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January
2018

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We found it, cabinetry sure to please!

By Katie Jackson

Wolff Design Centers are happy to announce a new addition to their cabinetry lines that is sure to please contractors, builders, homeowners, and designers alike - Woodmont Cabinetry.

Woodmont Cabinetry is an extremely versatile line that is made in Dallas, Texas. They offer a sturdy base construction with plenty of upgrades. Plus, the style and finish options they offer are sure to make even the pickiest of clients swoon!

Woodmont offers an entry level cabinet that will fit into tighter budgets but offer a

plethora of upgrades to satisfy even the pickiest clients. For example, the standard construction features a 1/2" rabbited furniture board drawer box with standard glides and there are two upgrades available. The first upgrade is to a 5/8" rabbited plywood drawer box with full extension soft close drawer glides. The second upgrade is to a 5/8" dovetail wood drawer box with full extension soft close drawer glides. They also have options for plywood ends, full plywood construction, soft close doors, plus a great selection of standard finishes to choose from.



Another thing that caught our eye and drew us in was the large selection of styles Woodmont has available. Choose from four different wood species - Oak, Maple, Cherry, or Knotty Alder. Door styles offer everything from simple contemporary style



In This Issue ...

RSVP the Financial Forecast

**Legislative News Update – HB
371 Property Tax Bill Voted Out**

Ken Cleveland Does It Again!

Happy New Year from OHBA

**CareWorksComp Update &
More!**

NOTE OUR NEW ADDRESS!

(Continued on page 12)



Kenneth Cleveland	1,064*
Calvin Smith, Life Dir.	594.5
John Sumodi	206.5
Andy Leach	124.5
Bob Knight	94
Russ Sturgess	29
Doug Leohr	27
Mark Zollinger	24.5
Ed Belair	7
Greg Thomas	4.5
Mike Hudak	3.5
Todd Scott	3.5
Dave LeHotan	3
Ted Curran	2.5
Todd Folden	1.5
Rex Gasser	1
Jeremy Krahe	1
Sean Smith	1

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

*Current Life Spike status

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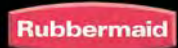
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2018 Dates To Remember

February 7, 2018

Annual Financial Forecast Meeting – Williams on the Lake, Medina – starts at noon – watch your email for more details and to RSVP. Builders can attend **FREE** of charge, but RSVP is required.

May 5 – 20, 2018

Spring Parade of Homes – Tentative Dates. Be sure to watch your email for more details as we get closer to the date. Don't miss this opportunity to sell more homes and be a part of this event!



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NOTE: NEW ADDRESS FOR MCHBA OFFICE

As of mid-January, our new address is just down the street from our previous one.

**3991 N. Jefferson Street
Suite 100
Medina, OH 44256**

Phone numbers, emails and website all remain the same.

Note that this new location is at the northern most end of Jefferson Street on the east side. Please make a note of it.

From the Executive Director

Members and Friends:

I want to encourage everyone to attend our upcoming Financial Forecast this Wednesday, February 7th at Noon at Williams on the Lake. All details can be found on page 10. Be sure to RSVP - builders can attend FREE of charge but must RSVP to attend.

Spring will be here before we know it and, not to sound like a broken record, all builders really need to seriously consider putting a house in the Spring Parade if you can. The builders that continue to participate in this event do so because of the wealth of visibility they receive, the amount of interested consumers that visit their homes, and the number of 'real sales' that result from their participation. It's been said if you can do any other marketing than being a participant in the Parade 2 times a year, that will be all the marketing you need. So, please consider and watch your email for upcoming information on this event.

Respectfully:

Dave LeHotan
Volunteer Executive Director



Board of Directors

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Jeremy Krahe

Michael Hudak

Greg Thomas

Douglas Krause

Doug Leohr

Katie Williams

Jeff Barnes

Jim Owen

David LeHotan

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John Sumodi

Greg Thomas

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Safety & Training

Sales & Marketing

Government Affairs

Building Codes

Subdivision Regulations

Katie Williams, Membership

Parade of Homes

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LOTS AND ACREAGE

BATH TOWNSHIP – Revere Schools

Lot 45 Ira Rd: Build your dream home. Large 2.28 acre heavily wooded lot w/matured trees. Located near the Cuyahoga Valley National Park. Reverse LSD. **\$125,000.**

