

# HBA



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# FOCUS

HOME BUILDERS ASSOCIATION of WAYNE & HOLMES COUNTIES

## INAUGURAL & AWARDS BANQUET

The Inaugural of  
**Wayne Yoder**

The Pines Restaurant  
1319 N. Millbourne Rd, Orrville  
January 23, 2018, 5:30

**RSVP by January 16!**

\$65.00 couple. Cash bar.

**THE HBA OFFICE WILL BE CLOSED:  
Nov. 17- 26**

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## Focus on Membership

***Thank you for Renewing***

**MD Custom Builders**

***Up for Renewal***

**Mast Builders**

**Salter Group Homes**



*LIFE SPIKE Thru 10/31/17*

Terry Pol	288
Gerald Swartzentruber	220
Dave Schlabach	175
Ed Suttle	171
Greg Starr	134
Ron Lechner	120
Terry Eaton	109
Alan Ratliff	98
Paul Miller	88
Rob Yoder	66
Connie Curren	63
Dave Suttle	61
Marlin Yoder	60
Tony Mullet	54
Wayne Riggerbach	52
Sue Williams	48
Steve Nolletti	47
Ken Weaver	36
Merle Stutzman	25

**HBA Elections**

Your next Board member to be going through the chairs is Michael Downs of MD Custom Builders.

**Congratulations Michael!**

Members voted on by the membership to serve on the Board for the 2018-2019 terms are:

Ratliff, Merle Stutzman, Jeff Smith, Marlin Yoder & Doug Wurtz,

**Congratulations!!**

***WORKING TOWARDS LIFE SPIKE***

Mark Zollinger	24
Wayne Yoder	20
Jeremiah Swartzentruber	16
Michael Downs	16
Mark Dorffer	15
Bill Williams	12
Steve Miller	12
Ivan Yoder	9
Linda Amos	6

**Committees**

***WE NEED YOU!***

**COMMUNITY RELATIONS**

**GOLF OUTING (both)**

**MEMBERSHIP**

**PARADE OF HOMES**

**REVERSE RAFFLE**

**SOCIAL/GENERAL MEMBERSHIP**

**EVENTS**

***We NEED your fresh ideas!!***

***HONORARY LIFE MEMBERS***

Leroy Mullet	2002
Stan Galehouse	2003
Ben Weaver	2003
Paul Miller	2004
Terry Pol	2004
Atlee Yoder	2007
Ron Lechner	2015
Tony Mullet	2015
Wayne Riggerbach	2015
Dave Showers	2015
Ed Suttle	2015



*A Message from your  
Chairman of the Board  
Steve Nolletti*

Hello All,

Well here we are with the Holidays upon us already. I'm not sure where 2017 went but there is no stopping time.

The news of the hour is of course the GOP tax plan. In it there are cuts in the mortgage interest deduction for homeowners. Without a doubt the interest deduction is a friend of our industry and exactly what effect the reduction will have is unknown but I think it's safe to say any effect won't be good. The only good thing is it will only be an issue for mortgages over \$500k. For most of us, that will include only a few of our buyers. Time will tell.

I believe this is my last article for the newsletter. The year has flown by and I would like to thank you all for your support this year.

Have a Merry Christmas and a Prosperous New Year.

*Steve*

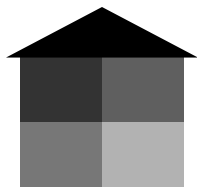
**Dream homes can't be built  
with dreams alone.**

*Call Farm Credit for home,  
lot or construction loans.*

**TIM HUDSON**

382 West Liberty Street, Wooster, OH 44691  
(330)264-2451  
e-farmcredit.com





# 2018 PARADE OF HOMES

Scattered Site

*September 21-23 & September 28-30*

*Join the Team - Be a Sponsor!*

Deadline for Sponsorship with ad copy is July 20, 2018

NOTE: The above deadline date is a FINAL.

## *Our MOST Prestigious Sponsorship THE DIAMOND ONLY \$1,850*

Full page FREE COLOR ad in the Parade Brochure, Color Logo on Cover of Parade Brochure, 1-car Garage space to show off your business, 2 radio spots & additional recognition in most forms of advertising

### Gold Sponsor \$1,500.00

Full page FREE COLOR ad in the Parade Brochure, mention on the cover of the Parade Brochure, a 1-car garage space, 1 radio spot, additional recognition in selected forms of advertising.

