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## Tax Reform

By: NAHB Chairman Granger MacDonald

As House and Senate conferees work to produce a final tax overhaul package, NAHB is urging congressional leadership to produce a conference report that provides the best outcome for home owners, renters and the small business community. I hope you will join the fight.

This report must:

- Adopt the Senate position on the mortgage interest deduction, which retains the principal cap for deductible interest at \$1 million and the deduction for second homes.
- Continue to allow the deduction for interest on home equity loans for home repairs and improvements but under the \$1 million mortgage interest cap. Both the House and Senate bills eliminate this deduction.
- Retain the deduction on property taxes paid up to \$10,000, a provision that is in both the House and Senate bills.
- Maintain the exemption of capital gains tax from the sale of a primary residence, which requires home owners to live in their home for 2 of 5 years to qualify for the exemption. Both the House and Senate bills extend this time frame to 5 of 8 years. Moreover, the House bill includes an onerous and punitive income phase-out. If lawmakers will not accede to the 2-of-5-year time frame, NAHB will urge



### In This Issue ...

Legislative News

OHBA Non-Deduct Dues  
Percentage & OHBA New  
Officers

Member News

Financial Forecast - Details &  
Sponsorship Opportunities

Happy Holidays to All Our  
Members!

(Cover Story - Continued on page 12)



Kenneth Cleveland	1,062.5*
Calvin Smith, Life Dir.	594.5
John Sumodi	198.5
Andy Leach	122.5
Bob Knight	94
Russ Sturgess	29
Doug Leohr	26
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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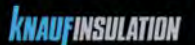
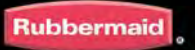
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## 2017 Non-Deduct Dues Percentage

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.



Just think. In a couple of months, a husband and wife will be sitting here arguing.



We've never given anybody a friendlier no.

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# From the Executive Director

Members and Friends:

From all appearances, we appear to have had a pretty solid year for building. A lot to be thankful for. You need to be prepared for 2018 so be sure to attend our upcoming Financial Forecast that is scheduled for Wednesday, February 7, 2018 at Williams on the Lake in Medina. Watch for more details and to RSVP.



I would also like to take this opportunity to thank our associate members for their support this year for our golf outing and our spring and fall Parade events. Your participation and assistance has helped make all of these events highly successful and has positively impacted our industry and our builder members. Thank you again for your support and contribution.

I wish everyone a wonderful and safe holiday with your families. Let me know if I can be of any further assistance. I look forward to seeing all of you next year.

Respectfully:

Dave LeHotan  
Volunteer Executive Director



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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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Jeremy Krahe

John Sumodi

Greg Thomas

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Sales & Marketing

Government Affairs

Building Codes

Subdivision Regulations

Katie Williams, Membership

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[moreinfo@medinacountyhba.com](mailto:moreinfo@medinacountyhba.com)

[sharonb@medinacountyhba.com](mailto:sharonb@medinacountyhba.com)

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**We wish you a Merry Christmas,**  
**We wish you a Merry Christmas,**  
**And a Happy New Year!!!**

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## LOTS AND ACREAGE

### BATH TOWNSHIP – Revere Schools

**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.**

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

### BRUNSWICK

**1499 S. Carpenter Rd.:** 6+ acres. Proposed commercial. Prime acreage at 303 & I-71 intersection. **\$1,200,000. Mike Stoerkel 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. **Gary Stouffer 330-835-4900 and Matt Stouffer 330-814-4616.**

**S/L Ridgewood Rd.:** 3.89 acres of vacant land. **Gary Stouffer 330-835-4900.**

**V/L Raleigh Blvd:** 90x431 (.98 acre lot). **\$49,000.**

**4520 Medina Rd:** 2.21 acres across from AGMC Wellness Center - Office/Professional. **\$322,000.**

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

### CUYAHOGA FALLS

**1301 Sacket Ave:** Commercial 154x172 (.61 acre lot). Public utilities. **\$99,000.**

### 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. **\$85,000.**

**V/L 93 & 94 Ghent Rd:** 9.8 acres. Open, rolling, lake, public water, sewer. **\$499,000. Gary Stouffer 330-835-4900 and William Snow 330-990-0256.**

### 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.**

### KENT

**482 Marigold Lane & 486 Marigold Lane:** 2 lots remain on road w/cul-de-sac. Public water/sewer, walking distance to Kent State. Bring your own builder. No HOA. **\$42,500 each. Ryan Shaffer 330-329-6904.**

### HINCKLEY

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

### LAKE MILTON

**V/L Ellsworth Rd:** 5 acres. Level, wooded, septic, well. **\$46,500. Ryan Shaffer 330-329-6904.**

### 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 Stoerkel 330-701-4426.**

### PALMYRA TWP

**V/L Jones Rd:** 5 acres. Level, wooded, septic, well. **\$39,500. Ryan Shaffer 330-329-6904.**

### 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.**

### SHARON TWP – Highland Schools

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

**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 -** 18 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 **\$129,000** and up. **Robin Pickett 330-322-3181 and Gary Stouffer 330-835-4900.**

