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Happy New
Year!

2016 YEAR IN REVIEW!

Residential Construction Advisory Committee (RCAC) Operating As Intended

After years of effort to establish and educate stakeholders on the role of the RCAC, OHBA continues to make the operation of the RCAC a priority. Throughout the year, OHBA attended meetings, monitored the code review process, encouraged use of code interpretations, and brought builders in to provide their practical insight on the impacts of more stringent codes.



Changes In The Consumer Sales Practices Act (CSPA) Were Successfully Upheld

OHBA's language creating the Home Construction Services Act, and providing builders with relief from the CSPA survived its first real court challenge. A court partially granted a motion to dismiss the OCSPA claim. The court found the builder had met all the requirements necessary to be exempt from the CSPA and the contract would be governed by the Home Construction Services Act. OHBA's efforts in writing the new law were reaffirmed in the court's opinion finding, "when statutory language is plain and unambiguous, and conveys a clear and definite meaning, we must rely on what the General Assembly has said. The court must give effect to the words used, making neither additions nor deletions from words chosen by the General Assembly... While the OCSPA affects a wide range of business,

In This Issue ...

OHBA's 2016 Year in
Review

The Aging Housing Stock –
Growth for New Building

9 Keys to a Healthy House

Financial Forecast Details
& Sponsorships

OHBA: Fall Board Meeting
Showcase for All & More

(Cover Story - continued on page 9)



Kenneth Cleveland	1,060*
Calvin Smith, Life Dir.	594.5
John Sumodi	156
Bob Knight	93.5
Russ Sturgess	29
Doug Leohr	25
Mark Zollinger	19
Ed Belair	7
Greg Thomas	3.5
Dave LeHotan	3
Mike Hudak	3
Todd Scott	2.5
Ted Curran	2
Todd Folden	1.5
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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NOTE: HBA Email Changes

Sharon is now:

sharonb@medinacountyhba.com

General email is now:

moreinfo@medinacountyhba.com



**The *Financial Forecast*
will be held *February*
8, 2017 at Pat O'Brien
Chevrolet in Medina.**

**More details on
pages 11 & 14.**

Table of Contents

	<u>Page</u>
Cover: OHBA 2016 Year in Review.....	Cover, 9,10
Spike Club Update	2
Economy / What's Old is New Again.....	3,15
Executive Director's Letter	4
Board of Directors / Trustees, Etc.	4
Thank You Ken Cleveland	7
9 Keys to a Healthy House	7
2017 Dates to Remember.....	9
Member News.....	10
Financial Forecast Information	11
Financial Forecast Sponsorship Info	14
OHBA – Fall board Meeting – A Showcase For All	15

Economy / What's Old is New Again *An aging housing stock signals growth for home building*

By: Robert Dietz,
NAHB Chief Economist

One consequence of the reduced level of single-family construction since the Great Recession has been an aging of the country's housing stock. According to NAHB analysis of the most recent edition of the American Housing Survey (2013), the typical Ohio owner-occupied home is 40-49 years old. Nationally, this number is 37 and was 27 in 1993 – a significant increase.

Looking at the underlying distribution, four out of 10 homes in the US

(Article continued on page 15)

From the Executive Director

Members and Friends:

I hope everyone had a relaxing and safe holiday. Happy New Year to all our associate and builder members.

We look forward to 2017 being a great year for the construction industry, however, to be as prepared as possible, be sure to attend our upcoming **Financial Forecast** that will be held on **Wednesday, February 8, 2017** at *Pat O'Brien's Chevrolet in Medina*. You will find more information on page 11. Be sure to get your RSVPs in as soon as possible. Builders – you can attend for FREE, but we need to know you're coming. Associate Members – We need your assistance in sponsoring this event as well – our best builder and member attended event all year – please see more information on page 14 for sponsors.

We also look forward to two more outstanding Parade events this year as well so be sure to plan ahead and participate – these events will provide a slew of potential homebuyers and new contacts and there's simply no better return for your marketing investment than these events.

I look forward to seeing you soon.

Respectfully:

Dave LeHotan
Volunteer Executive Director



Board of Directors

John Sumodi, President

Jeremy Krahe

Michael Hudak

Greg Thomas

Douglas Krause

Doug Leohr

Katie Williams

Jeff Barnes

Jim Owen

David LeHotan

Trustees

Jeremy Krahe

John Sumodi

Greg Thomas

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Government Affairs

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Subdivision Regulations

Katie Williams, Membership

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LOTS AND ACREAGE

BATH TOWNSHIP – Revere Schools

Four Seasons S/L 17 Shade Rd: **FREE GAS**, 3.8 acres, well/septic. Wooded, horses permitted. **\$126,900.** Gary Stouffer 330-835-4900.

