

# Building Blocks

September 2019

Building Blocks  
Supporters

All Construction  
Services

Carter Lumber

ID Creative Group  
Ltd.

Stouffer Realty,  
Inc.

Transfer Title  
Agency

Westfield Bank

Wolff Bros.  
Supply, Inc. –  
Kitchen, Bath &  
Lighting Design  
Center



www.medinacountyhba.com

## *State Rep's Call for HELP – Mexican/Canadian Trade Agreement*

To all Ohio EO's, I ask that you forward this on to all of our members. We need to help NAHB get the Mexico/ Canada trade agreement ratified. This directly affects almost all of our members. I am asking everyone to help and it's easy. Simply click on <http://www.capitolconnect.com/builderlink/>, or click on **Take Action Now** button below, fill in your home address and the information requested and an email will be sent for you to your US Congressional Representative and both of our US Senators.

As always I appreciate your assistance and sometimes your patience too....

*Randy K Strauss, Ohio State Rep to NAHB*



## **Help Lift Housing By Bringing Material Costs Down**

The United States-Mexico-Canada-Agreement (USMCA) holds the potential to boost the housing economy and reduce price volatility for building materials.

NAHB needs you to do your part by clicking

on the "Take Action Now" button below and sending a letter urging your member of Congress to ratify the USMCA.

Each year, the U.S. residential construction and remodeling industries rely on tens of billions of dollars in building materials sourced from Mexico and Canada. These materials are not simply the constituent parts of a home, they also represent jobs for Americans building those homes.

Trade policy affects housing costs. Take action now and ask your member of Congress to ratify the USMCA.

**Take ACTION Now**

## **In This Issue ...**

- OHBA on Billions ... the New Normal**
- IBS Registration Info**
- Legislative News**
- Golf Outing Information & Participation Form**
- CareWorks Information**
- Best of Ohio Homes Awards Info & Entry Form & More**

# SPIKE CLUB

Ken Cleveland	1,070*
Mary Felton	459.5
John Sumodi	270.5
Andy Leach	131
Bob Knight	95
Mark Zollinger	32
Doug Leohr	30
Russ Sturgess	29
Ed Belair	7
Dave LeHotan	6
Michael Kandra	5
Mike Hudak	4.5
Ted Curran	3
Rex Gasser	2.5
Jeremy Krahe	2.5
Ray DiYanni	1.5
Chris Chatterelli	1
Sean Smith	1

Above list has been updated via the most current NAHB Spike Club Roster Report  
\*Current Life Spike status



Find your perfect piece.

Every piece in the Artist Editions collection is an inspired creation that invites you to express your style and be part of the story of you.

**WOLFF** Kitchen  
Design Center Bath & Lighting

6078 Wolff Rd.  
Medina, OH 44256  
330-764-3882  
[www.wolffbros.com/showroom.html](http://www.wolffbros.com/showroom.html)

Northeast Ohio's  
Leading Installer  
of Quality Building  
Materials for New  
Construction &  
Remodeling

The Fireplaces  
You Crave!

**heatilator**<sup>®</sup>  
*The first name in fireplaces*  
a brand of Hearth & Home Technologies Inc.

**Introducing the Crave Series by Heatilator**

- Garage Doors . Insulation
- Basement Waterproofing . Gutters
- Interior + Exterior Stone
- Power Washing . Fireplaces . Mantels
- Closet Shelving . Shower Doors
- Mirrors . Window Blinds
- Energy Audits . Testing + More
- NEW:** Footlock Wall Bracing System

**ALL**  
**CONSTRUCTION**  
**SERVICES**

945 Industrial Parkway N. | Brunswick, OH 44212  
330.220.6666 | 1.800.220.9383  
[www.allconstructionohio.com](http://www.allconstructionohio.com)



# Building, Buying, Selling, Refinancing?

**Transfer Title is your  
local Title Company!**

*Complete Real Estate Title &  
Escrow Service Serving All of Ohio*

*Title Insurance Policies  
Issued with Chicago Title  
Insurance Company  
& Old Republic Title*

**Robert C. Skidmore, Esq., President**  
**Lee T. Skidmore, Esq., General Counsel**  
**Steven J. Swain, Vice President**



*Insuring Realty. Conveying Dreams.*

Formerly Medina County Title Agency, Inc. Locally owned and operated since 1967.

**748 N. COURT ST. • MEDINA, OH 44256**

Mon. – Fri. 8:30 am – 5 pm  
Evening/Sat. closings by appt.  
Medina.....(330) 725-4214  
Cleveland.....(330) 273-2943  
Toll Free.....(800) 635-5512  
Fax.....(330) 725-3145  
www.transfertitle.com

# 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.

# Table of Contents

	<u>Page(s)</u>
Cover: <i>Help Lift Housing By Bringing Material Costs Down</i> .....	Cover
Spike Club Update .....	2
2019/20 Dates to Remember .....	3
ED Letter / Board of Directors/Trustees .....	4
OHBA: Billions ... the New Normal.....	7
IBS Registration Details.....	7
Legislative News .....	8
Member News.....	8
CareWorks: Real Results – Real Savings.....	10
NAHB Savings.....	11
Parade of Homes Sponsorship Information .....	12
CareWorks Update.....	13
MCHBA Annual Golf Outing Participation Form .....	14
NAHB Update on Mercer Survey & Association Health Care .....	16
MCHBA Annual Golf Outing Sponsorships .....	17
Best of Ohio Homes Entry Form & Information .....	18-20

## 2019/20 Dates To Remember

**September 12, 2019**

**MCHBA Annual Golf  
Outing at Shale Creek -  
Sign up now if you haven't.**

**October 5-20, 2019**

**Dates for Fall Parade of  
Homes -**

**January 8, 2020**

**Financial Forecast**

# From the Executive Director

Members and Friends:

I hope you plan to join us at our annual golf outing at Shale Creek on Thursday, September 12th. If you haven't registered, please do so this week. It's the perfect time to kick it with your fellow members and vendors, bring your staff for a day off, and just enjoy the day. Find the participation form on page 14 and get your foursome scheduled. Don't have a foursome? We'll match you up with other fun golfers. Associate members, we appreciate your participation as sponsors - you make the event the highly anticipated and well attended one we enjoy every year. Sponsor information can be found on page 17.