BROADVIEW HEIGHTS

V/L E Royalton Rd: 3 parcels totaling 3.12 acres. Commercial. **\$420,000. Erin Glasgow 216-299-9968 or Gary Stouffer 330-835-4900.**

BRUNSWICK

1499 S. Carpenter Rd.: 6+ acres. Proposed commercial. Prime acreage at 303 & I-71 intersection. **\$1,200,000. Mike Stoerckel 330-701-4426.**

CHAGRIN FALLS – Kenston LSD

S/L 30 Hawksmoor Way: 2.7 acres, 329x429, dead-end street. Wooded, waterview, private sewer & well. **\$103,900. Ina Lahrs 440-591-3593 and Gary Stouffer 330-835-4900.**

COPLEY

209 Rothrock Rd: Commercial - 1.4 acres near Montrose Shopping Center w/driveway. **NEW PRICE \$295K. Gary Stouffer 330-835-4900 and Matt Stouffer 330-814-4616.**
V/L Raleigh Blvd: 90x431 (.98 acre lot). **\$49,000.**

CUYAHOGA FALLS

1301 Sacket Ave: Commercial 154x172 (.61 acre lot). Public utilities. **\$99,900.**

FAIRLAWN – Copley/Fairlawn Schools

693 Hampshire Rd: Build single or multi-family home. 1500 sq.ft. min. for single family/1800 sq.ft. min. for multi-family. Located near shopping, restaurants & highways. Perfect investment or single family property. **\$79,000.**

GRANGER – Highland Schools

Western Reserve Homestead: Restrictions – 2200 sq.ft. min. Ranch / 2500 sq.ft. 2-story.

S/L 7 Windfall Rd. 2 acres, flat lot. Well/septic. South of Granger Rd. Minutes from 71/271. **\$69,900. Gary Stouffer 330-835-4900.**

HINCKLEY

S/L 26 Crystalbrooke: 2+ acre lot in Highland LSD. **Robin Pickett 330-322-3181 and Gary Stouffer 330-835-4900.**

LODI

V/L Sunset Ave: 3 parcels located on Sunset Avenue in Lodi Village offered for sale as a package deal. **\$59,000.** Please check with local zoning for intended use. **Gary Stouffer 330-835-4900.**

MEDINA

V/L 222 Maidstone Lane - Fox Meadow Country Club: .5 acres. **\$59,900.**

V/L 226 Maidstone Lane - Fox Meadow Country Club: .5 acres. **\$59,900. Mike Stoerckel 330-701-4426.**

RICHFIELD – Revere Schools

Glencairn Forest: Lots ranging from **\$75,000 to \$255,000.** Breathtaking views. Scenic waterfalls, babbling brooks, lakes, stunning homes. Water/sewer, tennis courts, playground. Easy access to 77 & 271. **Laura Horning Duryea 330-606-7131 and Gary Stouffer 330-835-4900.**

V/L Brecksville Rd: 3.36 acres w/water and sewer available. Limited industrial/office. **Gary Stouffer 330-835-4900. Linda Manfull 330-283-0851.**

SHARON TWP – Highland Schools

1508 Medina Rd.: 3.25 acres. Commercial land. Zoned C2. **\$262,500. Robin Pickett 330-322-3181. Gary Stouffer 330-835-4900.**

Sharon Twp: Approx. 350 acres in Highland School District. 12 parcels with 6 possible entrances. **Gary Stouffer 330-835-4900 and Gina Luisi 330-814-4747. PENDING.**

Sharon Hts Development: 2+ acre private lots in Highland LSD featuring lake, wooded lots & rolling hills. Minutes from 71/76. Bring your own builder. Walkout potential. Well/septic. **Robin Pickett 330-322-3181 and Gary Stouffer 330-835-4900.**

SHARON TWP – 2 NEW DEVELOPMENTS

Bonnie Glen - 33 beautiful lots available in Bonnie Glen Development. Lots range from 2 to over 4 acres in size. Each lot has something special from ravines, woods or open landscape. Prices starting at **\$140's/lot.** Spectacular development to build your dream home. **Robin Pickett 330-322-3181 and Gary Stouffer 330-835-4900.**

