

HBA

330-345-1293
hba3690@aol.com
www.whhba.com



Follow us on
Facebook

FOCUS

HOME BUILDERS ASSOCIATION of WAYNE & HOLMES COUNTIES

INAUGURAL & AWARDS BANQUET

The Inaugural of Merle Stutzman
Jake's Restaurant, Old Lincolnway, Wooster
January 7, 2016, 5:30

RSVP by January 2, 10:00 a.m.!

The office may be closed but messages will
still be picked up count will be turned in that morning.

\$10.00 per person. Cash bar.

*February Membership Event—Breakfast
Das Dutch Kitchen, Dalton, OH*

February 16, 2016, 7:00 a.m. eat at 7:30 a.m.

Deadline for RSVP by Tuesday, February 9

2016 Economic Forecast—Robert Giacomo, Westfield Bank

Cost: One meal is free per company, each additional meal is \$12.00.
There is a \$12 charge for no shows & cancellations after
the reservation deadline.

Inside this issue:		Inside this issue:	
Focus on Membership	2	Vince's Column	6
2016 HBA Board of Directors	3	Committees	6
Parade of Homes News	3	<i>DID YOU KNOW</i>	7
New Benefit for Members	3	OHBA Legislative Review	8-9
Coming Up	3	HBA Members	10
SuperFleet Fuel Savings	4	Your HBA	11
Parade Opportunities	5		

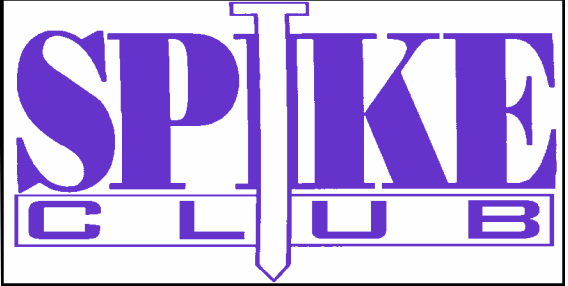
J
a
n
u
a
r
y

2
0
1
6

Focus on Membership

UP FOR RENEWAL

Charter One Bank
 Eli Miller Construction
 Farm Credit
 K & M Builders
 Mast Builders
 Miller Homes
 Steiner Lumber



Thru 10/31/15
LIFE SPIKE
(NOT UPDATED BY NAHB)

Terry Pol	288
Gerald Swartzentruber	213
Ed Suttle	168
Dave Schlabach	161
Greg Starr	132
Terry Eaton	103
Alan Ratliff	94
Paul Miller	85
Connie Curren	63
Rob Yoder	60
Marlin Yoder	55
Wayne Riggerbach	48
Sue Williams	46
Dave Suttle	46
Atlee Yoder	44
Steve Nolletti	42
Ken Weaver	34

Spike Credits

Earning Spike Credits

Spike credits are earned when a member sponsors a new NAHB member.

For renewals

Spike Credits may be earned when a member renews.

Spike Candidates

When a member earns the first Spike credit, that member becomes a Spike candidate. Spike candidates have earned from one through five recruitment or renewal credits.

Becoming a Spike

To become a Spike, the member must earn six Spike credits within two consecutive years (January 1- December 31). Six credits must be earned by December of their second year of recruiting. For individuals that do not earn six credits by December of their second year of recruiting, all of their previous year's credits are forfeited.

Life Spikes

To become a Life Spike, a member must earn at least one credit a year until 25 credits are earned. Life Spikes have no further requirements.

WORKING TOWARDS LIFE SPIKE

Wayne Yoder	16
Jeremiah Swartzentruber	14
Mark Zollinger	13
Michael Downs	12
Mark Dorffer	11
Steve Miller	8
Merle Stutzman	7
Ivan Yoder	7

HONORARY LIFE MEMBERS

Leroy Mullet	2002
Stan Galehouse	2003
Ben Weaver	2003
Paul Miller	2004
Terry Pol	2004
Atlee Yoder	2007

2016 BOARD MEMBERS

Chairman of the Board - Merle Stutzman
Vice Chairman - Steve Nolletti
Secretary/Treasurer - Wayne Yoder
Immediate Past Chairman - Mark Zollinger

Directors

Linda Amos • Mark Dorffer • Alan Ratliff • Dave Schlabach
Jeff Smith • Dave Suttle • Doug Wurtz • Marlin Yoder

PARADE OF HOMES NEWS

We have TWO Builders already signed up for the 2016 Parade of Homes!