It's hard to believe we're talking about the Fall Parade, but we are. Deadline for participation was August 30th, but if you want to be in, let us know this week. Sponsors - you have made this event one of the best promoted and attended in Northeast Ohio. We need you. Please see information on page 12 and get involved.

See you at the golf outing!

Respectfully:

Dave LeHotan  
Volunteer Executive Director



**MEDINA  
COUNTY**  
Home Builders  
Association



**MEDINA  
COUNTY**  
Home Builders  
Association

## Board of Directors

**Michael Hudak, President**

**Jeff Barnes**

**Jake Berger**

**Douglas Krause**

**David LeHotan**

**Michael Martin**

**Jim Owen**

**Rob Root**

## Trustees

**Mike Hudak**

**Douglas Krause**

**John Sumodi**

## Committees

Safety & Training

Sales & Marketing

Government Affairs

Building Codes

Subdivision Regulations

Membership

Parade of Homes

**NEW:** 3991 N. Jefferson Street  
(behind Kohl's - north most end of  
Jefferson Street) | Medina, OH 44256  
Phone: 330/725-2371

[www.medinacountyhba.com](http://www.medinacountyhba.com)  
[moreinfo@medinacountyhba.com](mailto:moreinfo@medinacountyhba.com)  
[cathyb@medinacountyhba.com](mailto:cathyb@medinacountyhba.com)

Your MCHBA member dues also  
cover these memberships:



**id.**  
creative group ltd.

KEEPING OUR EAR TO THE GROUND  
SO YOU DON'T HAVE TO!

SLEEK.FAST.MEASURABLE.RESULTS.

POWERFUL.EFFECTIVE.MESSAGES.

INTELLIGENT.MARKETING.

UNCOMPROMISING.QUALITY.

GOAL.ORIENTED.SUCCESS.

EXPERIENCED.



PO BOX #233 | 1025 COLUMBIA RD | VALLEY CITY OH 44280  
330.483.0075 | 330.483.0076 | [www.idcreativeltd.com](http://www.idcreativeltd.com)



**LOTS & ACREAGE**

**AKRON**

**4835 Travertine Way:** Desirable Estates of Bath. Approx. 231' frontage & gradually rises to home site approx. 2/3 back, then gradual decline to wooded area. Possibility of w/o lower level. **\$164,900. Gary Stouffer 330-835-4900.**

**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. **\$849,000. Gary Stouffer 330-835-4900, Jeremy Fennell 330-388-8159.**

**BARBERTON**

**V/L Austin Dr:** 4 acres zoned C3. Adjacent to 397 Austin Dr. Land is essentially flat & cleared. **\$230,000. Gary Stouffer 330-835-4900, Linda Manfull 330-283-0851.**

**BATH TOWNSHIP – Revere Schools**

**392 E Bath Rd:** 5.6 acres in Cuyahoga Falls. 2 parcels (approx. 4.5 acres combined) w/approx 340' frontage on Bath Rd., zoned R-5. 1 parcel (approx. 1.1 acres) w/approx. 115' frontage on Graham Rd, zoned MU-4. Please do not trespass. Call agent to walk property. **\$700,000. Gary Stouffer 330-835-4900, Matt Stouffer 330-814-4616.**

**Lot 45 Ira Rd:** Build your dream home. Large 2.28 acre heavily wooded lot w/matured trees. Located near Cuyahoga Valley National Park. Revere LSD. **\$125,000. Gina Luisi 330-814-4747, Gary Stouffer 330-835-4900.**

**681 - S/L 29 Trellis Green Dr., Akron:** Private lot in Arbour Green Dev. w/frontage & possible walk-out basement. Wooded in front & open at the back w/beautiful views. City sewer. **\$113,999. Gary Stouffer 330-835-4900.**

**BRECKSVILLE**

**V/L Woodmill Cir:** Build your dream home on this approx. 1.86 acres in Rockledge Estates. Located on a cul-de-sac, close to Rt. 77 & 82. **\$227,500. Gary Stouffer 330-835-4900.**

**COPLEY**

**209 V/L Rothrock Rd:** Approx. 1.43 acre commercial lot near Montrose shopping. Flat land. Minimal trees & a driveway. **\$99,999. Gary Stouffer 330-835-4900.**

**V/L Plainview Dr:** Over 6 acres of heavily wooded property located at end of cul-de-sac. Near highways, local shops & restaurants. **\$49,000. Gary Stouffer 330-835-4900, Gina Luisi 330-814-4747.**

**4520 Medina Rd:** Approx. 2 acres zoned Planned Development District which allows for multi-use. Across from Cleveland Clinic Akron General Health & Wellness Center. Features high setting. Close to north & southbound ramps to I-77. **\$450,000. Gary Stouffer 330-835-4900.**

**CUYAHOGA FALLS**

**412-432 E. Bath Rd:** 2.08 acre parcel of land on E. Bath Rd. Zoned R-5. There are 2 homes on property. Please do not trespass. Call agent for showing. **\$250,000. Matt Stouffer 330-814-4616, Gary Stouffer 330-835-4900.**

**S/L 1 Hampton Ledges:** Neighborhood of 6 homes. Located at end of cul-de-sac & situated on 2.492 acres. Perfect setting for walkout lower level. **\$99,500. Gary Stouffer 330-835-4900, Mari O'Neill 330-414-2652.**

**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**

**4980 SR 43:** Approx. 2.45 acres in Brimfield Twp, currently garden center. 160' frontage on SR 43. **\$386,000. Gary Stouffer 330-835-4900.**

