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October 2020

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Fall Parade of Homes Comes to an End This Weekend

Here's the information on our Parade event, featured in an article in The Post.

Check Out Our COVID-Safe Medina County Fall Parade of Homes

Medina, OH – I guess we can all agree it has been one crazy ride this year and continues to be one even now. Whoever thought we would have to put on a face mask to go anywhere or do anything for fear of contracting the nasty virus that has been deadly for many worldwide. The good news is we are getting close to finding the cure and/or immunization so soon we will all be able to breathe more comfortably – literally.

Yet businesses march on even through the pandemic. As building is considered essential, our builders have continued to build and sell homes – and in an effort to insure your safety, we've made some changes to our annual Medina County Fall Parade of Homes. We can still provide you the opportunity to check out new homes, see what you like and select the builder to make your dream come true all while keeping you safe. To help our builders sustain their businesses during this time, we are featuring both a physical Parade – where you can visit the models, walk through and meet the builders – and a virtual Parade – where you can, in the comfort of your own home or office, take your own tour through these homes and reach out to the builders directly when you find something you like, have a question, or perhaps want to build.

For the physical Parade, you can either visit that model or set up your own private appointment during the event hours (Saturday, September 26 through Sunday,

(Cover Story – Continued on page 2)



In This Issue ...

Legislative News

Honoring Our Associate
Members

BWC News from
CareWorks

OHBA Member Rebate
Program

BWC Delivers Second
Dividend & More



(Cover Story – Continued from front cover)

| | |
|-------------------|----------|
| Ken Cleveland | 1,074.5* |
| John Sumodi | 304 |
| Andy Leach | 136.5 |
| Larry Crookston | 109.5 |
| Bob Knight | 96 |
| Mark Zollinger | 37.5 |
| Doug Leohr | 32.5 |
| Russ Sturgess | 29 |
| Mike Hudak | 23 |
| Ed Belair | 7 |
| Dave LeHotan | 7 |
| Ted Curran | 3.5 |
| Charlie Ash | 3 |
| Rex Gasser | 3 |
| Chris Chatterelli | 2 |
| Ray DiYanni | 1.5 |
| Bryan Lazor | 1 |
| Jake Lewis | 1 |
| Sean Smith | 1 |
| Paul Spenthoff | 1 |
| Jeff Stuart | 1 |

Above list has been updated via the most current NAHB Spike Club Roster Report

*Current Life Spike status

October 11, weekends only from Noon to 5pm, refer to www.medinacountyparade.com for specifics on these homes). This event continues to be FREE of charge and features a wealth of interesting residential options. For those homes that require an appointment, you can set that up online directly with the builder or their representative. Our virtual Parade is available online and features all the same helpful information as our physical models (i.e., home highlights, floor plans, interior and exterior photos, and a virtual walk-thru).

We are proud to feature the following builders in our physical Parade: Dwight Yoder Builders, Modern Home Concepts, and Windridge Homes. Our virtual Parade features: Artisan Building & Design (3 virtual homes), Bridgeport Custom Homes (4 virtual homes), Edgewood Homes, Landmark Homes, Straub Homes, and Old World Classics, LLC. You will find these incredible homes are bursting with exciting new design trends, creative floor plan layouts, and all kinds of fun bells and whistles. It's also the perfect time to take an afternoon drive to enjoy the vibrant colors of fall as the Medina County Fall Foliage Tour will be held the last weekend of our event (October 10-11 – www.visitmedinacounty.com for more details).

Medina County HBA President Mike Hudak, Artisan Building & Design, notes “It has been quite an effort as an association to find the best way to bring new homes to potential home buyers safely during COVID, but we came up with a creative way to accomplish this. I hope the consumer will take advantage of this incredible opportunity to see both the virtual homes and physical homes that are featured in this Fall Parade. We are proud to bring you the best Medina County offers today’s home buyers.”

It is always challenging, especially now, to put on a successful Parade without additional financial support. The Medina County HBA is proud of their consistent

(Cover Story: Parade of Homes – Continued on page 15)

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From the MCHBA Office ...

Members and Friends:

As some of you may know, the office building in which the HBA office was physically located at 3991 N. Jefferson Street was recently sold. The Board has had discussions of whether having a physical office was necessary, as well as the expense of replacing the HBA computer (which has been repeatedly failing), along with other expenses.

Taking that into consideration, along with COVID and other issues, the decision was made to forfeit a physical office for now. I will continue to handle all Medina County HBA day-to-day tasks and membership duties from my own office in Valley City. The mailing address has been changed to P.O. Box #233, Valley City, OH 44280 so please make a note of that.

When you require warranty books or any other materials, please feel free to contact me and I'll be happy to make sure you get what you need. We appreciate your understanding during this transition period and the Board will revisit whether an office makes sense in the near future.

Susan Bloch

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2020/21 Dates To Remember

Sept. 26 - Oct. 11, 2020

Medina County Fall

Parade of Homes –

Builders & Associates -

Don't miss this event. All

info on our website soon!

January 13, 2021

Financial Forecast

- *Williams on the Lake*

(Lakeside South/Carl Room)

- More to come!

From the Executive Director

Members and Friends:

Our Fall Parade of Homes, which ends this weekend, features 14 homes presented by these builders: **Artisan Building & Design** (3 virtual models), **Bridgeport Custom Homes** (4 virtual models), **Dwight Yoder Builders** (physical model), **Edgewood Homes** (virtual model), **Landmark Homes** (virtual model), **Modern Home Concepts** (physical model), **Old World Classics LLC** (virtual model), **Straub Homes** (virtual model) and **Windridge Homes** (physical model). Thank you for participating in this event.

