



# HOME BUILDERS ASSOCIATION OF DAYTON

*BUILDING CONNECTIONS AND COMMUNITIES SINCE 1942*

The mission of the Home Builders Association of Dayton is to make the Dayton region more attractive to businesses and residents, providing superior value in homeownership by:

- 1 Promoting industry standards
- 2 Educating members and community
- 3 Marketing members' capabilities
- 4 Advocating responsible development



**Whether you are a builder, remodeler, supplier, subcontractor, or somewhere in between, membership in the Home Builders Association of Dayton is here for you!**



937-298-2900



info@hbadayton.com



www.hbadayton.com

# WELCOME & THANK YOU!

The Home Builders Association of Dayton (HBAD) is an affiliate of the Ohio Home Builders Association, and the National Association of Home Builders (NAHB).

Accomplishing things for our members and for the residential construction industry in the Dayton region (Darke, Greene, Montgomery, Preble, and Warren Counties) is what the HBAD is all about.

Here are some of the initiatives your membership supports:

- Advocating locally with our local municipality leaders and civic partners
- for you, your business, and the industry;
- Finding new ways for potential customers to hear about your
- business and services
- Saving you money on products you use every day;
- Keeping you educated and informed; or
- Simply providing opportunities for networking and relaxation,
- the HBAD does what you need to succeed!

With our community outreach and our continued reinvention of ways to continue to communicate our membership to the community at-large (via our social media presence, our online member directory, etc.), customers can find you by category and location. Finding you work, saving you money, advocating for your interests - HBAD is here for you!

Please use the member information contained within the following pages to get the most benefit and value out of your membership. Please, familiarize yourself with the many benefits of membership mentioned in this guide such as discounts, marketing opportunities, educational & networking events by visiting our website at [HBADayton.com](http://HBADayton.com) or calling the office at 937-298-2900.

Sincerely,



Eric Farrell  
C.E.O.



Robi Simms  
President



# WHO WE ARE

In 1942, a group of homebuilders and suppliers joined together to create an Association of building professionals that would serve the needs of the rapidly growing housing industry in Dayton.

The initial purpose of the Association was to enhance the climate for housing construction and monitor community activities to safeguard the affordability, quality, and safety of housing.

The Association founders were dedicated to serving the needs of its members and promoting the rights of home ownership. Today, the purpose of the Association remains the same and today's Association leaders are still dedicated to serving the needs of the members and promoting home ownership.

## WHAT WE DO...

is advocate for our industry, assuring home ownership for all in the Dayton region.

**A**

We are the watchdogs and the voice of the industry

**B**

We deliver education and training to our members and the general public

**C**

We provide intentional opportunities to connect and network

**D**

We support and build our communities in which we live, play, and raise families

## ECONOMIC DEVELOPMENT

We are a significant engine of economic growth and year-round employment

We believe it is important to recognize that growth is absolutely necessary for a healthy economy

## HOUSING OPPORTUNITIES

We believe it is necessary to encourage a wide range of housing choices that meet the needs of families across the economic spectrum

We support comprehensive planning at the local level to provide the widest range of housing choices



# BENEFITS

1

**THREE-IN-ONE MEMBERSHIP:** Three memberships for the price of one!

- Home Builders Association of Dayton (HBAD)
- Ohio Home Builders Association (OHBA)
- National Association of Home Builders (NAHB)

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**VOICE FOR THE INDUSTRY:** Recognized advocate for housing & development issues:

- In the Dayton region (Darke, Greene, Montgomery, Preble, and Warren)
- At the State level via, OHBA, and
- Nationally in Washington, D.C. fighting for the industry through NAHB

We keep you up to date with the latest proposed legislative and regulatory changes that affect you. We make sure you have a “seat at the table.”

3

**PROFESSIONAL GROWTH**

- Opportunities to grow professionally by joining a committee at the local, state, or national level
- As a leader of an organized industry you can help guide the future of home building and development in the Dayton region

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**NEWS AND INFORMATION**

- Access to valuable economic and forecasting information
- Critical news and information through monthly meetings and events, HBAD and OHBA emails, NAHB Now, Eye on Housing, specialty newsletters, social media, alerts and exclusive website content. Up-to-date info, when you want it, how you want it!