**5439 Burnett Rd:** Approx. 33.5 acres on Summit St. Zoned R-3 High Density Residential. Approx. 630' frontage on Summit St. Sewer/Water/Gas/Electric/Cable (Buyer's responsibility to verify accessibility, capacity, etc. on all utilities). **\$1,200,000. Gary Stouffer 330-835-4900, Matt Stouffer 330-814-4616, Tara Kleckner 330-289-1315.**

**V/L W Campus Center Dr:** Approx. 16.2 acres on east side of W. Campus Center Dr. Approx. 1142' frontage on Campus Center Dr. Subject to new survey, legal description and lot split. **\$125,000. Gary Stouffer 330-835-4900, Matt Stouffer 330-814-4616, Tara Kleckner 330-289-1315.**

**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 330-835-4900, Matt Stouffer 330-814-4616, 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 330-835-4900, Matt Stouffer 330-814-4616, Tara Kleckner 330-289-1315.**

**V/L Powdermill Rd:** Approx. 7 wooded acres on Powdermill Rd. across from Kent State Golf Course. Zoned C-1 Commercial District. Approx. 558' frontage on Powdermill Rd. **\$165,000. Gary Stouffer 330-835-4900, Matt Stouffer 330-814-4616, Tara Kleckner 330-289-1315.**

**V/L Powdermill Rd:** Approx. 25 acres south of railroad tracks on Powdermill Rd. Zoned R-1 Low Density Residential. Approx. 1076' frontage on Powdermill Rd. Subject to lot split. Sewer/Water/Gas/Electric/Cable (Buyer's responsibility to verify accessibility, capacity, etc. on all utilities). Call agent for additional info. **\$312,500. Gary Stouffer 330-835-4900, Matt Stouffer 330-814-4616, 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). **\$1,300,000. Gary Stouffer 330-835-4900, Matt Stouffer 330-814-4616, Tara Kleckner 330-289-1315.**

**2346 SR 59:** Approx. 41 acres corner of SR 59 and Powdermill Rd. Zoned C-1 Commercial District. Approx. 1336' frontage on SR. 59. Sewer/Water/Gas/Electric/Cable (Buyer's responsibility to verify accessibility, capacity, etc. on all utilities). **\$1,400,000. Gary Stouffer 330-835-4900, Matt Stouffer 330-814-4616, 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.**

**MEDINA**

**V/L Brynwood Dr:** Approx. 6 acres w/pond to build your dream home in Montville Twp. Unique lot truly one-of-a-kind. Sale of lot contingent on sale of home at 6233 Brynwood Dr. first. That buyer will have first right of refusal on lot. **\$249,000. Gary Stouffer 330-835-4900, Alison Baranek 330-289-5444.**

**RAVENNA**

**V/L Emerald Pkwy:** Approx. 120 wooded fairly flat acres in City of Ravenna zoned R-4. Original approved plan was for 300-400 units w/large pond/wetland area in middle of property. **\$875,000. Gary Stouffer 330-835-4900.**

**V/L Rootstown Rd:** Lakefront property on private Lake Hodgson. Stocked lake w/access to canoeing, kayaking, fishing, boating (NO GAS MOTORS). **\$300,000. Gary Stouffer 330-835-4900.**

**RICHFIELD – Revere Schools**

**V/L Brecksville Rd:** Approx. 32 wooded acres w/550' frontage. Nicely rolling w/5 acres in the Village of Richfield w/water & sewer & approx. 27 acres in Richfield Twp. **\$585,000. Gary Stouffer 330-835-4900.**

**3371 Brecksville Rd:** Approx. 5.3 acres zoned Office/Limited Industrial. Land rolls towards back & contains manicured pond. All utilities located at the street. **\$519,500. Gary Stouffer 330-835-4900, Matt Stouffer 330-814-4616.**

**Lot 33-A Briarwood Rd:** Approx. 1.36 acre corner lot across from National Park. Wooded, fairly flat w/ slight rise from street. Well & septic needed. Per County Health Dept., lot is only approved for 2-bedroom home. **\$58,000. Gary Stouffer 330-835-4900.**

**V/L Brecksville Rd:** 3.36 acres w/water & sewer available. Limited industrial/office. **\$230,160. Gary Stouffer 330-835-4900, Linda Manfull 330-283-0851.**

**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 330-835-4900.**

**UNIONTOWN**

**3663 S. Arlington Rd:** Over 4 acres of commercial land with 194' frontage on S. Arlington Rd. & Fortuna Dr. Zoned B-3. Utilities at street. Convenient to I-77 & shopping/retail. **\$450,000. Gary Stouffer 330-835-4900, Matt Stouffer 330-814-4616.**

**WADSWORTH**

**599 Brentwood Way S/L 17:** Highland LSD. 2.84 acres on cul-de-sac, well, septic. **\$175,000. Gary Stouffer 330-835-4900.**



## Building Relationships.

As a contractor, you need more than a bank. You need a partner. At Westfield Bank, our goal is to establish strong relationships with builders. And since we're a community bank, we develop lending products tailored to your market. Most importantly, our local decision-makers get you answers fast to keep the job moving.

Give us a call and let's start building towards the future.

Construction loans • Lot loans • Jumbo loans  
Purchase or refinance loans



# WESTFIELD BANK

800.368.8930

[westfield-bank.com](http://westfield-bank.com)

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



2/19





## EXECUTIVE VICE PRESIDENT'S COLUMN

By Vincent J. Squillace, CAE  
Executive Vice President

## IBS REGISTRATION FOR 01/21/2020 - 01/23/2020

Starting 09/01, the Expo pass is \$50 until 11/15/19. Onsite is \$150.

Full registration goes from \$350 to \$600 on-site.

When you register, get your hotel at the same time. Ohio has 100 rooms at the Encore. If you have any issues with hotel registration, contact Barbara Rapp @ brapp@nahb.org

Also, save money with a monorail pass for 3 days @ \$25 or 5 days @ \$34. That is for unlimited access.

Make sure at registration you get event tickets as they always sell out early.

Special events include the IBS House Party at the Omnia @ Caesars Palace on Tuesday (01/21) @ \$55 each.