Hidden Lakes of Sharon - 19 beautiful lots available ranging in size from 2 acres to 3.8 acres in new Hidden Lakes of Sharon development adjacent to Crooked Stick Drive with woods, ponds, and cul-de-sacs. Highland Local Schools and conveniently located to major highways and Montrose shopping. Lots available starting from **\$130s. Robin Pickett 330-322-3181 and Gary Stouffer 330-835-4900. <https://www.youtube.com/watch?v=gAuP69GJ79U&feature=youtu.be>**

STOW

2818-2845 Graham Rd: 4.38 acres, public utilities, zoned R-3 multi-family w/many options. Property currently has 2 income-producing single family houses on property. **\$186,000. Christy Coccia 330-592-5604 and Gary Stouffer 330-835-4900.**

TALLMADGE

338 W Howe Rd: 3.3 partially wooded acres. Close to Rt. 8. City sewer. **\$165,000. Gary Stouffer 330-835-4900. PENDING.**

WADSWORTH

599 Brentwood Way S/L 17: Highland LSD. 2.84 acres on cul-de-sac, well, septic. **\$185,000. Gary Stouffer 330-835-4900.**





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HOUSE WAYS AND MEANS VOTES OUT HB 371 PROPERTY TAX BILL

The House Ways and Means Committee held its seventh hearing for HB 371 Property Tax (Merrin, D.) to exempt from property taxation the increased value of land subdivided for residential development until construction commences or the land

is sold. After further negotiations and efforts from the sponsor with the help of OHBA, the committee favorably reported the bill with a vote of 15-3. Before voting out the bill, the committee approved an amendment to reduce the cap from 10 years to 8 years. OHBA will continue working to get HB 371 on the floor for a vote by the full House of Representatives ASAP, and then turning its attention to the Senate. The vote breakdown can be found below. Please feel free to contact OHBA with any questions or comments.

Yeas

John Becker (R), Louis W. Blessing III (R), Jack Cera (D), Michael Henne (R) Larry Householder (R), Derek Merrin (R), Dan Ramos (D), Bill Reineke (R), Wes Retherford (R), Craig S. Riedel (R), John M. Rogers (D), Scott K. Ryan (R), Tim Schaffer (R), Gary Scherer (R), and Emilia Strong Sykes (D)

Nays

Janine R. Boyd (D), Doug Green (R), and Stephen D. Hambley (R) ■

2017 Non-Deductible Dues Percentage

Effective in 1994, payments of dues, or other contributions, to OHBA are not tax deductible as charitable contributions for income tax purposes. They may, however, be tax deductible as ordinary and necessary business expenses to the extent now allowed toward lobbying expenditures. The OHBA estimates that the non-deductible portion of your dues is 28.4% of \$90 paid to OHBA.



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HAPPY NEW YEAR

The year got off to a good start with a very successful NAHB convention. Hundreds of members from throughout Ohio attended and benefitted from the event. The convention is a showcase of our association and the tremendous value it provides for the entire industry. All builders benefit greatly and those who attended got a close-up view of the many benefits.

It appears for both Ohio and the rest of the nation business will continually improve. Added to that, a number of key regulatory issues have been settled which will be helpful as well. Overall, membership is expected to rise which will add strength to all in the federation. We're off to a good start.

Our new officers are seated and ready to get the job done on your behalf in the halls of state government. As you may know, this will be a raucous election year; both in the primary and general election. A new governor will be selected as well as a new legislature. In meantime OHBA will be working on a number of important issues both in the legislature and at various state agencies. Be sure to mark your calendars for February 28th and March 1st to attend our spring organizational meeting when all the issues at stake will be discussed.

I hope to see you there.

Long-time Member Ken Cleveland Does It Again! Thank You!

The Medina County Home Builders Association would like to take a few minutes and thank long-time member Ken Cleveland for his dedication and commitment to the ideals and mission of the organization. There were some very lean times back in the 70's and 80's where without Ken Cleveland, there wouldn't have been a Medina County HBA organization. That being said, we wanted to share with the members that our new office, located in Ken Cleveland's building at 3991 N. Jefferson Street (Suite 100), has been provided and offered to the organization completely free of rent. This enables the organization to continue to do the work to further our industry and accomplish our goals without the added cost of an office building or rent payment.