### Silver Sponsor \$ 750.00

1/2 page FREE COLOR ad in the Parade Brochure, mention on the cover of the Parade Brochure, additional recognition in selected forms of advertising.

### Charter Sponsor \$ 350.00

1/4 page FREE COLOR ad in the Parade Brochure, mention on the cover of the Parade Brochure, additional mention in selected advertising.

### Get Your Name out – Run an Ad in the Brochure

Glossy Color	\$600.00	(Limited Availability)	9.437" high x 7.437" wide
Full Page Ad	\$445.00	FULL COLOR	9.437" high x 7.437" wide
½ Page Ad	\$285.00	FULL COLOR	4.718" high x 7.437" wide
¼ Page Ad	\$225.00	FULL COLOR	4.718" high x 3.718" wide

5000 Brochures are distributed 4 weeks prior to the Parade in the grocery stores, restaurants & businesses in Wayne & Holmes Co.

**NON-MEMBERS WELCOME!**  
ADD \$300 to all above listed prices.

## A bank for your business



*We're local, and we're here for you*

Call our Business Banking Team at 330.264.5254 800.804.8479

We're an SBA lender



waynesavings.com

*Remember  
the Reason  
for the  
Season!*



## *Builders Showcase*

We had 22 entries in the Builders Showcase this year, they ran in a loop all evening at the November General Membership Event, they will also be in the March 2018 Builders Edition of the Daily Record.

*Chairman of the Builder's Showcase, Alan Ratliff would like to thank all the Builders who participated this year:*

89 Homes & Building Improvements	2 entries
Capstone Custom Homes	2 entries
Fairview Log Homes	2 entries
Miller Homes LLC	3 entries
Sommer & Swartzentruber	2 entries
Straub Homes, Inc.	2 entries
Wayne Homes	5 entries
Weaver Custom Homes	3 entries
Zollinger Builders	1 entry



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# November Event



*Full house for a great time with wonderful people & a fun evening!!*



*Steve gets the night started.*



*Alan happy he doesn't have to wear his reading glasses  
(shhh large print)*



*Membership Chairman  
Scott thanking Merle &  
Rob for sponsoring new  
members!*



# November Event



*Julie-How did he do that????*

*Jeff was thinking of*



*One of Dave's 1st. St. Bernards*



*The old coin on a Rope trick. HUH?*



*Bobby won an INTERNATIONAL award for this magic trick & was the ONLY one from WOOSTER!*



*Melissa not only collected the most \$\$ for the 50/50 this year, \$210, she won 1/2 the pot!*

## ***OHBA LEGISLATIVE REVIEW***

### ***HOUSE WAYS AND MEANS HEARS HB 371 INCENTIVIZING RESIDENTIAL DEVELOPMENT***

The House Ways and Means Committee held its first hearing for sponsor testimony on HB 371 Property Tax ([Merrin, D.](#)) to exempt from property taxation the increased value of land subdivided for residential development until construction commences or the land is sold.

Rep. Derek Merrin introduced HB 371 as a result of discussions with home builders in his district and OHBA trying to incentivize new residential development throughout the State of Ohio. During sponsor testimony this week, the Representative showed statistics illustrating Ohio below the national average in single-family and multifamily residential construction for the last sixteen years. Further, he testified before the committee on the importance of the homebuilding industry and providing incentives to help manage some of risk and cost of creating such new construction. A copy of the sponsor testimony is below and an analysis of HB 371 can be found at the following link. <https://www.legislature.ohio.gov/download?key=7817&format=pdf>

According to both the sponsor and the committee chair, the committee will hear proponent testimony on HB 371. The sponsor will need OHBA assistance in convincing some members of the committee lot development and homebuilding are deserving of the proposed incentives. If you are interested in helping out by providing testimony, please contact OHBA. Alternatively, you are encouraged to contact any of your representatives on the House Ways and Means Committee regarding the importance of HB 371.