NEW BENEFIT FOR MEMBERS!

Do you have a special event you would like the Members to know about?

You can now put run an **ANNOUNCEMENT** in the HBA newsletter for your one time event. A 1/8 page, text only, no website link, for \$40.00 to run once! (See the size below.)

PROFESSIONAL GRADE SERVICE. QUALITY DRIVEN SOLUTIONS.™

1.800.828.1213
www.gerberlumber.com

Monday - Friday: 7 AM - 4:30 PM
Saturday: 8 AM - 12 Noon

Full-service contractor supplies...

- Quality Building Materials
- Doors & Windows
- Engineered Lumber
- Millwork



GERBER
Since 1901 LUMBER & HARDWARE Since 1901

4918 Kidron Road • PO Box 2 • Kidron OH 44636

Coming up:

February 16 Annual Forecast Breakfast, Das Dutch Kitchen, Dalton with Bob Giacomo

March 21 (TENATIVE) Meet your Building Departments & Discussions

April 18 & May 16—OPEN—need your ideas OR have a Business After Hours at your company!



SUPERFLEET ANNOUNCES the 10¢ off per gallon of FUEL Promotion Introductory Offer!!!

With the Speedway SuperFleet Discount Fuel Program, you have all the tools available today to you maximize your fuel management capabilities, utilize a *free* program, & also receive a *volume discount of 5 cents per gallon* after the promotion's end *through your HBA membership!* The 10 cent offer is good only at Speedway, SuperAmerica & Rich Oil. You will get 5 cents at Marathon during & after the promotion. The SuperFleet card is accepted at Pilot, but there is no discount.

Take a look what SuperFleet Offers:

- No Setup, Annual or Monthly Fees
- Online Bill Presentment & Payment
- Driver/Vehicle Tracking
- PIN Number Security
- Unlimited Verified Driver ID Security
- Fuel & Merchandise Restrictions
- 15% Discount at Valvoline Locations
- Manage Your Account Online 24 Hours a Day, 7 Days a Week
- Billed & Unbilled Transactions Available Online
- Transactions Captured Electronically
- Free instant reports in user friendly excel format
- Acceptance at over 1,400 locations in Ohio, & over 6,000 nationwide locations
- Daily Enhanced Fleet Restrictions that are card specific
- Watch a video presentation & get more information at www.SuperFleet.net



Questions??

Call John Kennedy, Superfleet Account Rep, Northern Ohio

800-220-6572, ext 222

Fine Hardwood Trim, Doors, & Custom Millwork for your Home

holmeslumber.com

Holmes Lumber

The Lumberyard For Professionals

Millersburg · Sugarcreek · Canton · Dublin · Sunbury
Lancaster · Reynoldsburg · Newark · Marion

Sign up today & benefit from the .10 per gallon PROMOTIONAL DISCOUNT for the first 3 full months of billing, for *new* applicants only, using the SuperFleet card at Speedway & Rich Oil locations. Apply for the SuperFleet card now to receive this .10 per gallon limited time offer! Fax in the accompanying application today to 419-420-1417.



PARADE OF HOMES

Scattered Site

July 22-24 & July 29-31, 2016

Join the Team - Be a Sponsor!

Deadline for Sponsorship with ad copy is May 23, 2016

NOTE: The above Deadline is 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 ads.

Silver Sponsor \$ 750.00

1/2 page FREE COLOR ad in the Parade Brochure, mention on the cover of the Parade Brochure, 1-car garage space, additional recognition in selected ads.

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 ads.

Meet The Public – Rent a 1-Car Garage Space \$ 300.00

First Come – First Serve, Sponsors have first choice!

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	\$400.00 ADD COLOR FOR \$45.00	9.437" high x 7.437" wide
½ Page Ad	\$250.00 ADD COLOR FOR \$35.00	4.718" high x 7.437" wide
¼ Page Ad	\$200.00 ADD COLOR FOR \$25.00	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.