### SPRINGFIELD / SUFFIELD

**V/L Portage Line Rd:** Approx. 183 acres. 1.29 mile frontage on 3 roads. Summit & Portage County. Mineral rights transfer. **\$2,275,000. Gary Stouffer 330-835-4900 and Sandy Filipczak 330-801-2991.**

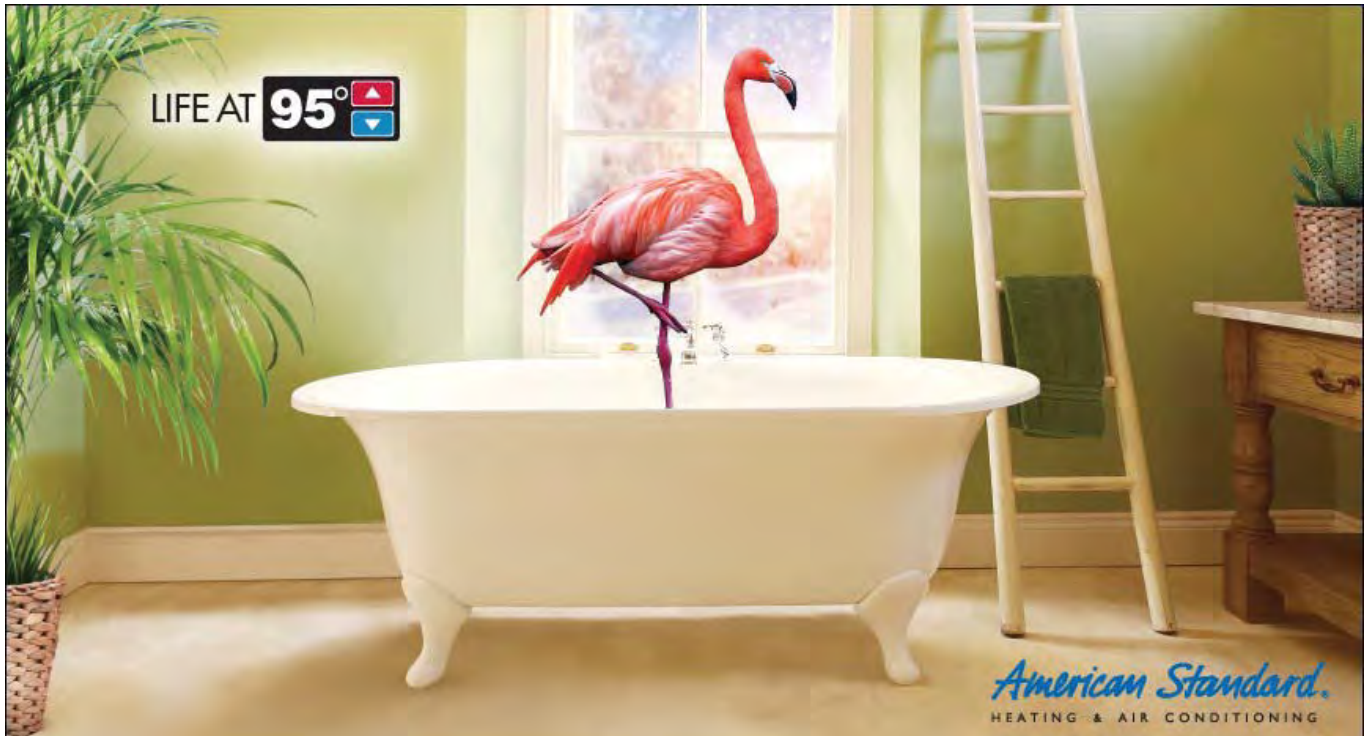
### STOW

**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.**

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

The House Ways and Means Committee held its third hearing for both opponents and proponents of HB 371 Property Tax (Merrin, D.)

to exempt from property taxation the increased value of land subdivided for residential development until construction commences or the land is sold.

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

Merle Stutzman of Weaver Custom Homes followed with meaningful, well thought out testimony in support of HB 371. Not only did he rebut many

of Mr. Nolan's assumptions about builders and developers, he further explained to the committee the positive impacts residential development has on economic development. Additionally, he pointed out the ultimate impact on the price and affordability of housing given the cost of regulation, and supported the effort of Rep. Merrin with HB 371.

