

# HBA

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www.whhba.com



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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:  
December 21-January 1

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## Focus on Membership

***Thank you for Renewing***

Lehman Painting

***Up for Renewal***

Mast Builders  
Salter Group Homes  
Steiner Masonry

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

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

### Committees

***WE NEED YOU!***

COMMUNITY RELATIONS

GOLF OUTING (both)

MEMBERSHIP

PARADE OF HOMES

REVERSE RAFFLE

SOCIAL/GENERAL MEMBERSHIP

EVENTS

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



*LIFE SPIKE Thru 11/30/17*

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

#### ***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

#### ***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*

**MERRY CHRISTMAS  
and a HAPPY and  
PROSPEROUS NEW  
YEAR!**

*Steve*

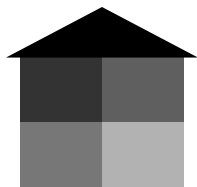
**Dream homes can't be built  
with dreams alone.**

*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.**

## **PARADE DEALS**

Now is also the time to get your deals into HBA for the Parade Builders.

We can present these to the Parade Builders at the Parade of Homes Meeting.

Fax, email, snail mail we take it anyway!

## **Coming up:**

February 20 Annual Forecast Breakfast with Bob Giacomo

March 20 (TENATIVE) Meet your Building Departments/Discussions

April 17 & May 15—OPEN—need your ideas OR . . . . .

## ***Business After Hours***

### ***A Great Way to Showcase Your Company***

The HBA invites you to have the members come to you! You can hold a General Membership Event at your Business & showcase your company. All that is required is a little of your time & food!

This is your opportunity to have a "captive audience". Hold tours, tell all about the history of your company, how it started, how you grew, where you are today & what you see in your future.

The HBA only requires about 15 minutes for a very brief meeting & the rest of the time is yours.

When? Generally they are held the 3<sup>rd</sup>. Tuesday of the Month during the months of March – May & September. BUT this is always negotiable!

Time? Breakfast at 7:00 a.m. or Dinner at 5:00 p.m., but again this is negotiable. Some have had a 1 hour tour time first, sometimes food first, talk second & tours last, this is your call!

What? Food! You know we all like to eat anything!



Whether your order with Keim Lumber is placed in-store or on the phone, our delivery team is ready to service you! With an extensive delivery fleet we have the ability to make sure your items are delivered efficiently and in great time!

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# Save money with NPP

Membership is free.  
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800.810.3909 | [mynpp.com](http://mynpp.com)

**ADVERTISE IN THE HBA FOCUS !  
THIS SIZE WITH FREE WEBSITE LINKS  
\$500/YEAR  
300+ EMAILED & SNAIL-MAILED  
PER MONTH!**

## A bank **for your business**



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We're an SBA lender



[waynesavings.com](http://waynesavings.com)

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& IN EMAIL  
\$100 PER  
MONTH.**



**“The Holiday Season is a perfect time to reflect on our blessings and seek out ways to make life better for those around us.”**  
~ Terri Marshall

Unbelievably, another year is hastening to a close. Growing and developing relationships with our clients has been our first and foremost goal this year. We will nurture that culture of partnership in the year ahead and explore ways to make everyday operations easier and more cost-effective for you in your risk management programs. We're wholeheartedly embracing 2018 and the exciting promise of all that it holds for us!

**Important Dates:**

**December 31, 2017**

**Deadline** to submit offer and acceptance forms (TWB-2) for July 2016 Transitional Work Bonus Program participants.

**January 24, 2018**

**Deadline** to enroll in **Group Retrospective Rating** programs!

**January 31, 2018**

Individual retro rating application **deadline** for 7/1 start  
One Claim Program (OCP) program application **deadline** for 7/1 start date.

**Deadline** for the BWC's Deductible program for 7/1 start date.

**Paying BWC Premiums:** Now that we are two years in to the BWC's prospective payment plan, it is more important than ever to ensure you are paying the premium installments on time, as the BWC *will* remove employers from programs for not paying premiums or filing true-ups timely. Since there are several payment plan options and BWC statements can be quite confusing, it is easy to miss a payment or misunderstand when one is due. CareWorksComp is here to help if you need it.

**Mergers and Acquisitions:** If the new year is bringing you the possibility of buying or selling part of your operation, please contact CareWorksComp if you need guidance on how this relates to your workers' comp policy. It's important to know how this may affect your business and the impact to the alternative rating program in which you participate. Additionally, BWC may be issuing rebates or refunds depending on your participation in these programs, and you will want to ascertain who receives these monies.