Ken, Thank you! From the bottom of our hearts! Your dedication and generosity are so much appreciated.



Member News

Renewed Builders

Legacy Homes of Medina, Inc. – Wadsworth
Modern Home Concepts, LLC – Wooster
Old World Classics, LLC – North Canton
Suppes Homes – Wooster

Renewed Associates

Al Diligente Construction Co. – Richfield
First Federal of Lakewood – Lakewood
Keller Williams NEO Team – Brunswick

Dropped Members

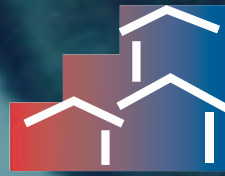
Taeler-Made Construction, Inc. – Westfield Center



*Know someone interested in joining the Medina County HBA? Doing business with companies that **aren't** members? They should be! Call Sharon Brock and she will mail a member packet (330.725.2371).*

Members ...

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



MEDINA
COUNTY
Home Builders
Association

FINANCIAL FORECAST

Wednesday, Feb. 7, 2018

Noon to 1:30 pm

@

Williams on the Lake

Back Building – Lakeside East
787 Lafayette Rd. | Medina, Ohio 44256
330.725.2371 (HBA Office)

Forecast Speakers:

Bob Giacomo, Westfield Bank

Jim Owen, Fifth Third Bank

Rick Smith, First Federal Lakewood

REGISTRATION: Builders FREE (RSVP req'd)

Members – \$25 | Non-Members – \$30

(includes lunch provided by Williams on the Lake)

Lunch: "Soup and Sandwich" - includes Deli Wrap sandwich;
Chicken Noodle soup; fresh tossed salad, assorted cookies
and brownies, coffee, water and soft drinks

Registration required. Register online through Builder Fusion or call the HBA at **330-725-2371** to RSVP. Builders **MUST** RSVP to get FREE lunch. No shows will be charged.
RSVP / register **no later than January 26th** and don't miss this important event to help you plan for 2018 and beyond. We look forward to seeing you there!

It's not easy being one of our speakers at the Annual Financial Forecast, however, we are very lucky to have an excellent core of financial experts that can, in fact, help with planning for 2018 and beyond. It's crucial for the success of your business to find out the anticipated economic climate for 2018, how it relates to the local construction industry, and how you can capitalize on that information to grow your business.

Remember, ***failing to plan is planning to fail*** so plan for success by attending the 2018 Financial Forecast and be prepared to take advantage with the foresight you receive from this important meeting.



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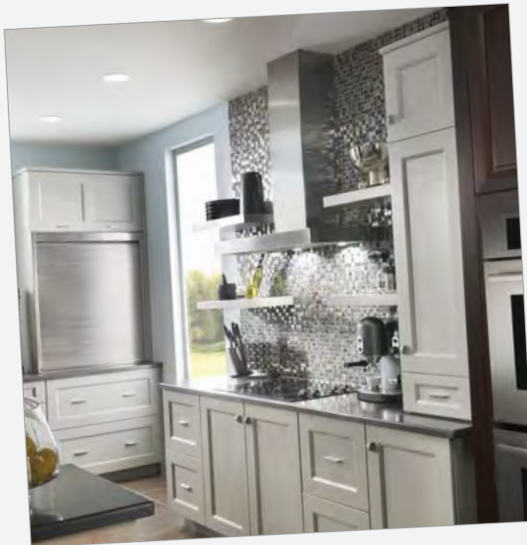
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BUILDERS ... WE STILL NEED YOUR HELP!

It's been in the media on a national basis. The building industry is suffering from the lack of new blood going into the construction trades. We highly suggest that all our members make a concerted effort to appeal to the younger generation to consider building trades as a well-paying and interesting life occupation and career. So many of our youth are going to college with the goal of getting a better paying job. Oftentimes, once they graduate, they find themselves unable to secure that higher paying job, are saddled with a boatload of student loan debt, and have a college education that, in essence, is not serving them well in the job market.

It is becoming increasingly difficult to find skilled tradesmen and sadly the majority of skilled craftsman today are aging, about to retire with no one to teach their skills to. We all know these jobs pay well, are in high demand and are a great alternative to being saddled with student loan debt.