Color ads in brochure are an additional \$60 for full page, \$40 for 1/2 page & \$20 for 1/4 page plus cost of ad.

All sponsorships & ads are subject to approval by the Parade committee



EXECUTIVE VICE PRESIDENT'S COLUMN

*By Vincent J. Squillace, CAE
Executive Vice President,
Ohio Home Builders Association*

We just finished our annual meeting. Members from throughout Ohio were in attendance and enjoyed a day and a half of legislative updates, friendship, congressional updates and election of a slate of officers for the coming year. A Special guest in attendance was Congressman Steve Stivers who represents central Ohio in congress. Aside from an in depth analyses of events in the nation's capital it was fitting to have him appear on Veteran's Day as he is an army colonel and Iraqi war vet. We were honored to have him as our guest.

President Bill Paul was an outstanding leader. OHBA is a stronger association as he and his fellow officers continued OHBA on its path as the number one advocate for homebuilders in Ohio. The reins of OHBA next year have been entrusted to Bill Sanderson of Cleveland. Bill has a long history of service to OHBA, his local and the NAHB. We all look forward to another year of growth and increasing value to all members.

Jim Zengel and Chris Tsonton round out the leadership team and we will have a solid group of Area Vice Presidents with Tom Daniel of Seneca County, Mark Zollinger of Wayne County, Charles Ruma of Columbus and Jeff Wieland of Cincinnati serving the membership.

We look forward to another year serving this great industry.

WE NEED YOU!

The Following Committees have Openings
Please call the HBA if you would like to be involved:

- COMMUNITY RELATIONS • GOLF OUTING (both)
- MEMBERSHIP • PARADE OF HOMES
- REVERSE FUND • SOCIAL / GENERAL MEMBERSHIP MEETINGS



DID YOU KNOW . . .
That by being a member of the HBA
you are:

- Group Workman's Comp. Insurance could **SAVE** BIG.
- **SAVINGS** on all gas & fuel through our Member Fuel Program
- **SAVINGS** on Verizon Wireless, Staples, Airgas, Sherwin-Williams & many more through the Home Builder Purchasing Program.
- **SAVINGS** on GM Products, FedEx, Hertz, PayChex & **much** more through NAHB
- A **WEBSITE TO FEATURE MEMBERS** & activities, with free links to your website & email, also with links to sites of interest to you, a "Yellow Pages" section for the public to find you & a Facebook page.
- A **MONTHLY NEWSLETTER** containing information about local business & industry news plus events which you can advertise in to reach professionals in the industry.
- The HBA **ADVERTISES USING YOU** as a member of the HBA because of your high standards of quality in many publications & radio each year. The office receives calls almost daily for referrals of everything from builders to banks.
- **NETWORKING CONTACTS** through monthly activities & special events with everyone in the housing industry, you can host a general membership event & have a business after hours at your place of business.
- Annual **PARADE OF HOMES**: opportunities to advertise in the brochure of which 5000 copies goes out to area business 4 weeks prior to the Parade plus the 3000 that are handed out at the Parade. We have revamped the entire Sponsorship program & it can fit anyone's budget, there are garage rentals, radio ads & the brochure to advertise in.
- Parties for good **FUN & FELLOWSHIP**. Inaugural banquet, golf, reverse raffle & family picnic.
- You also have a **THREE-IN-ONE MEMBERSHIP**, you belong not only to the HBA of Wayne & Holmes Counties, you belong to the Ohio Home Builders Association & The National Association of Home Builders, we have representative here today from each of those associations too.

The HBA is your Political Clout – your voice in the industry.
We have Local HBA Members at the Ohio Home Builders Association & at
the National Association of Home Builders to represent you & your
business at the State level & National levels.

OHBA LEGISLATIVE REVIEW

HOUSE COMMERCE & LABOR COMMITTEE ACCEPTS SUBSTITUTE BILL FOR HOME IMPROVEMENT CONTRACTOR REGISTRATION HB 77

OHBA was contacted by the Committee Chairman, Rep. Young, on HB 77 Contractor Registration, as he anticipated acceptance of a substitute bill this week. The sponsor provided the Committee with a summary of changes in the sub bill, which included delaying the registration requirement provisions from taking effect for a year; creating a separate Home Improvement Board in the Department of Commerce to register all home improvement contractors; a prohibition against local governments regulating people with a registration; & exempting home improvement retailers from registration. At the request of Chairman Young, Vince commented on a few of the recent modifications & responded to a few questions. Vince explained the new bill is focused on home improvement contractors, & would actually result in fewer regulations because under current laws local governments can impose more requirements. HB 77 appears to be a priority for its Sponsor, Bill Patmon. The Chairman has not yet indicated what his plans are for HB 77 for the rest of the year.