The Young Pro Party on Wednesday (01/22) at the record at MGM Park with tickets @ \$45 each. This is a great brand new venue for our younger members.

IBS Closing Concert on Thursday (01/23) @ the Paradise Ballroom in the Westgate. Tickets are \$40 each and the concert is the Doobie Brothers.

Qualified Spikes get 2 tickets for the closing concert.

Register now even if you are not certain if you are able to attend.

NAHB has free bus transportation from all IBS hotels to the Las Vegas Convention Center and back to your hotel.

The opening ceremonies on Tuesday 01/21 feature Earvin "Magic" Johnson and other entertainment (this is a 'must attend') and it is free.

Questions for me? Email me at Ftobin41@aol.com

Fred Tobin, Chairman Convention & Meetings Committee

## Billions ... The New Normal

We have seen a lot of change in the political landscape through the years. We have a bit of everything; contrasting personalities, bizarre characters and extremists. While peculiar characters make it fun, the billions of dollars needed to attain office is not.

I am a regular reader of The Kiplinger Letter. Through the years I have found it a good and reasoned source of news and trends. In their a recent letter, they peg possible spending next year on political campaigns at a whopping 7 billion dollars. That is no joke.

During the last presidential race Hillary Clinton spent 763 million. As you know, she lost. Many Ohio statewide campaigns find dollars spent in the 10s of millions of dollars. Even small state legislative races find a number of million-dollar campaigns.

It is not difficult to find ways to spend the cash. Political campaigning has become a growth industry. It's not just buying tv time any more. For the most part, it's like the entertainment and marketing industry. Always seeking the positive spin, appearances at the right events, creating news stories and in some cases just being outrageous. And last but not least, continuous polling.

There will always be a pol professional there to take your money. There are new and innovative ways to raise it and spend it. the candidates are told by their handlers they can only win if they spend the dough.

Naturally, this all begs the question; does it breed corrupt office holders? I am not ready to say it does, but is it a concern. What is the tipping point? How strong is the candidate to resist too much compromise of their true beliefs? The questions could be difficult when faced with a barrage of nastiness coming your way. Is it fair to strike back?

The question for us in the advocacy is do you want a friend in office or the other guy. As you guessed, the other guy says the same. It's almost a no-win predicament; it's a tough call. All candidates know who supports them, they know who supports their opponents.

In a recent high-profile legislative battle in Ohio, an impacted Corporation with a PAC contributed just under one million dollars to legislators. That is just one contributing entity. There are many PACs, both corporate and otherwise. The numbers add up quickly. Thus, it's easy to see how money in the system is in every nook and cranny.

I remember when a \$100 contribution was a lot. The stakes and the requests go higher each campaign season (which is endless). Both major parties are urging more. It's just how business is done in the political arena. The message here is millions will soon be billions. I see nothing that can stem the tide.

You are not without a good defense. OHBA along with our local and national affiliates work each day to represent your interests. No matter how big the Goliath, we are here for you. We can battle big money with brainpower. Its sounds a bit naïve, but that has served us well in the past.



## SUMMER CONTINUES TO BE BUSY WITH AGENCY & LEGISLATIVE FOLLOW UP

A few items have kept OHBA busy even after the legislature recessed for the summer.

### HB 149 Tax Exemption (Merrin, D.)

Before leaving, the biennial budget bill (HB 166) passed the House and Senate, which included language from HB 149 Exemption on Residential Development Property. Unfortunately, before Governor DeWine signed the bill, he line item vetoed the property tax language. OHBA has been following up with both the bill's sponsor, Governor's office and other legislators to prepare the next steps for HB 149 when the legislature returns.

### SB 176 Construction Specialty Contractor Licensing (Schaffer, T.)

A bill to license residential specialty contractors has been reintroduced. OHBA met with the Senate sponsor, and has spoken with stakeholders on the practical impacts of extending the

licensure to residential work. OHBA is drafting several amendments to address concerns with the current language and clarify application of the license.

### OEPA NPDES/SWPPP Enforcement

After hearing questions from members in Northwest Ohio on local enforcement of SWPPP requirements, OHBA organized a meeting with OEPA to further discuss potential inconsistent enforcement. Additional follow up is being done within the agency, and OHBA continues to monitor the issue both locally and around the state.

### Electric Service Lines 400AMP Requirement

After talking to various members from around the state, it appears there are varying practices by electric utilities in requirements for construction requirements and installation of service cables. OHBA continues to get insight from members and utilities on where, what and why electric utilities may be requiring different types of service lines around the state.

If you have any questions or comments, please feel free to contact OHBA.

### SAVE THE DATE

Mark your calendar for November 11-12, 2019 OHBA Fall Board Meeting at Hilton Easton in Columbus.

### BEST OF OHIO

2019 Best of Ohio program is now open for entries. Registration information has been emailed out. If you need information, please contact OHBA at [build@ohiohba.com](mailto:build@ohiohba.com). ■

# Member News

## Renewed Associates

MAS – Richfield  
Medina Glass – Medina  
Medina Lighting, Inc. – Medina  
Wolff Bros. Supply – Medina

## Renewed Builders

Carrington Homes, Inc. – Hinckley  
Lechko Bros. Construction Co., Ltd. – Hinckley

## Dropped Members

Panasonic Eco Solutions – California

*Know someone interested in joining the Medina County HBA? Doing business with companies that aren't members? They should be! Download a member application from our website under Join Us.*

## Members ...

If you have newsworthy information about yourself, your business, the industry, other members, that you would like to share – be sure to send any information with photos to [susan@idcreativeltd.com](mailto:susan@idcreativeltd.com) for inclusion in Building Blocks.



**MEDINA COUNTY**  
Home Builders Association



# WOLFF

Design Center

Kitchen • Bath • Lighting

You bring the Dream,  
we make it happen.