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

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



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# Member News

## New Builders

### *Panther Builders, Inc.*

102 Main Street, Suite 202  
Wadsworth, OH 44281

Contact: Mike Primovaro

Phone: 330-607-6985

Email:

baughmanCPA@gmail.com

Sponsor: Dave LeHotan

Business: Custom Home Builders

### *Paradise Homes of Medina, Inc.*

102 Main Street, Suite 302  
Wadsworth, OH 44281

Contact: Todd Baughman

Phone: 330-607-6985

Email:

baughmanCPA@gmail.com

Sponsor: Dave LeHotan

Business: Custom Home Builders

## Members ...

Remember, whenever possible, always try to do business with a fellow member and support your Medina County HBA & local community!

## Renewed Associates

C.C. Supply – Barberton

L & S Erectors, Inc. – Litchfield

Mack Industries, Inc. (Concrete/  
Vault) – Valley City

Ralph Baratko Excavating, Inc. –  
Spencer

Zimmerman Plumbing & Heating –  
Sterling

## Renewed Builders

Art Graf Builders, Inc. – Wadsworth

SWM – Steven W. Moore Building  
Corp., Ltd. – Bath

*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).*



## 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.



There was something about the builders which Mrs Jenkins found slightly worrying.

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

Ken Cleveland continues to make generous donations to the Medina County Home Builders Association.

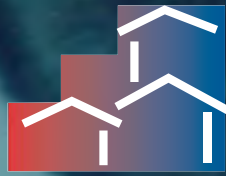
Ken is a charter member of our association and one of the founding fathers which helped create the Medina County HBA back in 1973 - 42 years ago. Ken Cleveland is our top spike member and has shown unending support for our association and all it stands for. Without his support over the years, the organization 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. ■

## You Should Be Using These

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' use and convenience!





MEDINA  
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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 26<sup>th</sup>** 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.



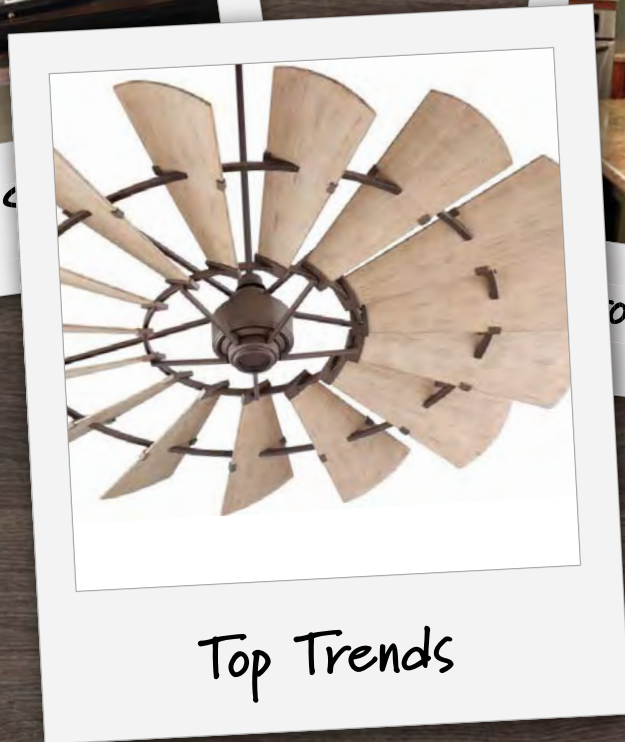
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## OHBA's New Officers

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

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

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

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

them to adopt the Senate version.

- Retain private activity bonds.

While both the House and Senate bills retain the Low Income Housing Tax Credit (LIHTC), the House version eliminates tax-exempt private activity bonds, which would significantly reduce production of affordable rental housing and eliminate the mortgage revenue bond program that promotes homeownership. NAHB calls on lawmakers to adopt the Senate position.

- Accept the House position eliminating the Alternative Minimum Tax (AMT). The Senate bill maintains the AMT for individuals and corporations, albeit with higher income thresholds.

- Continue to ensure that pass-through businesses are treated fairly relative to C-Corps.

NAHB is also urging conferees to include an amendment to the conference report offered by Sen. Pat Roberts (R-Kan.) that fosters affordable housing development in rural areas. However, to pay for this, it would reduce from 30% to 25% the basis boost calculation for all LIHTC projects. NAHB is working with lawmakers to find a different method to fund it.

As we work with Congress to address our concerns, we are optimistic that NAHB will be able to support the final conference report on tax reform, and that more importantly, it will provide a net plus for small businesses, job growth, and homeownership and rental housing opportunities.

We need your voice. Please contact your members of Congress and urge them to support affordable housing, strong small businesses and tax reform that recognizes the importance of homeownership. ■



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### **OLON**

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### **ELYRIA**

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2. Your name on a 24x36 poster at the sign-in table as a sponsor of this important event
3. One lunch included!

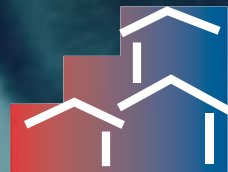
It's also a perfect opportunity to network with fellow members and to meet and greet builder members as well. So get involved and be a sponsor!

*Get Involved ...*



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