5

**BUILDING RELATIONSHIPS:** The HBAD provides you with a busy calendar of events with countless ways to network and build relationships, such as:

- MidWeek MeetUps (6x/year)
- Builders & Developers Forum (monthly)
- Annual Golf Outing
- General Membership Meeting
- Annual Inaugural
- Topgolf Event, and MORE...

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**MEMBER DISCOUNT PROGRAMS:** Reduce business costs with member-only discounts (locally & nationally). NAHB's purchasing power means big savings.

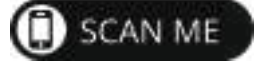
- Building Products: Lowe's PRO)
- Auto: GM, FCA, Nissan // Hertz, Avis, Budget, GEICO
- Business Services: Amazon, Kabbage, AmEx, Dell, Office Depot, Houzz Pro, and MORE

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**TOOLS FOR YOUR BUSINESS:** HBAD is your source for professional education. We offer you educational seminars covering all aspects of growing your business. Our community knows that a professionally-managed business can raise the quality of life for business owners, employees, their families, communities, and the entire Dayton region.

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**EVER EVOLVING:** We are committed to providing the best opportunities for growth, connections, and marketing your business. For those reasons we will constantly evolve based on membership feedback to be the one-stop-shop for all your needs.



### THIRTY (30) DAY CHECKLIST

- ✓ Create & confirm your HBAD website login information  
Username: \_\_\_\_\_  
Password: \_\_\_\_\_
- ✓ Review the HBAD Member Directory page for accuracy  
\_\_\_\_\_ Add/Change contact info  
\_\_\_\_\_ Add/Change employees who should be receiving emails from HBAD, and/or who you want to have access to company Member Director page for registrations and billing
- ✓ Make sure you are receiving HBAD emails and e-newsletter, if not, contact the HBAD office via email (info@hbadayton.com) or 937-298-2900
- ✓ Ensure that your company is properly designated in the Member Directory categories, which will help prospective customers find you online and in any printed directories
- ✓ Browse and become familiar with our website: HBADayton.com
- ✓ Review the HBAD Member Directory page for accuracy
- ✓ Engage in HBAD social media  
\_\_\_\_\_ Facebook.com/HBADayton  
\_\_\_\_\_ LinkedIn.com/HBADayton
- ✓ Attend a HBAD monthly meeting (Builders and Developers Forum) or a networking event (MidWeek MeetUp)

### SIXTY (60) DAY CHECKLIST

- ✓ Review the various ways your membership can save you money through rebates and discounts  
\_\_\_\_\_ NAHB.org/Savings  
\_\_\_\_\_ Manufacturer Rebates via www.OhioHBArebates.com
- ✓ Download the HBAD logo by logging on to your Membership Directory page, and include it on your  
\_\_\_\_\_ Website  
\_\_\_\_\_ Email Signature  
\_\_\_\_\_ Letterhead  
\_\_\_\_\_ Business card
- ✓ Make sure your HBAD Member Directory is complete with your logo, description, photos, keywords, and more
- ✓ Complete the Member Spotlight info sheet contained in your welcome email
- ✓ Subscribe to our Workforce Development email, where you will receive the latest information on this initiative and begin receiving emails with potential employees
- ✓ Browse and become familiar with websites  
\_\_\_\_\_ State - OHBA.com  
\_\_\_\_\_ National - NAHB.org

# TYPES OF MEMBERSHIP

## **BUILDER & REMODELER**

Builder & Remodeler members are directly involved in building and remodeling homes.

They include small-volume builders, custom builders, production builders, light commercial builders, and remodelers.

## **ASSOCIATE**

Associate members provide products or services to home builders.

They include, but are not limited to, electricians, plumbers, lumber yards, product suppliers, framers, carpenters, bankers, insurance agents, realtors, masons, landscapers, architects, and designers.

Additionally, the HBAD is committed to the economic development of the Dayton region, and therefore, are inclusive of any institution or organization who also supports economic development in the Dayton region.