State Representative Derek Merrin District 47  
House Bill 371 – Sponsor Testimony  
Ways & Means Committee  
October 24, 2017

Chairman Schaffer, Vice-Chairman Scherer, Ranking Member Rogers, and members of the Ways and Means Committee. Thank you for the opportunity to present testimony on House Bill 371. As demonstrated by the chart, Ohio has performed far below the national average in single-family and multi-family residential construction for the last sixteen years. New homebuilding provides huge economic benefits helping communities grow and prosper. The construction bolsters jobs, affordable housing, population growth, and leads to increased tax revenue.

Platting and subdividing land is critical to igniting new homebuilding. Homebuilders must have access to ready-to-build lots. Typically, the platting of land is the first step. However, our tax laws discourage land-owners from taking the first step in having land platted and subdivided. House Bill 371 seeks to reform our tax code to be pro-homebuilding and spur land development.

Let me provide an example on how are our tax code discourages and increases risk to developers. A residential developer purchases ten acres of raw land for \$100,000. Let us assume the taxable value is \$100,000. The developer plans to divide the land into ten residential lots and build ten homes. The developer gets local approval to subdivide the land creating ten new lots or parcels. Here is the problem.



## ***OHBA LEGISLATIVE REVIEW***

### House Bill 371 – Sponsor Testimony (*Continued*)

The County Auditor now places new values on the ten lots; let us assume a \$50,000 tax value on each lot. Without any construction or sale, the land's tax value increased from \$100,000 to \$500,000. The hike in property value increases property taxes. This a major disincentive for landowners to plat and subdivide land to sell to developers. Additionally, developers may own raw land that is not subdivided; they can be slow to plat and subdivide because of the looming increase in property taxes. In addition, it makes homebuilding more risky; because if the lots do not sell quickly, developers are on the hook for the property tax bills. During the Great Recession, the property taxes on lots is what put many homebuilders out of business and still makes developers hesitant to start new developments.

My legislation exempts pre-residential lots from the increased tax value on land due to subdividing for residential homebuilding until construction commences or the land is sold. The land will still be taxable, but the Auditor cannot place a higher value on the land, thus resulting in higher taxes. The hypothetical developer that purchased ten acres of raw land valued at \$100,000 would not have the overall value of his land increase for subdividing the land. The collective ten lots could not exceed a taxable value over \$100,000, but each lot could have different values. It is important to note property taxes paid by a developer on lots during development typically inflate the final cost to the buyer, which makes home ownership more expensive. This bill is not about giving homebuilders a tax break; it is about reducing risk for land development that will lead to increased home construction and more affordable housing.

At least thirteen states provide a tax incentive to spur new homebuilding. House Bill 371 provides a narrow, targeted exemption for increased property value to all residential construction (single family, duplexes, apartments) resulting from subdividing. The legislation prevents a major property tax increase – for likely a very short time – simply because lines are drawn on a map (subdivided), but no building construction or sale has taken place. When land has been platted and subdivided, no additional government services are needed. Undoubtedly, there will be local government voices loudly claiming their right to leech onto pre-development property to seize additional tax revenue. This is very shortsighted and economically harmful. If they would wait until developments actually begin, there would be a lot more tax revenue for them in the future. I trust this committee will see the long-term benefits of tax laws that encourage homebuilding and land development.

Our tax code should be fair and encourage economic growth. I strongly believe my legislation will spur land development and jump-start homebuilding in Ohio. When considering this bill, please remember the chart demonstrating Ohio's dismal homebuilding performance compared to the national average. Ohio must and should do better. Remember, when new homes are built, everyone wins!



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- Jumbo loans
- Purchase or refinance loans

Mortgages are originated by Westfield Bank, FSB (NMLS #507706).  
All loans are subject to credit review and approval.

6/17 Member FDIC

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## Builders Members

89 Homes & Building Imprv.	Homes by JDM Structures	Schlabach Builders Ltd.
Aspen Building Company LLC	Ivan Yoder Builders	Sommer & Swartzentruber
Berlin Construction	K & M Builders	Straub Homes, Inc.
Capstone Custom Homes	Kerricook Construction	Suppes Homes
Dave Schlabach Custom Hms	MD Custom Builders, LLC	Suttle Construction
Downs Construction	Mast Builders	Walnut Valley Log Homes
Fairview Log Homes	Miller Homes	Wayne Homes
Fred Mathys Construction	Oswald Builders	Weaver Custom Homes Inc.
Gasser Builders Inc.	Overton Valley Construction	Yoder Builders
Greg Starr Builder	Ratliff Custom Homes Inc.	Zollinger Builders
H & H Custom Homes	Salter Group Quality Homes	