[www.WolffBros.com](http://www.WolffBros.com)



Four Convenient Design Center Locations Throughout Northern Ohio:

6078 Wolff Rd.  
Medina, OH 44256  
P: 330.764.3882

1200 Kelly Rd  
Akron, OH 44306  
P: 330.773.1072

2800 W. Strub Rd.  
Sandusky, OH 44870  
P: 567.998.7000

1425 Holland Rd.  
Maumee, OH 43537  
P: 419.490.2622

# ➤ Real Results – Real Savings

*The Ohio Home Builders Association endorses CareWorks Comp because they help employers maximize their premium savings. CareWorks Comp analyzes each employer's unique claim and premium history to find the highest level of savings in all available workers' compensation programs.*

## Why CareWorks Comp

### PARTNER IN CONTROLLING COSTS

CareWorks Comp saves employers millions of dollars each year, becoming a lasting partner and providing a comprehensive cost management approach.

They are committed to understanding our members' challenges and to delivering claims excellence and providing quality, sound decision making and consistency.

CareWorks Comp helps employers determine the best rating or discount program available, whether it's group rating, BWC deductible, 100% EM Cap or any other BWC program available, helping you identify, evaluate and reduce your business risks to achieve premium discounts and refunds.

### START SAVING NOW!

For a no-cost, no-obligation analysis of your potential savings, please complete our online "Temporary Authorization to Review Information Form" at: [www.careworks.com/groupratingapplication/medinahba](http://www.careworks.com/groupratingapplication/medinahba)

## Member Programs

### GROUP RATING

- Nearly 100,000 Ohio employers are currently participating in group rating
- CareWorks Comp is the only group rating program endorsed by the Ohio Home Builders Association
- On average, for every dollar spent on fees, clients saved \$11.00 in premium, a 1000% return on investment

### GROUP RETROSPECTIVE RATING

- Rebates are based on the results of employer's workplace safety and cost control efforts
- CareWorks Comp has created two tiers with different projected savings levels for each industry group
- CareWorks Comp group retrospective programs have returned \$335 million in premium refunds

### UNEMPLOYMENT COMPENSATION

- CareWorks Comp's comprehensive unemployment compensation program delivers unique, customized solutions to help employers reduce and control their unemployment taxes

Contact us

**Robert Nicoll, Program Manager**

p. 800.837.3200, ext. 58595

e. [robert.nicoll@careworkscomp.com](mailto:robert.nicoll@careworkscomp.com)



## Savings at a Glance

[nahb.org/savings](http://nahb.org/savings)

**Amazon Business** - Create an Amazon Business account and gain access to the NAHB Amazon store which offers recommended products tailored to your industry's needs while unlocking additional business savings. Sign up here, [amazon.com/NAHB](http://amazon.com/NAHB)

**Kabbage**® created a new way to provide flexible access to small business financing. They use an online application to provide a quick decision. [Kabbage.com/nahb](http://Kabbage.com/nahb) has provided access to over \$5 billion in funding.”

**FCA US LLC** - A \$500 cash allowance for members, employees and household family members. This offer is good toward many new models in the Chrysler, Dodge, Jeep®, Ram or FIAT® vehicle lineup and is stackable with most current local or national incentives. Visit [nahb.org/fca](http://nahb.org/fca) to learn more.

**Lowe's** - Visit [LoweForPros.com/NAHB](http://LoweForPros.com/NAHB) or call 877-435-2440 and register to save 2% on your Lowe's Accounts Receivable (LAR) or Lowe's Business Accounts (LBA) purchases and free delivery on purchases over \$500. Save an additional 5% every day at the store when you mention the 5% at time of purchase and when using your LAR or LBA.

**General Motors** – General Motors is proud to offer NAHB Members a Private Offer of up to \$1,000 on your next Chevrolet, Buick and GMC vehicle. Visit [nahb.org/gm](http://nahb.org/gm) to learn more.

**Ticket Monster** – NEW! MemberDeals is pleased to offer entertainment and travel discounts for both regional and nationwide attractions and events to all NAHB members. Access exclusive savings on movie tickets, theme parks, hotels, tours, Broadway and Vegas shows & more. Visit [memberdeals.com/nahb](http://memberdeals.com/nahb) to learn more!

**Nissan/Infiniti Commercial Vehicles** – NEW! Nissan North America presents NAHB Members, their employees and HBA staff with a program allowing exclusive incentives off various Nissan and Infiniti vehicles. You can save thousands! Learn more at [nahb.org/Nissan](http://nahb.org/Nissan)

**UPS Savings Program & YRC Freight** - UPS discounts of up to 36% on a broad portfolio of shipping services. Savings of at least 70% on less-than-truckload shipments 150 lbs. or more with UPS Freight and YRC Freight. Visit [1800members.com/NAHB](http://1800members.com/NAHB) or call 1-800-MEMBERS (800-636-2377) for more information.

**GEICO** - Exclusive NAHB discounts for members on auto insurance. Visit [geico.com/disc/nahb](http://geico.com/disc/nahb) or call 800-368-2734. Mention NAHB for auto, homeowners, and commercial auto quotes.

**2-10 Home Buyers Warranty** - Visit [2-10.com/NAHB](http://2-10.com/NAHB) or call 855-280-1328 to receive exclusive access to discounts on select products, including the Builder Backed Service Program and the systems and appliances warranty.

**TSYS** - Payment solutions with average savings of 16% per year. Web/mobile tools, credit card and eCheck processing and more. Free "Savings Analysis" call 800-613-0148 or visit [tsysassociation.com/NAHB](http://tsysassociation.com/NAHB).

**Dell** - Up to 30% off on all Dell computers. Call 800-757-8442 and Mention NAHB or visit [dell.com/nahb](http://dell.com/nahb).

**ConstructionJobs.com** - NAHB offers a recruitment tool to all NAHB members in their search for new employees. NAHB members enjoy a 20% discount off standard rates. Visit: [nahb.org/en/members/member-discounts/archived-webpages/nahb-career-center.aspx](http://nahb.org/en/members/member-discounts/archived-webpages/nahb-career-center.aspx) to connect with top talent and top employers in the construction industry today.