Our outstanding Parade sponsors include: **Carter Lumber – Major Event Sponsor**; Parade Sponsor Supporters: **84 Lumber, All Construction Services, Clement Construction, Homestead Insurance Agency, Medina Lighting, Paramount Plumbing, Inc., and Third Federal Savings & Loan**. Thank you all for your support. Let's hopefully sell some houses!

We will be having our Financial Forecast in January and are planning to hold another Topgolf event in mid March so be sure to put these on your schedule as more information becomes available and support your association. Please also see our Associate Member Appreciation lists of this year's sponsors and all our associate Members - we thank you for and value your continued membership

Respectfully:

Dave LeHotan
Volunteer Executive Director



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Jeff Barnes

Jake Berger

Jason Cassidy

Douglas Krause

David LeHotan

Michael Martin

Jim Owen

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Parade of Homes

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LOTS & ACREAGE

AKRON

V/L N. Cleveland Massillon Rd: Build your dream home on this breathtaking 4.8 acre lot. Tucked away off of Ira Rd, this lot provides a stunningly private view of babbling stream that snakes throughout the property. Access off of Barret Rd is available. Scenic one-of-a-kind views. **\$170,000. Bill Snow 330-990-0256.**

Lot 45 Ira Rd: 2.28 acres w/ mature trees. Conveniently located near the Cuyahoga Valley National Park **\$99,900 Gary Stouffer 330-805-6900, Gina Luisa 330-814-4747.**

AURORA

V/L St.Rt. 82: Great corner lot w/high visibility. Zoned C-3. Located next to shopping center & across from car dealership. Approx. 568' frontage on St.Rt.82 & approx. 673' frontage on S. Bissell. **\$749,900. Gary Stouffer 330-805-6900, Jeremy Fennell 330-388-8159.**

BRECKSVILLE

8310 Settlers Passage: This private 32-acres w/all utilities available at the street. Wooded entrance w/approx. 650' frontage, currently Zoned R-60 Single Family. Bring your own builder. **\$950,000. Matt Stouffer 330-814-4616, Gary Stouffer 330-805-6900.**

HINCKLEY

The Trails at Redwood Falls: Located where old Skyland Golf Course was. Conservation development will have 97 parcels, walking trails, club house & 5 lakes. City water & sewer. **Robin Pickett 330-322-3181.**

The Hollow at Willow Lakes: 47-acre new development w/city water. Over 20 2-acre homesites. Call today to build your dream home with Legacy-Carrington Builders. **Robin Pickett 330-322-3181.**

KENT

V/L Cline Rd: Approx. 8.5 acres made up of 3 parcels on Summit St. and Cline Rd. across from Dix Stadium. Zoned R-1 Low Density Residential. **\$300,000. Gary Stouffer 330-805-6900, Tara Kleckner 330-289-1315.**

1257 Meloy Rd: Approx. 8 acres on Meloy Rd. zoned R-1 Low Density Residential. Approx. 756' frontage on Meloy Rd. **\$59,000. Gary Stouffer 330-805-6900, Tara Kleckner 330-289-1315.**

5036 SR 43: Approx. 43 acres on SR 43. Zoned G-C General Commercial. Subject to new survey per Portage Co. Sewer/Water/Gas/Electric/Cable (Buyer's responsibility to verify accessibility, capacity, etc. on all utilities). **\$950,000. Gary Stouffer 330-805-6900, Tara Kleckner 330-289-1315.**

LIVERPOOL TOWNSHIP

Estates at Rim Rock: Spectacular 2-3 acre homesites, secluded cul-de-sacs, peaceful country setting. 3 lots left. **Robin Pickett 330-322-3181.**

MASSILLON

V/L West Pointe Cir NW: 9 parcels total, includes 4 condo pads, each w/2 units (8 units total), 9th unit/"shell" unit (4591 West Pointe, Parcel #504788) included in sale. Unfinished unit, but the exterior & framing have been completed. Being sold as-is. **\$225,000. Sarah Bergert 330-268-0102, Gary Stouffer 330-805-6900.**

MEDINA

1424 Medina Rd: Approx. 3.7 acres close to Rt. 94, zoned commercial w/22' driveway & 2560 sq.ft. steel-sided building. Two 10x10 overhead doors w/2-side entry access points. Approx. 211' frontage. **\$465,000. Gary Stouffer 330-805-6900, Gina Luisi 330-814-4747.**

V/L 3004 State Rd: Granger Twp. Approx 11.88 acres w/20' deep pond and mature trees lining the Northern border for privacy. **\$260,000. Gary Stouffer 330-805-6900.**

MOGADORE

354 Excel Ln, Whispering Meadows Estates: Build your dream home on this gently sloping lot in area of beautiful homes. **\$69,900. Bill Sloan 330-715-2561.**

PENINSULA

V/L Stine Rd: Approx. 4 acres w/park-like setting. Large mature trees, perfect for walk-out LL, small creek on far south end of property. **\$189,500. Gary Stouffer 330-805-6900.**

SHARON TWP – Highland Schools

Bonnie Glen - Beautiful lots ranging from 2 to 4 acres w/ravines, woods & open landscape. Spectacular development to bring your own builder & build your dream home. **Robin Pickett 330-322-3181, Gary Stouffer 330-805-6900.**

299 Sharon Copley Rd: One parcel consisting of 2 properties on opposite sides of the road. Approx. 37 acres total offered at **\$345,000.** Approx. 22 acres on north side at **\$199,000.** Approx. 14.5 acres on south side at **\$146,000.** **Gary Stouffer 330-805-6900.**

STREETSBORO

V/L SR 43: Approx. 43.5 acres w/approx. 682ft frontage on State Rt 43 & approx 1600 ft frontage on Kennedy Rd, zoned Rural Residential. **\$525,000 OR 33.5 acres for \$399,000 OR 1.5 acres for \$135,000. Gary Stouffer 330-805-6900.**