OHBA REPRESENTATIVES TESTIFY IN SUPPORT OF HB 291

Incoming OHBA President, Bill Sanderson & George Davis, President of Pro-Built Homes testified in the House Judiciary Committee in support of HB 291 which would require notice & an opportunity for a hearing to a defendant before entry of judgment pursuant to a confession of judgment. Both Bill & George explained situations where a bank could call a commercial loan without any default of principal & interest, based solely on non-monetary reasons. Examples given included decreased appraisals or a modified sales schedule. Sanderson

& Davis offered support for limiting use of the cognovits to monetary default. The bill is likely to be amended in the next meeting of the Judiciary Committee, but according to the sponsor the bill will continue to differentiate between monetary & non-monetary default.



**When the Job calls for Custom,
You can Call on Keim**



Building Relationships, Delivering Service
4465 SR 557 Charm, OH 44617 330-893-2251 800-362-6682 www.keimlumber.com

OHBA LEGISLATIVE REVIEW

RCAC WILL HEAR FROM STAKEHOLDERS ON REVIEW OF IECC AT IT'S JANUARY MEETING

While the Committee will start an initial review of the 2012 & 2015 IECC at its December meeting, it will save the more comprehensive discussion involving stakeholders for its January 27th meeting. It will be at the January meeting where OHBA expects proponents of the energy codes to be in attendance, & are asking anyone willing to attend to help provide the builders' perspective come to the January meeting of the RCAC. Please contact OHBA with any questions.

NEW ARCHITECT MEMBER APPOINTED TO RCAC

The Director of Commerce appointed Phillip Herren, associate of Sullivan Bruck Architects in Columbus, to the vacancy on the RCAC. OHBA will be meeting with him to introduce ourselves & help him understand the industry's perspective.

LEGISLATIVE UPDATES

[HB 134](#) BLIGHTED PROPERTY FORECLOSURES ([Grossman, C.](#), [Curtin, M.](#))

The House unanimously voted out HB 134 this week to establish summary actions to foreclose mortgages on vacant & abandoned residential properties, to expedite the foreclosure & transfer of unoccupied, blighted parcels, to make other changes relative to residential foreclosure actions, & to terminate certain provisions of this act on December 31, 2019. According to the sponsor, the bill seeks to expedite the process by which foreclosed homes are dealt with so that they can be demolished more quickly.

[HB 303](#) DEED PROGRAM ([Dever, J.](#), [McColley, R.](#)) The House Financial Institutions, Housing & Urban Development Committee voted out HB 303 to create the D.O.L.L.A.R. Deed Program. According to the sponsor testimony, the bill will assist Ohioans undergoing financial struggle. The D.O.L.L.A.R. program - which stands for Deed Over, Lender Leaseback, Agreed Refinance - would permit transfer titles similar to deeds in lieu of foreclosure. The homeowner would then be able to lease the real estate from the lender for a period of time determined by the parties. The committee adopted a substitute bill earlier in the week that lessened the requirements the new program would place on the Ohio Housing Finance Agency if the bill is passed.

Builders Members

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

Associates Members

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

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

YOUR HBA

2016 Board of Trustees

Chairman:	Merle Stutzman	330-263-0606
Vice Chairman:	Steve Nolletti	419-368-8108
Secretary/Treasurer:	Wayne Yoder	330-684-1050
Immed. Past Chairman:	Mark Zollinger	330-669-9910

Trustees:

Linda Amos 330-887-8790	Mark Dorffer 330-857-2021
Scott Morgan 330-264-5767	Alan Ratliff 330-345-6404
Dave Schlabach 330-279-4640	Jeff Smith 330-262-2719
Dave Suttle 330-264-6137	Marlin Yoder 330-567-2647

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 Or Visit: 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



Happy New Year!