**Hertz** - Up to 20% off on rental cars and FREE Gold Plus Rewards membership. Visit [hertz.com/nahb](http://hertz.com/nahb), or call 800-654-2200 and use CDP# 51046.

**Avis** - Up to 25% off car rental base rates and FREE Avis Preferred Service membership at [avis.com/nahb](http://avis.com/nahb), or call 800-331-1212 and use AWD code G572900.

**Budget** - Up to 25% off car rental base rates and FREE Budget Fastbreak at [budget.com/nahb](http://budget.com/nahb), or call 800-283-4387 and use BCD code Z536900.

**Office Depot** - Office Depot – Save up to 80% in-store or online. Free shipping on orders of \$50 or more. Visit [www.officediscounts.org/NAHB](http://www.officediscounts.org/NAHB) or call Jeremy Kirkland for assistance with your business account; 855-337-6811 Ext. 2897

**Omaha Steaks** - Save 10%, in addition to any online specials. [OSincentives.com/promo/nahb](http://OSincentives.com/promo/nahb)

**FTD** - 20% off floral arrangements and gifts at [ftd.com/nahb](http://ftd.com/nahb) or call 800-SEND-FTD use code 17421.

**Houzz** –Free access to the concierge service, instant approval into the Houzz Trade Program giving trade-only discounts up to 50% off, plus special discounts on local advertising. Visit [houzz.com/NAHBmembers](http://houzz.com/NAHBmembers)

# A Successful Parade



## Takes Teamwork!

### And, honestly, we need your participation!

1) You work with builders; 2) the 2019 Financial Forecast predicts yet another outstanding construction year; and 3) fellow builder members building/selling homes helps your business prosper – it makes sense to participate. In fact, the last four years of Parades yielded **over \$38 million** collectively in home sales for its builders and we expect this trend to continue.

What's in it for you? **Great visibility** ... here's the lowdown:

- Business name and logo on the MCHBA website as a supporter of the event
- Logo on the MCHBA website – links to your website
- Business listed in press releases submitted to print media
- Logo on the map/model handout (printed & online)
- Listed in Building Blocks as a Parade sponsor for 3+ months
- Free 1/6 page ad in 3 issues of Building Blocks (size upgrade available)



**MEDINA COUNTY**  
Home Builders Association

#### PARADE DETAILS

DATES: Sat., Oct. 5<sup>th</sup> – Sun., Oct. 20<sup>th</sup>

HOURS: Sat & Sun ONLY 12-5 pm,  
closed Mon-Fri

SPONSORSHIP: **\$500 – You get everything listed. Want to do more? Contact the HBA directly.**

#### ***Planned Media Promotion / Advertising:***

Virtual tour & map online (*each model has its own details page & website links*); Fox 8 TV commercials, New Day Cleveland spot, & Facebook Live segment; The Plain Dealer (*print advertising*); The Post (*editorial and print advertising*); Medina County Gazette (*editorial, online and print advertising*); & potentially more (*dependent on final budget*)

***Participation Deadline: August 31, 2019***

Call 330.725.2371 today or email Cathy Brown at [cathyb@medinacountyhba.com](mailto:cathyb@medinacountyhba.com). Don't miss this opportunity!

## **BWC Implementing ACE-- New Reserving System 7/1/2020**

Now that the Ohio BWC has moved away from using ICD-9 Codes to using ICD-10 Codes for categorizing injuries and illnesses, they will be changing from utilizing the MIRA II Reserving System to the new ACES Reserving System. The ACES (Actuarial Claims Estimating System) process will be implemented on 7/1/2020. ACES uses very similar cost drivers (input variables) as MIRA II. Reserves are a key component in determining what your company's EMR (Experience Modification Rate) will be for the upcoming policy year. Simply put, Reserves are estimated future costs of a claim. If Reserves are present on a claim when the BWC takes their annual EMR "snapshot" on September 30th, then there is a possibility that your EMR will be higher than anticipated for the upcoming policy year. The BWC's calculation for how they arrive at a claim's Reserve is proprietary, but they do look at such variables as claimant's age, type of injury and expected recovery time.

## **Employee Termination - Concerns Beyond an Unemployment Claim**

In sticky situations, one of an employer's biggest fears when letting an employee go is whether the employee will file (and win) a lawsuit against them. Our unemployment experts are very sensitive to this fear and we do our best to protect our clients' interests. Many times, a former employee will "test the waters" by filing an unemployment insurance claim. Successfully fighting and winning such a claim can put your company or organization in a better position to negotiate or to squash a lawsuit. Take advantage of our knowledge and experience in handling a wide range of unemployment issues. To learn more about ways CareWorks Comp can assist you please contact our Unemployment Manager, Kammy Staton at 614.526.7165 or [kammy.staton@careworkscorp.com](mailto:kammy.staton@careworkscorp.com).

## **CareWorks Safety Library: Now Live!**

Looking for an easy way to fulfill your 2-hour Safety Training Requirement for this current 2019 Policy Year? We've got the answer!

Simply go to: [CareWorks Safety Training Library web link](#) Here you will find previously recorded webinars that you can register for and fulfill your 2-hour Safety Training Requirement. Each webinar is 2 hours long and costs \$25.00. Currently, there are 4 webinars to choose from:

- ***Employee Engagement***
- ***OSHA Inspections; Prevention, Preparation, & Minimizing Fines***
- ***OSHA Recordkeeping***
- ***Preventing Slip, Trip, Fall, & Overexertion Injuries***

Looking for a do-it-yourself Toolbox Talk to give to your employees? Simply go to: [CareWorks Safety Training Library web link](#)

Then, click on the orange "VIEW TOOLBOX TALKS" link and you will see 13 different Toolbox Talk programs that you can download and use to train your employees. The topics range from ***Emergency Evacuation Plans*** to ***Diffusing Workplace Violence*** and even ***Parking Lot Safety***. Print out each of them and use one at your next employee meeting!

**Behind every good outcome**

# 2019 MCHBA Annual Golf Outing



**Thursday, September 12, 2019**

**Shale Creek Golf Club**

5420 Wolff Road, Medina

## Schedule of Events:

Registration - 8:00 a.m.