4322 Shaw Rd Lot 58: 1.56 acres, 231x259. Well/septic. **\$197,500.** Gary Stouffer 330-835-4900.

V/LN Revere & Sourek: 6 acres. Well/septic. **\$249,000.** Mike Stoerker 330-701-4426.

4875 Stonehedge: 3+ acres. Lake front property. Well & septic. **\$250,000.** Mike Stoerker 330-701-4426.

AKRON / ELLET

V/L Canton Rd: 2.5 acres wooded/cleared. Zoned residential/office limited use. Public water/sewer. **\$55,000.** 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 Stoerker 330-701-4426.

CHAGRIN FALLS – Kenston LSD

S/L 30 Hawksmoor Way: 2.7 acres, 329x439, water view. Wooded lot. Private sewer/well. **\$119,900.** Gary Stouffer 330-835-4900.

COPLEY

4520 Medina Rd: 2.21 acres across from AGMC Wellness Center - Office/Professional. **\$300,000.**

V/L Medina Road – COMMERCIAL – 95x288 – Corner of N. Hametown & Rt. 18. **\$150,000.**

DOYLESTOWN

16216 Galehouse: 3.5 acres. Chippewa Schools. Public water, septic. Beautifully wooded & elevated views. **\$67,500.** Mike Stoerker 330-701-4426.

FAIRLAWN – Copley/Fairlawn Schools

V/L 93 & 94 Ghent Rd: 9.8 acres. Open, rolling, lake, public water, sewer. **\$1,300,000.** Gary Stouffer 330-835-4900.

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.**

S/L 9 Granger Rd. 2.85 acres, flat lot. Highland LSD. Well/septic. South of Granger Rd. Minutes from 71/271. **\$49,900.** Gary Stouffer 330-835-4900.

Millers Meadow: 1 lot remaining with scenic view. 5 acres with bank barn. Bring your builder. Public water with tap-in paid. Minutes from 71/271/77. **\$145,000.** Gary Stouffer 330-835-4900.

HINCKLEY – Highland Schools

S/L 38 Northern Light Circle: 4+ acre wooded. Cul-de-sac, lakefront. Well/septic. **\$325,000.** Gary Stouffer 330-835-4900.

River Rd: Ravine, Creek, Waterfall. Over 7 acre wooded lot. Pick a spot on your own private park to build. Borders Hinckley Hills Golf Course to East. Between 403 and 417 River Rd. **\$134,900.** Ryan Shaffer 330-329-6904 and Gary Stouffer 330-835-4900.

KENT

Lincoln Commons: 2 lots remain. Cul-de-sac in unique urban renewal community surrounded by amenities & walking distance to University/Downtown Kent. Public water/sewer. No HOA. Bring your own builder. 1200 sq.ft. for ranch, 1600 sq.ft. for 2-story. **\$37,500 each.** Gary Stouffer 330-835-4900 and Ryan Shaffer 330-329-6904.

V/L Newcomer Rd: 63 acres. **\$595,000.**

LAKE MILTON

V/L Ellsworth Rd: 5 acres. Level, wooded, septic, well. **\$47,500.** Ryan Shaffer 330-329-6904.

MEDINA

Fox Meadows Country Club:

173 Hounds Run: .5 acres. City water/sewer. \$40,000.

222 Maidstone Lane: .5 acres. City water/sewer. \$60,000.

226 Maidstone Lane: .5 acres. City water/sewer. \$60,000.

6464 Aberdeen: .5 acres. City water/sewer. \$65,000.

Mike Stoerker 330-701-4426

MONTVILLE

Maplewood Farm Development offers 7 beautiful lots, 2+ acres each, Medina Schools and septic approved starting at **\$39,000.** Tom Boggs 330-322-7500 or Gary Stouffer 330-835-4900.

PALMYRA TWP

V/L Jones Rd: 5 acres. Level, wooded, septic, well. **\$39,900.** Ryan Shaffer 330-329-6904.

RICHFIELD – Revere Schools

5301 Everett Rd.: 12+ acres, treed lot with pond. Well, septic. **\$225,000.** Gary Stouffer 330-835-4900.

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.**

SHARON TWP – Highland Schools

7595 V/L Beach Road: Approx. 200 acres located in Sharon Twp, 7595 Beach Rd. contains 81.94 acres. The farm house with 2 acres is not included but is for sale. Total of 3 parcels. Public water, septic, well. All info subject to all government approvals. **Gary Stouffer 330-835-4900.**

Blue Ridge Estates Lots 15, 38 & 52. Great opportunity to build in privacy & seclusion, 2+ acre lots in Highland SD, septic/well, cleared & ready to build. **Lot 52 \$75,000. Corner lot 15 \$69,500. Lot #38 \$75,000.** Ryan Shaffer 330-329-6904 or Gary Stouffer 330-835-4900.