TWINSBURG

V/L Creekside Dr: Zoned C-3. Located between busy hotel & Kent State Campus. Conveniently close to freeway access. Great location for restaurant or professional office building. Near other fast food chains. **\$99,000. Jeremy Fennell 330-388-6900, Gary Stouffer 330-805-6900.**

UNIONTOWN

2944 Sunset Dr: Cul-de-sac lot on Sunset Dr. in Lakes of Green. No HOA fees for the first stage of development and you may bring your own builder. **\$35,500. Gary Stouffer 330-805-6900, John Traina 330-843-2650.**

2785 V/L Superior Dr: Beautiful Lakes of Green development. Lot has access to all essential hookups needed to build your dream home! **\$54,900. Gary Stouffer 330-805-6900, John Traina 330-843-2650.**

3663 S. Arlington Rd: Over 4 acres of commercial land w/194' frontage on S. Arlington Rd. & Fortuna Dr. Zoned B-3. Utilities at street. Convenient to I-77 & shopping/retail. **\$450,000. Gary Stouffer 330-805-6900, Matt Stouffer 330-814-4616.**

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Legislative

NEWS



The last week in September was the first full week of legislative activity over the past five months, and likely the last, until the November election. Most action was held as part of a resolution to a controversial bill being reconsidered. The legislation (HB 6) was the centerpiece of the FBI 60-million-dollar conspiracy. HB 6 is one issue which may bring the House and Senate back sooner. Nonetheless, this current session of the general assembly continues until the end of this year. Without a doubt, there will be a lame duck session.

Hovering over the minds and moods of many is the election. All 99 House seats and half the Senate seats are up. With term limits, many are running for the first time. We expect about twenty competitive races in the House and five in the Senate. There is little chance the current party holding the majority in both houses will change, however, we expect the minority party will gain some seats.

In terms of the presidential race, current polls have the President up slightly. It is unclear how that may influence spending and impacts on other races. Over the next few weeks, such spending and impacts may become clearer.

Otherwise, in the legislature this week...

HB 199 Roofing Contractors

A few weeks ago, the house rules committee voted to put HB 199 to require commercial roofing contractors to have a license, on the calendar for House session. While OHBA was there to monitor any activity, given several concerns raised particularly with the prohibition on unlicensed subcontractors, it turned out to be a false alarm. When the House again convened for session this past week, HB 199 was not brought forward for action, so will remain stalled in the house, for now.

OHBA will continue to monitor upcoming session activity and plans to continue its discussions, if and when, HB 199 moves to the Senate for hearings.

Resolution for HB 6 will not be a quick one.

Plans for final action for multiple proposals to repeal HB 6 remain unclear as legislative committees hold ongoing hearings, while the democratic side continues to be angry. Both majority and minority leaders have the desire for some form of action on the nuclear subsidy law (HB 6) which is tied to criminal charges in the House. Repeal, replacement or delay are all actions discussed over the past week. Currently, HB 738, HB 746 and SB 346 are being vetted in committees.

OHBA continues to monitor this issue and any potential impacts such energy policy may have on the homebuilding industry.

*(Legislative News -
Continued on page 15)*

Member News

Renewed Builders

- Bridgeport Custom Homes – Sharon Center
- Legacy-Carrington Builders, Ltd. –Hinckley

Renewed Associates

- Wolff Bros. Supply, Inc. – Medina

Members ...

Remember, whenever possible, always try to do business with and support our Parade Sponsors and support your Medina County HBA & local community!



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September was **Associate Appreciation Month**

We had a lot going on in September so we are publishing this now. The Medina County Home Builders Association would like to recognize and thank the following Associate Members who have stepped up in a big way to help make our events more successful, better attended and have helped support the association during a very tough year. We hope all our members will help support these fine companies. Here's the list of our annual sponsors:

Carter Lumber

Major Event Sponsor – Parade of Homes

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Again - the Medina County HBA appreciates your support and financial assistance. See page 25 for a total list of Associate Members.

MCHBA Annual Golf Outing Results

Congratulations to the winning team from *Homestead Insurance Agency*: Brandon Rapp, Mark Herman, Matt Dugan and Steve Csash. Each player received \$50 cash.

Skins Winners: Brandon Rapp (*Homestead Insurance Agency*); Jim Reynolds (*Paramount Plumbing*); Bob Giacomo (*Westfield Bank*); and Jeff Schleifer (*Graves Lumber*). All Skins winners received \$50 each.

Long Drive - Joe Lucarella, *Mallards Edge* - Hole #14.

Closest to Pin - Sam Hudspath, *All Construction Services* - Hole #5.

Closest to Pin - Brian Quinlan, *Graves Lumber* - Hole #15.

Winner of the 50/50 (\$120 cash) was Mark Herman, *Homestead Insurance Agency*.

Great job everyone. Watch Building Blocks and your email for information on our 2021 Topgolf Event coming in March! ■





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MEMBERSHIP DRIVE

Randy Strauss, our Ohio State Rep to the NAHB, has thrown out this challenge to us to participate in the NAHB Membership Drive. We have the option of this fall or spring of 2021 and with the busy fall season we have, we are enrolled in the Spring Campaign.

Starting January 1, 2021 through March 31, I challenge all of our members to bring in at least one new member to our association. NAHB will pay up to \$2,500 to each local association depending on the number of new members we bring in and the retention of existing members as well.

So ... let's run with it and make a difference in our association. You can direct any potential member to our website at www.medinacountyhba.com as our membership application is available to download under About Us / Join Us. Let me know if I can help!