Shotgun Start - 9:30 a.m.

Social - 2:30 p.m. (Cash Bar)

Followed by Dinner - 3:00 p.m.

[Subject to change]

**Golf Package - \$150 per person**

*Includes 18 holes of golf, half a cart, box lunch & dinner*

**Dinner Package - \$60 per person**

*BBQ Cookout - Ribs & Chicken - Corn on the Cob  
Herb Roasted Potatoes - Salad - Rolls - Dessert*

Dinner Only - Name[s]: \_\_\_\_\_  
\_\_\_\_\_

### Golf & Dinner:

Names (required)

Company

Phone # to verify

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Please place me with a foursome \_\_\_\_\_

\_\_\_\_\_ Invoice me - Members only

\_\_\_\_\_ Check

\_\_\_\_\_ Credit Card - American Express, Discover, MasterCard or Visa (circle one)

Credit Card # \_\_\_\_\_

Exp. Date \_\_\_\_\_

Name on Card \_\_\_\_\_

3/4 digit code \_\_\_\_\_

All fees are nonrefundable and no-shows will be invoiced. **Please return this completed form with your check or credit card information BY AUGUST 30, 2019**

to: MCHBA, 3991 N. Jefferson St., Suite #100, Medina, OH 44256

Phone: 330.725.2371 • Email: [cathyb@medinacountyhba.com](mailto:cathyb@medinacountyhba.com)



## Brand New Full-Selection Design Center.

Conveniently located next to our Kitchen & Bath Showroom, our new full-selection Design Center will be your one-stop shop for all your project needs!

**Cabinetry, Fixtures, Countertops, Doors, Trim, Hardware, Islands, Backsplashes, Windows and more!**

# CARTER *Lumber*



**A**t our Kitchen & Bath Showroom in Medina, we have everything you need to complete your next kitchen project!

We take the worrying out of planning and choosing everything for your perfect kitchen or bathroom, from the smallest to the most important details. You'll save money over the big box stores, and we have the expertise and product knowledge to help you complete your project. Service, quality, and design is what sets us apart. Our Specialists offer the best in service, space planning and design knowledge in the industry.

***Carter Lumber has all of your design needs covered!***

When you're ready to take on your kitchen or bath project, we'll be ready to give you the beautiful, functional space you've been dreaming of.

### **MEDINA**

3725 MEDINA RD. SUITE 108  
MEDINA, OH 44256  
**(330) 725-6760**

### **AKRON**

172 N. CASE AVE.  
AKRON, OH 44305  
**(330) 784-5441**

### **OLON**

6199 S O M CENTER RD.  
OLON, OH 44139  
**(440) 248-5355**

### **ELYRIA**

41625 GRISWOLD RD  
ELYRIA, OH 44035  
**(440) 934-5266**

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



NAHB Executive Office  
Dean R. Mon  
First Vice Chairman of the Board

August 5, 2019

Vince Squillace  
Ohio HBA  
17 S High Street  
Suite 700  
Columbus, Ohio 43215-3413

Dear Vince:

Thank you for your participation in the NAHB/Mercer survey to determine the interest in your state in establishing an Association Health Plan. As you know, the survey information was required to determine the potential risk pool among the members and whether there was sufficient demand for health insurance in your state. The survey portal was open from April 8th through June 15th. NAHB/Mercer received only 78 responses from the 10 states that participated and only 43 responses from Ohio.

Due to the disappointing number of responses, Mercer cannot approach prospective insurance carriers about providing health insurance to the membership. As a result, NAHB does not intend to move forward with an Association Health Plan. If the Ohio HBA remains interested in pursuing an Association Health Plan and/or has questions regarding the survey results, we will gladly connect you with representatives from Mercer.

If you have any other questions, please contact Jim Rizzo [jrizzo@nahb.org; 202.266.8345] or Tom Ward [tward@nahb.org; 202.266.8230] in the Office of Legal Affairs.

Best regards,

A handwritten signature in blue ink, appearing to read "Dean R. Mon", is written over a light blue circular stamp.

Dean R. Mon

cc: Randy Strauss



# GET INVOLVED Opportunities:

----- **Par Level / Hole Sponsor - \$100**

Your company will be recognized with a sign at the putting green

----- **Water Sponsor - \$150**

Will receive recognition throughout the day by announcement

----- **Box Lunch Sponsor - \$250**

Will receive recognition throughout the day by announcement

----- **Long Drive Sponsor - \$350**

Sponsor gets announcement

----- **Proximity Sponsor - \$350**

Sponsor gets announcement

----- **Putt Off Sponsor - \$350**

Sponsor gets announcement



## MCHBA Annual Golf Outing Sponsorships & Promotional Opportunities



Sponsorship participation gives you an opportunity to get more involved with our biggest social event of the year and provides you with more visibility among your fellow associate and builder members! We appreciate your consideration and support of this fun event.

-----  
----- Invoice me - Members only

----- Check

----- Credit Card - American Express, Discover, MasterCard or Visa

Credit Card # ----- Exp. Date -----

Name on Card ----- 3/4 digit code -----

All fees are nonrefundable and no-shows will be invoiced.

Please return this completed form with your check or credit card information  
**BY AUGUST 30, 2019** to: **MCHBA, 3991 N. Jefferson St., Suite #100, Medina, OH 44256**  
Phone: 330.725.2371 • Email: [cathyb@medinacountyhba.com](mailto:cathyb@medinacountyhba.com)



**REGISTER FOR YOUR 2019 BEST OF OHIO HOMES CATEGORIES**

The Best of Ohio Homes Awards is in its fourth year and the program is presented by the Ohio Home Builders Association. The goal is to recognize builder and remodeler members for completing the **BEST** projects in the state. It also gives members a unique marketing opportunity – to present themselves to potential clients as one of the “Best of Ohio Homes” award winners.