If you have the opportunity to get in front of these kids - at school, the local career center, etc., its the perfect time to share with them that they can make a solid living in the construction and building industry. If you are willing to do so, call the office and let us know - we can reach out to area groups that could host such a meeting/presentation and provide that opportunity to do so and help rebuild our industry. ■

*(Wolff Bros. – Cabinetry Sure To Please
– Continued from front cover)*

to those with a little more traditional flair. They offer over twenty standard overlay door styles compared to other



brands at similar prices points which only offer two or three. Along with the standard overlay styles, they offer over twenty-five full overlay door styles.

When it comes to finishes they, again, come in strong with a large variety of stains with hues in classic warm browns to the trendier grey toned Smoke finish. They offer several neutral paint colors, and of course the classic white, along



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with bolder colors like North Sea and Black Fox, perfect for the pop of color on the island. If accent glazes are a must have, they have you covered with four different options.

From Alder to Oak we are confident we will have you and your clients covered. Sample doors and base cabinetry showing the construction options are on display now in the at Wolff Design Center located at 6078 Wolff Rd. For quote requests, literature, or general inquiries call the Wolff Design Center at (330) 764-3882. ■



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“Write it on your heart that Every Day is the Best Day.”

~Ralph Waldo Emerson

There was a recent podcast with Lance Armstrong and Bode Miller, who are both (in)famous athletes. They were having an interesting conversation about the importance of the details in the equipment they use in their respective sports; a bike for Lance, skis for Bode. Notoriety aside, they agreed that ultimately their very expensive and elite bikes and skis are all made in the same factory somewhere overseas and that there really wasn't much difference between one piece of equipment and another...a logo, a style tweak, a color, but that's it really. The difference in the equipment lies in the details: the bindings and boots for the skis, the wheelset and seat on the bike. Those are the things that really help them move.

Isn't this a lot like risk management? The goals for each of us in workers' comp and safety are basically the same: to have as few accidents as possible, the safest workplace, the lowest premiums. The details of how you achieve that are what makes all the difference, and our goal at CareWorksComp is to help you accomplish those goals through education, outstanding service, and innovative solutions. We offer education through the various seminars we offer throughout the year, outstanding service through our dedicated account teams, and innovative solutions through the array of risk management products and services we create. If you have a goal this year to improve your workers' comp program, lower premiums or to better manage your claims, please contact us so that we can help you put together the best program.

BWC's Ohio Safety Congress & Expo:

Speaking of education, attending the BWC Safety Congress & Expo is a terrific way to learn what's new in the world of safety. This free event will take place March 7-9 at the Greater Columbus Convention Center. There will be a Products and Services Marketplace, many educational sessions and lectures. You can register at <https://bwc.expoplanner.com/content/osc18/Register/>. You'll need your BWC policy number handy when you do! If you need assistance registering you may also call 614.466.7695. As always, CareWorksComp and RiskControl360° will be there, and we hope to see you in person!

OSHA Reporting Updates:

There are a couple of important announcements regarding OSHA's electronic reporting requirements, and it is good news for employers:

- The site is live and accepting 2018 300A forms, which are due by July 1, 2018. This rule remains the same as it was last year:

Employers can now begin to electronically report their Calendar Year (CY) 2017 Form 300A data to OSHA. All covered establishments must submit the information by July 1, 2018. Employers can view their submitted CY 2016 Form 300A summary information, but they cannot edit or submit additional 2016 data on this website. Remember, not all establishments are covered by this requirement.

- OSHA is looking at removing the large employer requirement to report the 300/301. This portion was not live last year and its looking like it will be removed anyway.

Covered establishments with 250 or more employees are only required to provide their 2017 Form 300A summary data. OSHA is not accepting Form 300 and 301 information at this time. OSHA announced that it will issue a notice of proposed rulemaking (NPRM) to reconsider, revise, or remove provisions of the “Improve Tracking of Workplace Injuries and Illnesses” final rule, including the collection of the Forms 300/301 data. The Agency is currently drafting that NPRM and will seek comment on those provisions.

Use These

The HBA has the professional business tools you need for home sales. We have the MCHBA Home Construction & Limited Warranty Agreement packages available at the office for only \$35 each.

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