Professional Tools for our Members

The HBA has the professional business tools you need for home sales. The MCHBA Home Construction & Limited Warranty Agreement packages are available at the office for only \$35 each. Or if you have your own contract and you just need the Warranty, the warranty

and folder are available for just \$25. We encourage you to use these tools for your protection, peace of mind and they make a great resource tool for your customers to keep all their pertinent home buying paperwork together. Call the HBA office and order your professional tools today.



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Thank you to these member companies who support our Parade of Homes and Parade Builders!

October 2020 BWC News from CareWorks Comp

*“Three things cannot long be hidden: the sun, the moon, and the truth.”
~Confucius*

We all know that the spread of Coronavirus (COVID-19) is an escalating global health concern. CareWorks Comp will continue to support our clients' workers' compensation and unemployment compensation needs. For the most current and up-to-date information from the Ohio BWC regarding COVID-19 topics, please visit the BWC's website at: [BWC COVID-19 Information](#)

Apply Now: 2021 Policy Year Group Rating & Group Retrospective Enrollment Deadline is Approaching !!

It's that time of year again: 2021 Traditional Group Rating and Group Retrospective Rating offers are now being sent out to employers. Contact us for a premium savings projection. CareWorks Comp will assist you in determining the program options that work best for your organization. Each year there may be a different mix of cost-saving strategies that work best to maximize your premium savings. **The enrollment deadline for the 7/1/2021 Rate Year is November 16, 2020 for Traditional Group Rating, and January 22, 2021 for Group Retrospective Rating.** For more information, contact Bob Nicoll CareWorks Comp Program Manager at 330.418.1824 or Robert.nicoll@careworkscomp.com.

BWC Board Approves 2nd Dividend this Year to Ease COVID-19 Financial Impact

On September 25, 2020, the Board of Directors of the Ohio BWC approved yet another employer "Billion Back" dividend. This approximately \$1.5 billion dividend will be sent to Ohio employers near the end of October 2020, after first applying the dividend to any unpaid balances. The BWC's aim is to provide some immediate economic relief to employers amid the ongoing pandemic.

This dividend equals approximately 100% of the premiums paid in policy year 2019. (This would be January 1, 2019 to December 31, 2019 for public employers and July 1, 2019 to June 30, 2020 for private employers.) Dividends like this, as well as previous ones, are possible because of strong investment returns on employer premiums, a declining number of claims each year, prudent fiscal management, and employers who work hard to improve workplace safety and reduce injury claims. Employers who did not complete their 2019 policy year True Up **may be** ineligible to receive this Billion Back Dividend.

“Thank you to the BWC Board of Directors for approving a second round of dividends for Ohio employers,” said Governor DeWine. “The pandemic continues to impact businesses across Ohio, and we hope that this next round of dividends provides financial relief.”

“We’re grateful our strong fiscal position allows us to assist our business community during these unprecedented times,” said BWC Administrator/CEO Stephanie McCloud. “However, this means in all likelihood we will not issue a dividend in 2021.”

Important Deadlines:

- **October 21, 2020:** Premium installment due for the July 1, 2020 - June 30, 2021 policy year, if your company is on a monthly or bi-monthly payment plan with the Ohio BWC.
- **October 23, 2020:** Cut-off date for CareWorks Comp to receive AC3 (Temporary Authorization Form) to request Group Rating/Group Retrospective evaluation quote for 2021 policy year.
- **November 16, 2020:** Deadline to enroll into traditional Group Rating with CareWorks Comp for the 2021 Rating Year.

Let’s Learn: Important BWC Acronyms

- **RTW: Return to Work**—The date when the injured worker has returned to employment.
- **TTD: Temporary Total Disability**—Compensation paid by the Ohio BWC to an injured worker who is totally disabled from employment on a temporary basis.
- **MMI: Maximum Medical Improvement**—The point where the allowed conditions in the claim have stabilized and no improvements and/or changes can be expected with reasonable medical probability.
- **IW: Injured Worker**—The employee who has filed a workers’ compensation claim with the Ohio BWC.
- **EOR: Employer of Record**—A term that both the Ohio BWC and the Ohio Industrial Commission use in describing who the employer is of the injured worker that filed the workers’ comp claim.
- **DOI: Date of Injury**—The calendar date that the employee sustained the injury.

House Bill 81: Important BWC Changes

Governor Mike DeWine has signed H.B. 81 and it became effective Sept. 15, 2020. H.B. 81 creates several important changes to Ohio Workers’ Compensation Law including:

- Reduces the statute of limitations for filing an application for Violation of Specific Safety Requirement (VSSR) to one year from the date of injury or occupational disease from two years. The new limit will apply to all claims occurring on or after Sept. 15, 2020.
- Settlement of state fund claims can no longer be objected to by the state fund employer if both of the following apply: (a) the employee is no longer employed with the employer and (b) the claim is no longer within the date of impact for the employer’s experience rating.

- In certain circumstances, expands the time you have to appeal an Industrial Commission decision from 60 days to 150 days for claims pending on or arising after September 29, 2017.
- Increases the maximum amount of reimbursable funeral expenses in death claims from \$5,500 to \$7,500.
- The Industrial Commission may now invoke continuing jurisdiction from within five years from the date medical services were provided or services rendered, rather than the date of payment. The change will apply to all claims occurring on or after July 1, 2020.
- While testing of peace officers, firefighters, emergency medical workers, and corrections officers exposed to blood and bodily fluids on the job is already covered by workers' comp, H.B. 81 expands that coverage. Beginning September 15, 2020, ORC 4123.026 extends payments of post-exposure testing to employees of detention centers and includes exposure to drugs or other chemical substances.

H.B. 81: Changes with “Voluntary Abandonment”

In addition to the changes listed above, H.B. 81 also has reframed the conversation around whether a claimant has “voluntarily abandoned” his or her job. Prior to this recent decision, the voluntary abandonment case law offered an option to stop disability benefits (temporary total compensation “TT” and permanent total compensation “PTD”) if a claimant retired, quit or was terminated due to violation of a known work policy.