*The Home Builders Association of Dayton was organized in 1942 and designed to help builders and associates involved in construction to better contend with their challenges through collective action. We believe in building a strong and profitable building industry for Dayton members and customers.*

*As a part of the Dayton building industry, we trust that you are also concerned with the same basic business objectives that confront our industry.*

*Homebuilders, electricians, plumbers, remodeling and construction companies, excavators, equipment rental businesses, painters, building supply businesses, realtors, financial institutions, window and door businesses, carpet and floor covering dealers, and any other business that provides home products and services, can become a member in the Home Builders Association of Dayton and enjoy membership benefits.*

*HBAD provides the ability to connect you with the resources, individuals, and strategic partnerships needed to thrive here. We are the first point of contact for companies and consumers in the 5-county region. Let's talk about your options.*

## **RESIDENTIAL HOME BUILDING DAYTON, OHIO**

**100 NEW CONSTRUCTION SINGLE-FAMILY HOMES**  
(SOURCE: NATIONAL ASSOCIATION OF HOME BUILDERS)

**297** FULL-TIME JOBS CREATED

**\$11.1M** TAX REVENUE

**\$28M** WAGE & BUSINESS INCOME

### THREE (3) MONTH CHECKLIST

- ✔ Attend a networking event & introduce yourself to at least five (5) people you have never met
  - ✔ Review membership Marketing and Sponsorship opportunities
  - ✔ Learn about advertising opportunities during our Homearama, General Membership Meeting, Inaugural, Golf Outing... and MORE!
  - ✔ Advertise in our:
    - \_\_\_\_\_ Website
    - \_\_\_\_\_ Newsletter
    - \_\_\_\_\_ Website
    - \_\_\_\_\_ Other opportunities forthcoming
  - ✔ Do business with a fellow member. With members from different types of organizations, there's sure to be someone who meets your current business needs
  - ✔ Explore the "Member 2 Member" deals on the HBAD website
- 

### FOUR (4) MONTH CHECKLIST

- ✔ Host a MidWeek MeetUp at your facility or showroom
  - Want to showcase your business in another way? Call us and we will work with you to help create and promote the event!
- ✔ Call the office to ask questions about membership and about ways to become involved with your HBAD
  - \_\_\_\_\_ Chair/Serve on a committee
  - \_\_\_\_\_ Serve in a leadership position
- ✔ Review checklist - Are you meeting the goals you set for joining the association?

### DEFINITIONS:

#### GENERAL MEMBERSHIP MEETING

General Membership Meetings are a great opportunity to stay up to date on the Association and what it is doing to help its members. Each General Membership Meeting hosts a guest speaker and provides networking time for attending members.

#### MIDWEEK MEETUPS

Held every other month, MidWeek MeetUps provide regular networking opportunities for members. This event is complimentary for Home Builders Association of Dayton members and offers a casual, fun environment to connect with builders, associates and other industry affiliates.

#### GOLF OUTING

Each summer, the Home Builders Association of Dayton hosts the Denver Smith Memorial Golf Outing. The often sold out golf outing is always a success as it features a day of golf, fun and camaraderie.

#### TABLE TOP NIGHT

The associate members of the Home Builders Association of Dayton have the opportunity to showcase their business at the Table Top Night expo. The annual themed event is always a fun way to make introductions to the builder members and build relationships.

**ETHICS • PROFESSIONALISM**  
**QUALITY • PRIDE**

## EXECUTIVE COMMITTEE

**Robi Simms**, *President*

Simms Development

**Erika Deady**, *Vice President*

Oberer Homes

**Richard Graf**, *Treasurer*

Hammerman, Graf, Hughes & Co.

**Greg Page**, *Secretary*

Gregory S. Page Co., LPA

**Dona Niswonger**, *Immediate Past President*

Union Savings Bank

**Gina Coates**, *At-Large Builder Appointee*

Coates Custom Homes

**Cindy Gaboury**, *At-Large Associate Appointee*

Audio Etc...

## COUNCIL CHAIRS

**Lance Oakes**, *Large Vol. Builders/Developers*

DDC Management

**Adam Zengel**, *Past Presidents*

Adam Zengel Builder

**Katie Cutter**, *Sales Marketing Associates*

JEM Designs

## BOARD MEMBERS

**Brian Albrecht**

Rhoades Estate Homes

**Jeff Kelchner**

Clearcreek Custom Homes

**Dale Winters**

Baughn Insurance

**Alan Lee**

Requarth Co.

**Tyler Quinn**

Cambria

**Todd Casey**

84 Lumber



**2020** MEMBER  
PACKET