Sharon Hts Development: 2+ acre private lots featuring lake, wooded lots, & rolling hills to create your own dramatic backdrop. Many w/walkout potential. Minutes from 71/76. Bring your own builder. Well/septic. Starting at **\$62,650.** Ryan Shaffer 330-329-6904 or Gary Stouffer 330-835-4900.

SPRINGFIELD TOWNSHIP

V/L Pepper Hill Circle: 3 lots on cul-de-sac. Water/sewer. **\$17,400 each.**

V/L N Columbine: 1 lot at entrance. Water/sewer. **\$22,400.** Kelly Vrba 330-819-0144.

STRONGSVILLE

V/L Shenandoah Ridge Oversized: Private lot w/wooded backyard on dead end street. **\$39,900.** Gary Stouffer 330-835-4900.

WADSWORTH

575 Messina Dr. S/L 12: Stunning 3 acre lot in Tramonte Orchard Estate. Walkout - septic/well. Treed. Sloped w/pond. Bring your own builder. Highland Local Schools. **\$225,000.** George Leidy 330-714-3878.

Quail Lake Farms 10333 S/L 33 Quail Lake Circle: Level lot on cul-de-sac. Backs up to small pond. Sewer/well. Doylestown mailing address. **\$99,000.** Gary Stouffer 330-835-4900.

UNIONTOWN – Green Schools

Green Ridge Estates: 122x165 corner lot. Public water/sewer. **\$38,500.** Gary Stouffer 330-835-4900.

Tom Boggs –
tomboggs1@gmail.com

Laura Horning Duryea –
LauraDuryea@stoufferrealty.com



Email Our Agents:

Ryan Shaffer –
ryan@ryantshaffer.com

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Thank you **Ken Cleveland** For Continuing to **Make a Difference on Behalf of the MCHBA!**

Ken Cleveland recently made another very generous donation to the Medina County Home Builders Association.

Ken is a charter member of our association and one of the founding fathers which helped create the Medina County HBA back in 1973 - 42 years ago. Ken Cleveland is our top spike member and has shown unending support for our association and all it stands for. Without his support over the years, the organization may not have survived - for which we are grateful!

We congratulate Ken Cleveland for his continued support of our Association and sincerely thank him for his generous donations. This helps to continue the momentum of growth of our organization and helps us make a difference in our community. ■

9 Keys to a Healthy House

Take a deep breath ... Building healthy, nontoxic homes is not as difficult as you might think. Here's a look at nine simple, cost-effective strategies that promote wellness in interior environments.

1. **Air Filtration** – A balanced ventilation system with MERV filtration can provide superior comfort and air quality.
2. **Mechanical Ventilation** – An HRV or ERV delivers fresh air and exhausts stale air.
3. **Moisture Prevention** – Flashing exterior penetrations, windows, and roofs helps move water away from the home.
4. **Low-Emitting Products** – Nontoxic products like no-VOC paint keep indoor air healthier.
5. **Vapor Mitigation** – Carbon monoxide detectors alert residents to the presence of the deadly gas.
6. **Cabinets** – Formaldehyde-free cabinets keep this dangerous chemical out of the house.
7. **Water** – Whole-home water filtration reduces chemicals and heavy metals.
8. **Countertops** – Choose Greenguard-certified surfacing products.
9. **Flooring** – Hard-surface floors don't trap dirt, dust and contaminants and are easier to clean. ■



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it specifically excludes “transactions involving a home construction service contract as defined in section 4722.01 of the Revised Code” (as part of the Home Construction Service Suppliers Act, R.C. 4722.01, et seq.).

OHBA Offered Support For Legislation To Include Variety Of Piping Options

OHBA offered support of legislation to ensure that all suitable piping materials be included in bids for water and wastewater utility service improvement projects. OHBA supported making common sense improvements to ensure Ohioans have access to broad range of products when constructing this crucial infrastructure in the most cost effective manner.

Legislative Leaders Asked For OHBA Support For Unemployment Compensation Debt Payoff Provisions

Legislative leaders asked OHBA and other business groups to meet and sign off on changes to be made which included authority for the Kasich Administration to completely pay off the state’s unemployment compensation debt to the federal government estimated to total between \$225-\$240 million.