The new legislation removes language surrounding “voluntary abandonment” and instead replaces it with a general guideline that PTD (ORC 4123.58) and TT (ORC 4123.56) may not be payable if the claimant “is not working for reasons unrelated to the allowed injury or occupational disease”. This applies to all claims pending on and arising after 9/15/2020.

What does this mean for an employer? While voluntary abandonment language has been removed from ORC 4123.56 and ORC 4123.58, the discussion will now focus on whether the claimant’s disability is related to the allowed conditions. This leaves the question of “voluntary abandonment” up in the air until this new legislation is tested and applied to real world Industrial Commission hearing determinations. This will give us guidance on how the Industrial Commission intends to interpret and apply this statute.

In short, this legislation change is being closely watched by all parties participating in the workers’ compensation system. Attorneys for both sides of the conversation will provide recommendations and guidance as we navigate this change.

Upcoming Ohio BWC Virtual Classes

BWC will be offering a small number of live, interactive, half-day and full-day classes virtually during the COVID-19 pandemic. All classroom classes have been cancelled for 2020, and classroom cancellations will likely extend to most of the fiscal year ending June 2021. Virtual training will provide an opportunity for students to learn

remotely, while still ensuring the safety of Ohio employers. All credits associated with a training class scheduled at a physical location will also be provided to any virtual training classes.

How to register

Visit the BWC Learning Center at www.bwclearningcenter.com. Enroll as normal to any course that has a section listed as virtual. You will be contacted by email 2-3 days before training and invited to a WebEx training event if registration and email are correct. More details and a URL will be provided at this time, along with a confirmation of intention of attendance. HAVE ANY QUESTIONS OR ISSUES? CONTACT: dshcc@bwc.state.oh.us

BWC Online E-Courses Available Anytime

Another option for employers to fulfil the two-hour safety training requirement is to complete online e-courses via the BWC's Learning Center. Your online training MUST total 2 hours in order for your 2020 policy year Group/Group Retro safety training requirement to be met. For a complete list of BWC Learning Center online e-courses, go to: [BWC Learning Center Login](#) NOTE: Certificates of Completion should either be emailed to twohourtraining@careworkscomp.com or faxed to (614) 495-5200 so that CareWorks Comp may track the fulfillment of this requirement.

Unique “For Credit” BWC Webinars Coming Up

The Ohio BWC is hosting unique and helpful webinars in the months to come. For more information, go to the Division of Safety & Hygiene-Ohio BWC Learning Management System website at www.bwclearningcenter.com. Login or create a new account and click on *Catalog Webinars (For Credit)* on the Home Page. The following are the webinars planned for October, November, and December 2020:

Drones: Safety Tools in the Sky. October 7, 2020 from 10:30am – 11:30am

What Would You Do? Can We Rely on Common Sense. November 10, 2020 from 1:30pm – 2:30pm

Need Help with Environmental Regulations? December 3, 2020 from 1:30pm – 2:30pm

To receive one hour of online training credit for BWC Programs, provide a BWC policy number during registration.

Ohio BWC – Better You, Better Ohio! Webinars for Employers

The BWC is offering [Better You, Better Ohio!](#)® – a program that provides health and wellness resources and services to workers who work for small employers (150 or fewer workers) in certain industries. The program is designed to help both workers and their employers at no cost and through a simple, paperless process. The BWC is holding two 30-minute webinars in October and you can register here (click on the link) - [Better You Better Ohio – Wednesday October 14, 2020 10:00 AM EDT](#) or [Better You Better Ohio – Tuesday October 27, 2020 1:00 PM EDT](#) to learn how your employees can get healthier and be eligible for up to \$175 in financial incentives.

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GOVERNOR DEWINE SIGNS HB 606 COVID-19 CIVIL IMMUNITY LEGISLATION

Gov. DeWine signed HB 606 on Monday providing businesses and government entities the legal protections they sought in the face of the COVID-19 pandemic.

The somewhat controversial legislation provides broad civil immunity during the public health crisis.

It will be 90 days before the bill takes effect after an emergency clause was removed during negotiations between the House and the Senate. The conference committee to resolve also extended the law's end date from Dec. 31. to Sept. 30, 2021.

The legislation proved divisive as it worked its way through the legislature. The Senate approved the conference report in a party-line vote, while the bill cleared the House 62-30 with a handful of Democrats joining Republicans in supporting its passage.

Business groups had made the legislation a priority, saying it will provide businesses with confidence to remain open amidst the pandemic. HB 606 can be found at the link below.

<https://www.legislature.ohio.gov/legislation/legislation-documents?id=GA133-HB-606>

HOUSE AND SENATE SESSION SCHEDULE UNCLEAR

With lingering uncertainty arising from allegations against former House speaker Larry Householder, COVID-19, and the upcoming elections, it is unclear just when and how often the chambers will be back in session. OHBA continues to monitor any activity at the Statehouse and state agencies as discussions on what may or may not happen over the coming months.

ERAC APPEAL PROCESS MOVING FORWARD WITH AGENCY DISCUSSIONS

OHBA's ERAC appeal filed in response to the most recent adoption of the general permit for impacts to ephemeral streams moves forward with an agreement to hold discussions with the OEPA and other industry groups also filing similar appeals. OHBA is working closely with all parties to draft a list of concerns and potential fixes to share with the agency. The state's draft permit was a result of the new federal WOTUS definition, excluding ephemeral streams from Army Corp jurisdiction. Thus, OEPA felt any impacts would become impacts to a water of the state and a permitting mechanism would be necessary. OHBA will continue to update on the process as the appeal moves forward.