Please review the category requirements and select all categories that you would like to enter. **All projects must have been completed between July 1, 2018 – September 1, 2019, to qualify.** All entries will be submitted and judged online.

***Winners will be announced at the dinner ceremony during the OHBA Fall Board Meeting held at the Hilton Easton on November 12<sup>th</sup>.***

**The cost per entry - \$175**  
**Deadline to return entry form: Tuesday, Oct. 1<sup>st</sup>**  
**\*Deadline to upload entries online: Friday, October 11<sup>th</sup>**

***\*Once entry form is received, information on how to upload your material will be e-mailed to you.***

Company Name (as you would like it to appear on an award): \_\_\_\_\_

Local you are submitting the award under: \_\_\_\_\_

Contact Person: \_\_\_\_\_

Address: \_\_\_\_\_

City, State & Zip: \_\_\_\_\_

E-mail Address: \_\_\_\_\_ Phone: \_\_\_\_\_

# of Entries: \_\_\_\_\_ x \$175 per entry = **Total Amount Due:** \_\_\_\_\_

**Check Enclosed Made Payable to OHBA**                       **Send Invoice**

**Send or fax completed form to OHBA by Monday, September 24<sup>th</sup>**

**Mail: 17 S. High St., Suite 700, Columbus, OH 43215**

**E-mail: [build@ohiohba.com](mailto:build@ohiohba.com)**

**Fax: 614-228-5149**

**Questions: 614-228-6648**





## 2019 Entry Requirements

- **Best Custom Home/Best Townhome, Condo or Villa/Best Specialty Room or Project**
  - **Entry Requirements:** Submit one 8.5" x 11" floor plan or blueprint and at least 3 different color photos reflecting specific craftsmanship and use of technology to meet the homeowner's needs. **Maximum of 15 photos per submittal.**
  - **Judging Criteria:** Submission will be judged on specific purpose, use of products, materials, design, function, lighting, technology, furnishings and accessories.
  
- **Best Remodeling Project**
  - **Entry Requirements:** Include details of any unique challenges and at least 6-10 before photos and 6-10 after photos from the same angle. **Maximum of 10 photos per angle.**
  - **Judging Criteria:** Home will be judged on the overall remodeling project and transformation, aesthetics, use of materials, accessories, and meeting homeowner's needs.
  
- **Best Community Development of the Year**
  - **Entry Requirements:** Submit an original brochure, one community advertisement, one color photo of signage, community entrance or streetscape, and color photos reflecting specific craftsmanship and use of technology to meet the homeowner's needs.
  - **Judging Criteria:** Entries will be judged on product design, overall marketing effectiveness, functionality, usage of accessories and technology to enhance the submission, and the use of products and materials in the overall design.
  
- **Best Outdoor Living Space**
  - **Entry Requirements:** Submit at least 3 different color photos reflecting specific craftsmanship and use of technology to meet the homeowner's needs. **Maximum of 10 photos per submittal.**
  - **Judging Criteria:** Submission will be judged on specific purpose, use of products, materials, design, function, lighting, technology, furnishings and accessories to meet the home owner's needs.
  
- **Best Interior/Product Design of the Year**
  - **Entry Requirement:** Submit one 8.5" x 11" floor plan and at least 3 different color photos of at least one each of the main living area, master suite, and kitchen. **Maximum of 10 photos.**
  - **Judging Criteria:** Home will be judged on overall design efficiency, functionality of plan and site solution as they relate to their target market.

	<b>Best of Ohio Homes Categories</b>	
	<b><i>Best Custom Home/Best Townhome, Condo or Villa</i></b>	
	Up to 3500 Square Feet	
	3501-5000 Square Feet	
	Over 5000 Square Feet	
	<b><i>Best Remodeling Project</i></b>	
	Bathroom Renovation – Up to \$50,000	
	Bathroom Renovation – Over \$50,001	
	Kitchen Renovation – Up to \$50,000	
	Kitchen Renovation – \$50,001 - \$100,000	
	Kitchen Renovation – Over \$100,001	
	Entire Home Renovation – Up to \$250,000	
	Entire Home Renovation – \$250,001 - \$500,000	
	Entire Home Renovation – Over \$500,001	
	<b><i>Best Community Development of the Year</i></b>	
	<b><i>Best Outdoor Living Space &amp; Best Specialty Room/Project</i></b>	
	Up to \$99,999	
	Over \$100,000	
	<b><i>Best Townhome/Condo/Villa</i></b>	
	Up to 3500 Square Feet	
	3501-5000 Square Feet	
	<b><i>Best Interior/Product Design</i></b>	
	Up to 3500 Square Feet	
	3501-5000 Square Feet	
	<b>Best of Ohio Homes Categories</b>	
	<b><i>Best Custom Home/Best Townhome, Condo or Villa</i></b>	
	Up to 3500 Square Feet	
	3501-5000 Square Feet	
	Over 5000 Square Feet	
	<b><i>Best Remodeling Project</i></b>	
	Bathroom Renovation – Up to \$50,000	
	Bathroom Renovation – Over \$50,001	
	Kitchen Renovation – Up to \$50,000	
	Kitchen Renovation – \$50,001 - \$100,000	
	Kitchen Renovation – Over \$100,001	
	Entire Home Renovation – Up to \$250,000	
	Entire Home Renovation – \$250,001 - \$500,000	
	Entire Home Renovation – Over \$500,001	
	<b><i>Best Community Development of the Year</i></b>	
	<b><i>Best Outdoor Living Space &amp; Best Specialty Room/Project</i></b>	
	Up to \$99,999	
	Over \$100,000	
	<b><i>Best Townhome/Condo/Villa</i></b>	
	Up to 3500 Square Feet	
	3501-5000 Square Feet	
	<b><i>Best Interior/Product Design</i></b>	
	Up to 3500 Square Feet	
	3501-5000 Square Feet	

Please email this form with your registration sheet to [mpatel@ohiohba.com](mailto:mpatel@ohiohba.com) by Oct. 1, 2019. If you have any question, contact OHBA at 614-228-6648.