Success In Both Ohio Supreme Court And Federal District Court Cases Where OHBA Filed Amicus Briefs

Throughout the year, OHBA agreed to file Amicus briefs in multiple cases. First, in federal district court, OHBA filed an amicus brief in the major election case regarding an initiative to rewrite a city’s comprehensive plan and potentially retroactively invalidate permits. The Court issued its opinion finding, as a matter of law, that the developer is entitled to permanent injunctive relief on its due process claim that the Charter Amendment contains an unlawful delegation of legislative power and on its state constitutional

claim that citizens of a municipality may not exercise the power of referendum, by means of a charter amendment, so as to nullify City Council’s administrative action of approving the development plan.

In the spring, OHBA agreed to file another Amicus in support of action in prohibition and mandamus with the Supreme Court of Ohio. In the original election matter, the Supreme Court ruled in favor of the Relators’, finding the Board of Elections abused its discretion in denying relators protest to referendum petition. The finding prevented the issue from being placed on a November ballot.

Facilitated Discussion With PUCO And Utilities On Line Extension Issues

After hearing from members with concerns over somewhat arbitrary and increased charges to install utility line extensions, OHBA reached out to the PUCO for some immediate clarification, as well as, to start discussions going forward. Further, OHBA helped bring developers and utilities together to also have a more in depth discussion on achieving a more predictable scheduling process and reasonable timelines.

Moderated Energy Panel Discussion On Role Of Energy Codes

At its spring meeting, OHBA hosted an energy panel consisting of a BBS member, utility representative and American Chemistry Council representative to provide members with each participant’s perspective into the role of energy codes and making codes more stringent.

Importance Of All Types Of Residential Housing Defended To Legislature

In response to residential housing being specifically left out of a property tax relief bill, OHBA defended the industry and the economic development it provides. Finding no factual or rational basis for excluding any development which included residential dwelling, OHBA firmly expressed the

2017 Dates To Remember

January 10-12, 2017

NAHB International Builders

Show – Held in Orlando, FL

- visit www.nahb.org for all the details and to register.

February 8, 2017

Annual Financial Forecast

– Held at Pat O’Brien’s

Chevrolet in Medina - watch for details

May 6–21, 2017

Tentative Spring Parade of

Homes dates – Watch for

more details on this event.

need for equity when considering such types of relief.

OHBA Members Continue To Provide Valuable Expertise For Commercial And Residential Code Authorities

OHBA members served active and valuable roles on both the Residential Construction Advisory Committee (RCAC), as well as, the Board of Building Standards (BBS) helping to maintain reasonable codes and ensuring proper review.

OHBA Served As Valuable Resource On Contractor Licensing Bills

As a bill to register home improvement contractors was being heard by the House Commerce and Labor Committee, the Chairman of the committee consistently relied on OHBA’s feedback in working with the sponsor and committee members. OHBA remained intimately involved throughout the process, testifying several times and providing those involved

(Cover Story - concluded on next page)

(Cover Story - OHBA Review of 2016 -
Continued from page 9)

with insight from the industry. Further, OHBA was also asked for assistance in working through legislation to extend specialty contractor licensing to residential construction, and add roofing as a licensed specialty contractor. OHBA was able to add valuable insight into the history of the existing law, and potential areas for concern given the nature of the residential construction industry.

Objected To Specialty Contractor License Expansion Based On Prohibition On Use Of Subcontractors

While OHBA did not object to licensing of residential specialty contractors, it did object to the extension of the licensing law based on current restrictions included in the commercial section. A few years ago, the legislature made a change in the licensing law for commercial which prohibits the use of

subcontractors in the licensed specialty trades. OHBA insisted any inclusion of residential address the subcontractor issues and further take into consideration what kind of requirements would be reasonable for those needing a residential license.

Monitored Numerous OEPA Rule Packages Out For Review

Throughout the year, numerous changes had been put out for review by the OEPA Division of Surface Water. OHBA submitted comments, met with staff, as well as, participated in group stakeholder meetings to offer input on changes to 401 Program rules, and wetland antidegradation review.

Monitored Legislation

Throughout the year, OHBA tracked and monitored numerous other items receiving attention by the legislature. Some of these included HB 12 TIF Creation, HB 149 Attorney's Fees, SB 235 Property Taxes, SB 333 Environmental protection laws. ■

Member News

Renewed Associates

Citizens Bank - Strongsville

Renewed Builders

Charis Homes LLC - North Canton
Decor Design Construction LLC -
Spencer

Landmark Homes Inc. - Medina
Modern Home Concepts LLC -
Wooster

Sturgess Construction Inc. - Medina
SWM - Steven W. Moore Building
Corp. Ltd. - Bath

Thomas Properties & Construction
- Medina

Dropped Members

Habitat For Humanity of Medina
County - Medina

Know someone interested in joining the Medina County HBA? Doing business with companies that AREN'T members? They should be!