Please feel free to contact OHBA with any questions or concerns. ■



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(Parade of Homes -
Continued from page 2)

reputable member businesses contributing, financially and through quality products and services. Major Event Sponsor is Carter Lumber. Parade Sponsor Supporters include: 84 Lumber, All Construction Services, Clement Construction, Homestead Insurance Agency, Medina Lighting, Inc., Paramount Plumbing Inc., and Third Federal Savings & Loan. The Medina County HBA thanks every one of these dedicated members who have stepped up to provide a remarkably high level of commitment to the local building industry.

Everything you need to know is online at: www.MedinaCountyParade.com. The Medina County HBA is proud to hold their Parade event at the same time Cleveland HBA and the Akron/Summit/Portage HBA are holding their events so all of Northeast Ohio will be featuring new homes online and in person. For more information, please visit www.HBACleveland.com and www.AkronHBA.com Happy House Hunting! ■

See Parade Homes pages 16 & 17



#1 - Windridge Homes - Whitetail Crossing



#5 - Artisan Building & Design – Virtual Model #2



#2 - Modern Home Concepts - Colonial Hills



#6 - Artisan Building & Design – Virtual Model #3



#3 - Dwight Yoder Builders - Ledge Rd./State Rd.



#7 - Bridgeport Custom Homes – Virtual Model #1



#4 - Artisan Building & Design – Virtual Model #1



#8 - Bridgeport Custom Homes – Virtual Model #2

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#8 - Bridgeport Custom Homes – Virtual Model #3



#12 -Landmark Homes – Virtual Model



#10 - Bridgeport Custom Homes – Virtual Model #4



#13 - Old World Classics, LLC – Virtual Model



#11 - Edgewood Homes, Inc. – Virtual Model



#6 - Straub Homes – Virtual Model

The first three models were physical models that people could tour and the balance of 11 were virtual so people can tour them online in the comfort of their own home on their own computer - with all the information they need to contact the builders directly. It is the first time we've done an event like this and, although still in the process of analyzing the Google Analytics report, appears to have been an effective solution to the COVID situation for an event like this.

We appreciate the builders putting their homes into this event, as well as the sponsors who helped support the event and made both television commercials, television spots and print advertising a reality. Look for information on the Spring Parade for 2021 (hopefully we will be somewhat past the COVID considerations). All information available online at: www.MedinaCountyParade.com

NAHB Certified Aging in Place (CAPS) and Universal Design Essentials Courses



Become a Certified Aging-in-Place Specialist (CAPS) and take the Universal Design Essentials course, now both available for a limited time in a virtual classroom.

Gail Stocks, founder and principal of EZ Way To Stay and NAHB approved instructor, is offering these courses in a virtual classroom at a substantial discount. Gail is an occupational therapist and accessibility specialist with decades of experience working with clients across the spectrum of ages and abilities.

Course and Description

Successful completion of CAPS 1, 2, and 3 are required to earn CAPS designation. Each course provides 6 hours AOTA continuing education credits.

Marketing and Communicating with the Aging in Place Client (CAPS I)

Millions of Americans are living longer and more active lives. Because they are embracing newly found and changing lifestyles, they need to revitalize their home environment. Identifying this burgeoning opportunity and then developing the skills to interact with this market can help you grow your business dramatically. The goal of the course is to equip course participants with the knowledge and tools to effectively market and sell services to the aging in place (AIP) market.

Dates and Time:

Select One Date

**November 5, November 6,
December 3, December 4**

8:30 am - 4:30 pm EDT

Design Concepts for Livable Homes and Aging in Place (CAPS II)

Design/Build Concepts for Aging in Place prepares you to take on the AIP market intentionally, by calibrating your business to address the unique challenges of providing successful solutions. The goal of this course is to enable participants to identify common challenges within the home and understand attractive design concepts that create a safe and comfortable environment for clients who want to age in place as well as identify with one or more of these groups:

- Individuals who are not experiencing health issues related to aging
- Individuals who have a progressive or other condition that requires home modifications or equipment
- Individuals who are dealing with an abrupt or traumatic health-related change

The course presents various methods and techniques for modifying home design, from the perspective of new construction and retrofitting.

Dates and Time:

Select One Date

**November 12, November 13,
December 10, December 11**

8:30 am - 4:30 pm EDT

Details and Solutions for Livable Homes and Aging in Place (CAPS III)

This course builds on the CAPS I & II courses (which are prerequisites for this course) by introducing design solution techniques, innovative products and best practices for product installation for CAPS professionals to utilize when creating livable homes in which to Age-In-Place. Participants will engage in hands-on activities from real case studies to apply material learned in all CAPS courses.

Dates and Time:

Select One Date

**November 19, November 20,
December 17, December 18**

8:30 am - 4:30 pm EDT



Course and Description

Universal Design Essentials

Universal Design Essentials presents a shift in the approach to residential design and construction. Comfort and convenience regardless of age, stature or ability is the hallmark of inclusive design. Designers, suppliers, builders, remodelers, and health care professionals will benefit from the creative design concepts and practices presented to develop market-driven projects that are highly functional, yet integrated and aesthetically appealing. Certified Aging-in-Place Specialist (CAPS) courses are not a pre-requisite and CAPS graduates will find benefit by expanding into the broader spectrum of universal design that offers a much wider target audience.

Dates and Time:

Select One Date

**October 22, October 23,
October 29, October 30**

8:30 am - 4:30 pm EDT

COURSE FORMAT

All courses will be held virtually in EDT (with extensions provided upon request in other time zones)

REGISTRATION DEADLINE & CANCELLATION POLICY

The deadline is two weeks prior to each course and no refund will be issued after that date.

COURSE FEES

Each course is one day. Fee for each day is \$200 for NAHB and \$225 for nonmembers.

