutes of the NAHB Board of Directors meeting held on January 23, 2020, which had been made available for review on the NAHB website. The Board of Directors voted to approve the minutes.

Wells Fargo Home Mortgage Senior Vice President Kelly Zuccarelli gave an update via recorded message explaining the ways in which Wells Fargo is addressing the challenges to lending posed by the Covid-19 pandemic. Mr. Mon thanked Wells Fargo for its ongoing sponsorship of NAHB’s leadership meetings.

Mr. Mon provided an update on the actions taken by NAHB in response to the Covid-19 pandemic, and also highlighted federal government actions such as the CARES ACT, which includes small business loans. He encouraged members to take advantage of the various opportunities and also pointed out the many resources available on NAHB.org to inform and assist members. He also observed that 40% of the U.S. economy is on pause due to the pandemic.

NAHB Chief Executive Officer Jerry Howard delivered the Association Business Update. First, he provided an overview of the work the NAHB staff is doing entirely remotely, and which he reported is proceeding quite well and seamlessly. He outlined some of the many advocacy efforts in which NAHB has been actively engaged. He also highlighted the outreach to members that has been done by NAHB to keep them informed as well as outreach efforts to determine the issues of importance to members. He reported on the states where building is considered an essential industry and others where it’s not; he emphasized the importance of maintaining safe work practices everywhere. He also stressed the importance of members keeping NAHB informed as far as what is taking place in their local areas. He observed that NAHB already had been actively working on many workforce development initiatives before the pandemic, and noted that the groundwork should prove to be especially helpful to the industry in the future.

NAHB Chief Economist Rob Dietz presented his economic report.

Second Vice Chairman Jerry Konter presented the NAHB financial report.
a) Mr. Konter reported on the Association’s finances through the first two months of 2020, and on the 2021 Budget preparation schedule.

b) He reviewed a summary of the balance sheet for February 2020 compared to February 2019, and noted that the balance of all assets as of February 29, 2020 is $148.8 million. He also noted that in the liabilities section, notes payable represents the mortgage on the National Housing Center.

c) He provided a summary of the income statement through February 2020, and stated that NAHB’s net revenue is $21.5 million, principally due to the results of the 2020 International Builders’ Show.

d) Next, Mr. Konter reviewed the 2021 Budget preparation schedule. He explained that the budget system just opened, and budget managers may begin entering proposed 2021 budget information. He stated that he, along with Budget and Finance Committee Vice Chairman Bob Camp, and the Senior Management Team, will meet to review the draft 2021 Budget prior to the July meeting of the Budget and Finance Committee. The committee will meet in-person or virtually, to review and refine the draft 2021 Budget. After that, staff will finalize the budget documents for review by the Board of Directors prior to the vote at the Fall Board meeting scheduled to be held in Washington, D.C.

- Third Vice Chairman Alicia Huey delivered the Association Issues Update:

  a) Ms. Huey delivered the Affiliated Associations and Student Chapters report. Mr. Mon recognized a motion and proper second to approve the following voluntary and unchallenged sections of the Third Vice Chairman’s written report as a group. The Board of Directors voted to approve the motion with no discussion.

    - Section A – Applications for Affiliation (4)
    - Section B – Change of Name Requests (1)

  b) Ms. Huey presented an update to the existing Policy Governing NAHB’s Approval and Terminations of Affinity Programs. She reminded that the NAHB affinity programs are relationships NAHB has with third-party companies to offer products or services to NAHB members at discounted rates or on other favorable terms. The policy governing the approval and termination process for these programs has been in place for a long time, but requires updating to reflect current practices. She explained that the draft updated policy was posted on NAHB.org in advance of the meeting for review by the Directors. Mr. Mon
recognized a motion and proper second to approve the proposed updates to the affinity program policy; the Board of Directors voted to approve the motion with no discussion.

c) Ms. Huey introduced NAHB Senior Vice President of Business Development, John McGeary, to provide a presentation regarding several of the NAHB affinity programs. Mr. McGeary explained that members have not been taking advantage of two of the affinity programs, Omaha Steaks and FTD, and that each program produces very limited revenue to NAHB. He suggested that those two programs be discontinued. He also suggested not renewing the Avis and Budget program moving into next year, explaining that NAHB has an opportunity to focus on the Hertz program, including offering better discounts, as well as including the Thrifty and Dollar brands in the program. Ms. Huey made a motion to approve the changes to the affinity programs described by Mr. McGeary. Mr. Mon recognized a proper second, and with no discussion the Board of Directors voted to approve the motion to discontinue the Omaha Steaks and FTD affinity programs and to not renew the Avis and Budget affinity program.

d) Ms. Huey provided a membership update, and reviewed the Covid-19 Federation Relief National Dues Deferral Program being offered to all Affiliated Local Associations as an opportunity to defer remittance of National dues. The goal of the program is to assist local HBAs while they keep their operations afloat and to allow their staff to focus their efforts on critical tasks. The dues deferral is effective April 1, 2020 and will continue through June, 2020. To participate, an HBA needs to opt-in to the program by April 15. It is anticipated that repayment of any deferred dues will be repaid by October 31, 2020.

- During Open Forum, Board members spoke to items of interest to the full Board.

- Mr. Mon requested a motion to adjourn the meeting of the NAHB Board of Directors. Following a motion and a proper second, the Board of Directors voted to adjourn the meeting at 11:56 AM (EDT)