**Unemployment Taxable Wage Base Increases for 2018:**

Ohio employers will be paying more unemployment taxes in 2018 primarily due to the increase in the taxable wage base. The Ohio Department of Job and Family Services (ODJFS) has raised the taxable wage base from \$9,000 per employee to **\$9,500** per employee. Also the tax table used by ODJFS has shifted upward for 2018. This will also have an impact on the amount of unemployment taxes Ohio employers will pay. CareWorksComp can assist you in controlling unemployment claims and taxes. Employers wanting an analysis of their tax notice or to learn about different tax options such as common/joint rating should contact Kammy Staton, our Unemployment Manager at 614.526.7165 or [kammy.staton@careworkscomp.com](mailto:kammy.staton@careworkscomp.com).

***DEVELOPER PROVIDES VALUABLE INSIGHT WHILE LOCAL AUDITOR SLAMS THE INDUSTRY DURING HOUSE WAYS AND MEANS HB 371 HEARING***

The House Ways and Means Committee held its third hearing for both opponents and proponents of 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.

One opponent, Matt Nolan, Warren County Auditor, was particularly outspoken on reasons to oppose the bill. After explaining the current local process in Warren already has a mechanism to deal with undeveloped property, he went on to warn the committee of potential impacts of HB 371: more developed lots, developers taking advantage of a now 'risk free' environment, getting rich by sitting on platted lots, and the 'loss' of tax revenue when the land is not reassessed as soon as it is platted to just name a few. His full written testimony is included, and all other testimony can be found at <http://www.ohiohouse.gov/committee/ways-and-means>

Merle Stutzman of Weaver Custom Homes followed with meaningful, well thought out testimony in support of HB 371. Not only did he rebut many of Mr. Nolan's assumptions about builders and developers, he further explained to the committee the positive impacts residential development has on economic development. Additionally, he pointed out the ultimate impact on the price and affordability of housing given the cost of regulation, and supported the effort of Rep. Merrin with HB 371.

In addition to Merle Stutzman's testimony, Vince Squillace, OHBA, had previously testified to the importance of HB 371 during a prior committee.

Please feel free to contact OHBA with any questions or comments.





## EXECUTIVE VICE PRESIDENT'S COLUMN

*By Vincent J. Squillace, CAE*

*Executive Vice President*

### **OHBA'S NEW OFFICERS**

At our recent board of trustees meeting officers for 2018 were elected. Each of them are eager to serve. Our President is Chris Tsonton of Cleveland; Vice President Tom Daniel of Tiffin and Secretary/Treasurer Jeff Wieland of Cincinnati. Our Area Vice Presidents are Enzo Perfetto of Cleveland; Richard Bancroft of Akron; Charles Ruma of Columbus and Mark Zollinger of Wayne County. This is a great group of builders who unselfishly give of their time to serve you as a member of the homebuilding industry.

We are all watching events in Washington DC as the tax bill waddles through the US Congress. We hear of evolving issues as they impact the housing industry as well as the overall economy. With such an intense level of acrimony in DC it is difficult to predict what may or may not happen. Fortunately, our NAHB staff and officers are vigilant and there to help in any way they can. It's a zoo but, more importantly, to have an advocate there fighting for you is a real asset.

We wish NAHB well. OHBA does the same for you here in Columbus. The winds are always swirling and the political arena is, as mentioned above, at times a bit irrational. Hate to reduce it to such terms but it is the arena where many important items are decided. Despite it all, good thing OHBA is there doing the best we can.

The best way to help is support your officers as they commit themselves to keeping OHBA a strong advocate working for you.



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- Jumbo loans
- Purchase or refinance loans

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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	Lowes	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

## 2018 Board of Trustees

Chairman:	Wayne Yoder	330-684-1050
Vice Chairman:	Scott Morgan	330-264-5767
Secretary/Treasurer:	Michael Downs	330-262-2320
Immed. Past Chairman:	Steve Nolletti	419-368-8108

### *Trustees:*

Les Miller 419-368-4961	Alan Ratliff 330-345-6404
Jeff Smith 330-698-0129	Merle Stutzman 330-263-0606
Dave Suttle 330-264-6137	Doug Wurtz 800-321-7670
Marlin Yoder 330-567-3647	Mark Zollinger 330-669-9910

*NAHB Director:* Merle Stutzman

*OHBA Director:* Mark Zollinger

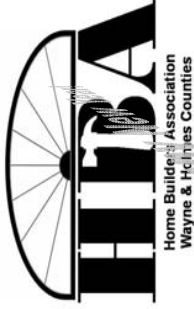
### *HBA Office:*

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



Happy New Year!