- Discounted rate of \$575 members /\$650 nonmembers who sign up for CAPS 1,2,3 at the same time.
- Discounted rate of \$765 members/ \$865 nonmembers who sign up for all 4 courses at the same time.

REGISTRATION PROCESS

- Please fill out the form, scan and email it back to EZwaytostay@gmail.com
- Upon receipt you will be sent a Paypal invoice for you to submit payment securely by credit card or by Zelle Quickpay.

QUESTIONS?

Contact Gail Stocks email:

EZwaytostay@gmail.com or **973-500-8751**

Registration Form

Please Select: CAPS I Dates _____ Fees _____

CAPS II Dates _____ Fees _____

CAPS III Dates _____ Fees _____

Universal Design Essentials Dates _____ Fees _____

Total _____

- I want just the downloadable student guide which is included I would like info on purchasing a printed student guide

Name _____ Phone _____

Company _____

Email _____

Billing Address (line 1) _____

Billing Address (line 2) _____

City _____ State _____ Zip Code _____

NAHB Certified Aging in Place (CAPS) Reviews on Gail Stocks, EZ Way To Stay

In the anonymous survey students filled out after each of the 11 courses I gave this summer in the virtual classroom, I achieved a close to perfect 5 out of 5 rating, with these accolades:

“Gail presents to the class in an upbeat, fun, and professional manner. I was thrilled that I got to take this course online and having Gail as the presenter was a bonus!”

“As always, Gail is a professional, enthusiastic and well-prepared instructor. She enhances students' abilities to integrate and use the information. I look forward to next week! “

“Gail did a great job with engagement and content! Gail made the online learning an interesting and fun experience instead of just a lecture.“

“Gail is very adept at using this format. She allows adequate time for information processing.” This is a good example of how on-line teaching should be done.“

“Gail presented the information in a clear and engaging manner. Would definitely recommend to others. “

“Gail was a fantastic facilitator. She is very knowledgeable, dynamic, engaging, and does a great job soliciting input from others.“

“Instructor is amazing, the course instructor was engaging throughout .“

“Gail is a wonderful instructor. Love her explanations, real-world examples, activities, discussions, and helpfulness.”

“Gail is a strong presenter, frequently checking in with the group to expand on discussions, assure an appropriate pace and encourage active participation.“

“Gail makes the information interesting and accessible- I appreciate her sense of humor, which keeps the discussion lively.“

“Gail's presentation was excellent. She kept everyone involved and made the class feel lively. I really enjoy Gail's teaching style which makes it easy to follow along “

“Great presenter on a current topic of interest for my industry.”

“I found it very valuable to have this taught by an OT.“

“Instructor provided an engaging, excellent presentation.”

“Excellent and I appreciate that the instructor was responsive and flexible to meet the requests and suggestions of the participants.“

“Excellent instructor. Very Kind and Knowledgeable.“

“Gail has a wonderful knack for teaching this online course and keeping the team engaged. I like the conversation and the feedback shared by all.“

“Enjoyed Gail's teaching strategies and found them very helpful. “

“Gail did another great job presenting the information in a fun and educational way.“

“Gail is wonderful!“ “Gail was awesome. “ “Gail was a great teacher“

“I felt the instructor was engaging and knowledgeable.

“Gail is very engaging, thoughtful, interactive, and knowledgeable. She really does a great job of facilitating an all-day course.“

“Gail presented the information in a way that was easily understood..

“Presenter was very informative. Great presentation.“

“Very informative, loved webinar format, great instructor.“



From your OHBA

Hiring and Employee Retention:

If you want to know how to fix team issues and hire right the first time

Dear OHBA Member,

Have you often said, “if I could just get the right people, my business would be much easier?” If you don’t have the right folks on the team, it’s nearly impossible to grow a company smoothly, or work yourself out of the day-to-day operations. This is something SBGP’s CEO explained to me back when we first connect with Growth Partners. If you have any issues with your team, don’t miss the DISC/Motivator Assessment that is included with all BPAs (Business Diagnostic & Plan of Actions). This Assessment is one of the best tools for making sure you’ve got the right people on your team. I’m sure all of you know, the BPA, and DISC/Motivator Assessment, is included 100% with your HBA Member Benefits.

- My team isn’t getting along
- It seems like I have to answer every question
- I think I hired the right person, and they are gone in 3 months
- We have people that want to do a good job, but lack follow-through
- I put out a job ad but I’m not getting the right people

If one or more of these points pertain to you and your business, I urge you to take advantage of a BPA. Many of you know about how the BPA creates a 3 year, 1 year and quarterly plan for your business, but not many know about the extensive personality assessment they do for you, and up to 15 of your team members. Here are just some of the information you will receive, just in this portion of your BPA...

- DISC Assessment

- Motivational Assessment (Aesthetic, Economic, Individualistic, Power, Altruistic, Regulatory & Theoretical)
- Behavioral Style Assessment
- Behavioral Tendencies Assessment
- Communication Styles

This would cost well over \$1,000 if you had to purchase them yourselves. Also, using these assessments in your hiring process **DOUBLES** the success rate of hiring the right person, the first time. I’ve seen how accurate they are personally, and can attest to the importance of this incredible tool.

If you are ready to create a team that works together, are all working in the same direction, and a hiring process that ensures you will continue to build your team with the **RIGHT** people, sign up for a BPA now. You will not be disappointed.

Finally, they only work with HBA members, are completely private, and work exclusively with now over 30% of the HBAs in the United States are completely private (they do not work with the general public).

1. Go to www.smallbusinessgrowthpartners.com
2. Click on Redeem Your BPA in the landing page toolbar
3. Select “HBA Members,” and fill out the short questionnaire

Thank you again for all for your support of the Ohio Home Builders Association, and thanks for the great feedback so many of you have shared with me in regard to our Affinity Program with Growth Partners and this extremely valuable member benefit.