Call Sharon Brock with their information and she can send out a member packet (330.725.2371) or visit our website and download the membership application.



RAIL EASY Cable Rail System

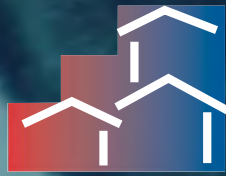
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FINANCIAL FORECAST

Wednesday, Feb. 8, 2017
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 27th** and don't miss this important event to help you plan for 2017 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 2017 and beyond. It's crucial for the success of your business to find out the anticipated economic climate for 2017, 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 2017 Financial Forecast and be prepared to take advantage with the foresight you receive from this important meeting.



"OF COURSE I REMEMBER YOU. YOU'RE PARKER, THE BEST MAN FROM THE FINANCIAL FORECAST DEPARTMENT. WHY DO YOU ASK?"

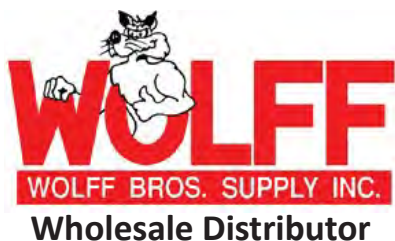
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2. Your name on a 24x36 poster at the sign-in table as a sponsor of this important event
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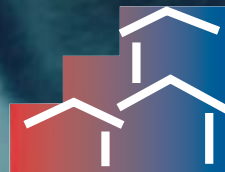
It's also a perfect opportunity to network with fellow members and to meet and greet builder members as well. So get involved and be a sponsor!

Get Involved ...



*Grow with
our Members!!*

To become a Financial Forecast Sponsor, contact the HBA at **330-725-2371**. It's that easy! We'll take care of everything else. Thank you ... we sincerely appreciate your support!



MEDINA
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FINANCIAL FORECAST



EXECUTIVE VICE PRESIDENT'S COLUMN

By Vincent J. Squillace, CAE
Executive Vice President

FALL BOARD MEETING – A SHOWCASE FOR ALL

Our recent year-end meeting demonstrated the wide breadth of OHBA services provided to the membership. EO's and members shared many ideas and programs which will enhance the membership experience as well as add to the roles of members. Our government affairs meeting, as usual, laid out for all to see and understand the many items related to government which is important for all to know. We also discussed continued success of past OHBA actions which have been upheld in the courts. Builders were brought up-to-date on the latest building code revisions, as well as possible challenges to come. Knowledge is power and those who attended are now empowered.

At this meeting, we elected future leaders as well as gave due recognition to those who served this year. President Bill Sanderson was duly recognized along with his team for success in 2016.

We were honored to have NAHB chair Ed Brady as our guest. Ed shared much of the knowledge of NAHB and where the national association plans to be with the newly-elected Trump administration.

And last, OHBA unveiled the new BEST OF OHIO PROGRAM showcasing outstanding building endeavors throughout Ohio this year. With more than 50 submissions, the program was a great success which is sure to grow in the future. ■

were built before 1970. With that in mind, Ohio has a much higher ratio of older homes.

The aging housing stock means additional demand for home building in the years ahead. Older homes must be replaced. NAHB estimates that tear-down construction housing starts totaled 55,000 in 2015, making up just over 7% of all single-family construction. Older housing also means more remodeling activity as demand rises for improvements like aging in place and energy efficiency. An aging housing stock also offers opportunities for multi-family builders to add density and new housing with amenities in aging markets.

The challenge for businesses and policymakers is that lower income households tend to own the homes most in need of improvement. In 2013, the average income of those who owned homes built after 2010 was more than \$110,000, compared with the slightly higher than \$81,000 average household income for owners of homes built before 1969.

Connecting the underlying need for residential improvement and construction with spending power and financing is yet another illustration of the importance of ensuring a health housing finance system. Whether redevelopment means accessing residential acquisition, development and construction financing for builders, home equity loans for homeowners with tax-deductible interest, or tax-exempt bond and tax credits for multifamily rehabilitation, addressing an aging housing stock in the years ahead will be a significant source of economic growth.

Age Matters ... Homes six years or younger make up just 2% of the current owner-occupied housing stock. ■

Attention Builders:

Don't forget – 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. Be sure to use this tool for your own protection and peace of mind. It's packaged in a handy professional presentation folder for your homebuyers!