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## Associates Members

Alpha Insulation & Siding	Holmes-Wayne Elec Co-Op	Orrville Trucking & Grading
American Building Mtrls.	Home Appliance Inc. Co	PPG
Apple Creek Banking Co.	Howard Hanna	Quality SIPS Ltd.
Buckeye Mobile Power Wash	Howmar Carpet	R & M Spouting
Chad's 5 Star Lawn Care	Hummel Insurance Agency	R J Closets
Charter One Bank	JR Weaver Trim	Rea & Associates
CKP Heating & Cooling	Keim Concrete	Re/Max Showcase
Commercial & Savings	Keim Lumber	Riceland Flow Care
Daily Record	Kidron Sports Center	Rogers Overhead Door
D. Dannemiller Electric	Kidron Vinyl Rail & Fence	Sherwin Williams Co.
Deco-Crete Supply	Lehman Painting	Shetler Excavating
Denco Marketing Co.	Lincdor LLC	Spray Foam Solutions
Dream Maker Bath & Kitchen	Lincoln Way Interiors	Stark Truss Co Inc.
Dutch Country Stone	Lodi Lumber Co.	Steiner Lumber
Eco-Seal Home Solutions	Lowe's	Steiner Masonry
Farsight Management	MCTV	Swiss Valley Fence
Farm Credit Mid-America	Magic Door Inc.	Sword Excavating
Farmers State Bank	Marinello Realty	TimCo Pavement Striping
Feikert Sand & Gravel	Metals USA	Trademark Distribution
Frank Brothers	Mid-Ohio Concrete	Troyer Roofing & Construction
First Choice Exteriors Ltd.	Miller Seamless	Wayne County Title Co.
First-Knox National Bank	Mooney & Moses Insul.	Wayne Savings Bank
Frontz Drilling Inc.	Moser Concrete Const.	Wayne Siding Home Imprv.
G.E. Baker Construction	Most Paving	Waynedale Truss
Galehouse Lumber Co.	Mt. Hope Fence	Weaver Concrete Finishers
Gerber Lumber & Hdwr	Mullet Cabinets	Westfield Bank
Grandview Landscaping	Nancy's Draperies	Wood Floors Unlimited
HER Realtors	National Carpet Mill Outlet	Wooster Glass Co. Inc.
Hohler Heating & Cooling	North Central Insulation	Yarnell Electric Inc.
Holmes Lumber & Bldg.	Nova Title Agency	Yoder's Greenhouse
Holmes Siding Contractors	Ohio Floor Company	
	Olde Parsonage	

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## Support/Friends

Ashland/W. Holmes Career Center • Compensation Consultants • Habitat for Humanity  
John Long • Keating Law Offices • Bob Murray • OSU/ATI • Wayne Co. Schools Career Center  
Wayne County Commissioners • Wayne County Park District

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# YOUR HBA

## 2017 Board of Trustees

Chairman:	Steve Nolletti	419-368-8108
Vice Chairman:	Wayne Yoder	330-684-1050
Secretary/Treasurer:	Scott Morgan	330-264-5767
Immed. Past Chairman:	Merle Stutzman	330-263-0606

### ***Trustees:***

Linda Amos 330-661-6231	Michael Downs 330-262-2320
Les Miller 419-368-4961	Alan Ratliff 330-345-6404
Jeff Smith 330-698-0129	Dave Suttle 330-264-6137
Marlin Yoder 330-567-3647	Mark Zollinger 330-669-9910

***NAHB Director:*** Merle Stutzman

***OHBA Director:*** Mark Zollinger

### ***HBA Office:***

Executive Officer: Debbie Tracy-Windom  
330-345-1293 Fax: 330-345-4820  
Email: [hba3690@aol.com](mailto:hba3690@aol.com) Or Visit: [www.whhba.com](http://www.whhba.com)

## **MISSION STATEMENT**

*The Home Builders Association of Wayne & Holmes Counties is committed to professional excellence & dedicated to promoting its members, furthering consumer knowledge & serving the community.*



4973 Cleveland Rd.  
Suite A  
Wooster OH 44691



Home Builders Association  
Wayne & Holmes Counties

**Merry Christmas!**