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

Member Benefit Spotlight - page 23
SBGP FAQ Sheet - page 22
BPA Redemption Steps - page 24



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Another \$1.5 billion for Ohio employers

BWC delivers second dividend this year to ease COVID-19 impact

Frequently Asked Questions for Employers

Why is BWC giving a dividend?

We are issuing a dividend of up to \$1.5 billion to ease the financial pressures your organization may be experiencing amid the coronavirus (COVID-19) pandemic. This is our second dividend of this magnitude this year, following Gov. DeWine's order that his agencies do everything they can to mitigate COVID-19's impact on Ohioans. Even after the dividend, the net position of the State Insurance Fund for injured workers remains strong due to investment returns, declining injuries and decreasing reserves.

Please note: *Because BWC is providing two dividends in the same year, we are not expecting to issue a dividend in 2021.*

How much will an employer receive?

BWC defines the private employer dividend as 100% of billed premium for eligible employers for the policy period of July 1, 2019, through June 30, 2020. BWC will apply the percentage to the blended premium amount. BWC defines the public employer dividend as 100% of billed premium for eligible employers for the policy period of Jan. 1, 2019, through Dec. 31, 2019. BWC will apply the percentage to the blended premium amount.

When will I receive my dividend?

BWC will mail dividend checks to eligible employers in late October and early November.

I have an outstanding balance on my account. How will this impact my dividend?

An employer who has an outstanding balance — including but not limited to deferred installments, balances in an appeal status and balances owed resulting from a transfer of experience or liability from a predecessor entity — will have its dividend payment reduced by the amount of the outstanding balance. If an employer's outstanding balance exceeds the dividend amount, BWC will offset the employer's account by the amount of the dividend.

An employer whose dividend is applied to an outstanding balance will receive detail regarding how the dividend was applied on their next scheduled invoice. Employers will be able to see their updated account information at any time on bwc.ohio.gov.

Continued



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MEMBER-ONLY BENEFIT SPOTLIGHT

GO TO SBGPINC.COM AND CLICK:



REDEEM YOUR BPA

Since 2009, SBGP has partnered with State Home Building Associations, to offer their private business planning services to builders, remodelers and HBA Associate members of select states throughout the country. We are pleased to announce that OHBA members now have access to their nationally recognized BPA and BPA Process.

Through their years of working heavily in this industry, they have built a team of builder, remodeler, and HBA Associate member specialist coaches to help members create a plan around their most challenging issues:

- ✓ **Identifying Your Vision**
- ✓ **Creating a Marketing Plan**
- ✓ **Creating a Sales Plan & Process**
- ✓ **Recruiting & Maximizing Team Engagement**
- ✓ **Increasing Gross Profits, Cashflow, & Margins**
- ✓ **Understanding & creating KPIs (Key Performance Indicators) + a Company Dashboard**
- ✓ **Creating & Documenting Overall Company Systems + Processes**

Through their six step Business Diagnostic & Plan of Actions (BPA), the SBGP Team identifies what is working, notes what is not, asks you a litany of questions, disseminate and fully documents everything that is discovered. Finally, they conduct DISC Profile and Motivational Assessments with you and up to 10 members of your management team (including a team "scatter chart") and blend the results into your BPA. These assessments are also compliments of the Ohio Builders Association, to truly personalize your plan.



ARE YOU AWARE OF THIS OHBA BENEFIT?



Redeem Your BPA in 3 easy steps!

100% of the cost for your BPA is covered by your Association Membership

BPA stands for Business Diagnostic & Plan of Actions and is an exclusive and private business planning tool from Small Business Growth Partners, developed through focusing on the issues of builders, remodelers, HBA Associate members and how to solve them.

01

GO TO SMALLBUSINESSGROWTHPARTNERS.COM

02

CLICK "REDEEM YOUR BPA"

03

CHOOSE "HBA MEMBERS"

*The deliverable is an extremely accurate and personalized 40+ page, step-by-step and time-based 12-month plan for you and your business.



SMALL BUSINESS
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Executive Vice President's Column

By Vincent J. Squillace, CAE
Executive Vice President

With October 2020 we all hope for the start of a return to happier times. It has been a long few months with the occurrence of COVID19. For the most part, we seem to have fared ok. Reports from around the state find just about everyone has been busy. Hopefully that level of activity continues and those sectors of the economy who have been hard hit make a full recovery soon.

Fall sports have been a bright spot along with a decent construction economy. If a lesson was learned is that significant events can have a deep impact. We feel deeply for those whose health has been impacted. Many sad stories exist we know.

The workload here remains busy. We are challenging new EPA regs in court. Building codes are in control at the RCAC. However, some energy issues are on the horizon. Seems fossil fuels are on the agenda for some groups. Bans on the use of natural gas are on the agenda of some municipalities as well as some states too. We're working with a coalition to keep the gas flowing. We expect the effort to prohibit fossil fuels to intensify nationwide and in Ohio.

Speaking of nationwide; the presidential election, soon to be decided, will definitely impact all of us. Expect a close one in my view. In Ohio, the most impactful race involves the Ohio supreme court. Reason why, if two democrats win, the majority switches to them. If a split, then the court remains with the republicans. A major item that could rest in the balance is the redrawing of state legislative districts which must be accomplished next year. The Ohio court has jurisdiction over any cases or controversies.

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- MAS, Inc.
- Mason Structural Steel, Inc.
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- MPW Construction Services
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- Sturgill's Drywall, Inc.
- Sundance LTD
- TGC Engineering
- Third Federal Savings & Loan Association (F)
- Transfer Title Agency, Inc.
- Westfield Bank (F)
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