The News of the Home Builders Association of West Florida

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February 2013



February 23rd & 24th

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CORNERSTONE

The official magazine of the Home Builders Association of West Florida



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CORNERSTONE



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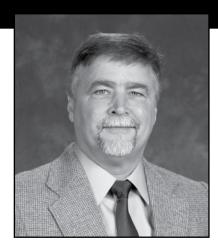
Office Visits to Members Was Fun and Rewarding

When I was installed as president last December, I made a pledge that I'd use the Home Builders Association's Membership Directory as my "Membership Bible." I also told Executive Director David Peaden that I wanted to visit our members to tell them that I appreciate them. Just recently, I was able to visit Dina Thorsen of NOLA Mortgage, Carlin Bennett and

Buck Parker of ProBuild, Kaily Wallace and Stephanie Justice of Bay Area Blueprint, Chip Otwell and Dewayne Watson of WR Taylor Brick Company, Irby Engineering, and Bosso, Dentzau & Imhoff Environmental Services. This is just the beginning and I plan to visit many more members throughout the year. It was nice to meet our members and tell them how much they mean to the betterment of the HBA. I learned a lot from my visits about what their respective companies are going through. We've all been through a tough time, but I be-

lieve things, overall, are looking up. If you would like me to visit your office, just let

President's Message



By Eric Witt

David Peaden know and we'll be there. In the meantime, we may be visiting you very soon.





Above Left: From left, HBA President Eric Witt, Sales Representative Dewayne Watson and Manager Chip Otwell

Below Left: From left, HBA President Eric Witt, ProBuild Milton Truss Plant General Manager Carlin Bennett and Pensacola Millwork Assistant General Manager Buck Parker of ProBuild



Cover Story



SHOW MANAGER - ALECIA OVERMAN



The Home Builders Association of West Florida is excited to be hosting again the Home, Lawn & Patio Show at Pensacola Fair Expo Hall on February 23-24, 2013.

"We were pleased with the shows last year, so we are expecting great things this year too," said Show Manager Alecia Overman.

Home, Lawn & Patio show will feature more than 60 exhibitor spaces and dozens of ways to learn something new in pools, patios, landscaping and sunrooms. This show will eliminate the need to drive from store to store or make countless phone calls to compare prices or explore options. Experts from many fields will be on hand to provide information and answer any questions you may have about your projects - from granite counter tops and hardwood floors to custom tile, kitchens and home theaters. Shoppers can choose colors, feel textures and find out about the latest home improvement products all in one place.

Saturday, February 23 Sunday, February 24 9:00 a.m. – 5:00 p.m.

11:00 a.m. – 5:00 p.m.

PENSACOLA FAIR EXPO HALL (MOBILE HWY & PINE FOREST RD)

Entry fee: \$3.00 ~ Kids Free ~ Free Parking

\$1.00 off Coupon can be found at

www.WestFloridaBuilders.com

A portion of the entry fee will donated to ARC Gateway

Residential Mitigation
Techniques For the Florida
Homeowner Classes

Saturday

11:00 am – 12:00 pm 1:00 p.m. – 2:00 p.m.

























With the Florida Legislative Session set to go from March 5 through May 3, the Florida Home Builders Association has identified key legislative issues to tackle in the busy legislative session.

2013 FHBA LEGISLATIVE ISSUES (PROPOSED)

Workers' Compensation:

Prescription Drug Repackaging loophole has allowed a 2.5 percent increase in WC rates. Priority of FHBA last year and the 2011 bill failed.

Sadowski Funding:

Funds have been swept by the Legislature past years. The State Budget appears to have stabilized, improving chances of funding.

Unlicensed Activity:

Comprehensive changes based on FHBA Task Force

- Increase fines
- · Increase enforcement action
- · Assure that fines go for additional enforcement
- · Industry support

Septic Tank Study Funding:

Final Budget allocation \$800,000. Study completed with this allocation

Septic Tank - Permitting Issues:

Local Health Departments have not lessened their review requirements or costs in light of last year's changes in bedroom definition

Building Code Issues:

Repeal Florida Energy Code as sole method of compliance

Permanent Funding for Grants:

Implemented permanent budget changes as passed last year

Wage Theft:

Prohibition of local wage theft ordinances. Failed the past two years.

Mandatory Sick Leave Ordinances:

Prohibition of mandatory sick leave ordinances



FHBA Governmental Affairs

Unemployment Compensation:

- Oppose increases in the risk factor for certain businesses.
- Each one percent +/- \$125
- Potential 3 percent increase

Funding for Construction Trades:

Advocate for allocation of training monies for construction trades

Condo issues:

Proposal to replace the date triggering certain obligations; to clarify when a condominium unit is created; and to permit extending the period for adding phases to a condominium. The Florida Bar moving forward with bill FHBA can support.

Amendment 3 Implementation:

The Legislation implementing the restriction of property value increases when improving a home for energy efficiency or mitigation has failed to pass the legislature 3 years in a row.

Florida Home Builders Association

CALENDA

Auxiliary Council

Meet Quarterly

Custom Builders Council

Meet Quarterly

Green Building Council

Meet on the last Wednesday of each month.

Membership Committee

Meet on the 3rd Wednesday of each month.

Remodelor's Council

Meet on the 1st Thursday of each month.

Board of Directors

Meet on the 3rd Tuesday of each month.

Feb 23-24

Home Lawn & Patio Show - Pensacola Fair Expo Hall

April 20-28 August 23-25 **Parade of Homes**

Home and Product Expo



Interested in sponsoring a General Membership Meeting? Contact Alecia Overman at 850-476-0318 for more information!

For further event details, please visit our website: www.westfloridabuilders.com

Please note that dates and locations are subject to change.

NEXT **CORNERSTONE ISSUE:**

March 2013

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Member News



Windows Plus Pensacola

Windows Plus specializes in manufacturing and installation of insulated glass, screens, mirrors, shower enclosures, replacement windows, window and door repair, and hurricane protection.

Windows plus has been in business for over 20 years. Supply and install products are not subcontracted.

Todd Benson, VP/General Manager, feels that his Membership in the HBA of West Florida is important in helping him form relationships with credible remodelers, as well as staying informed of changes in the industry. Todd says that he spends most of his time working, but in his free time, he enjoys fishing and going to the beaches.

Left: Todd Benson, VP/General Manager Windows Plus Pensacola



Windows Plus Pensacola Todd Benson, VP/General Manager 3987 North "W" Street, #15 Pensacola, FL 32505 (850) 438-9770

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Architectural Concrete Designs

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Architectural Concrete Designs is

a decorative concrete company which provides staining, texturing, stamped overlays and epoxies - "anything to make grey concrete look better," says Neil Brown, owner. When asked why it is important to him to be a Member of the Home Builders Association of West Florida, Neil replied, "We would like our company's name to be backed by a strong leadership team such as the HBA." Neil also stated that he desires to get to know the Members of the HBA so that he may create new business relationships.

In his free time, Neil enjoys spending time with his family and watching sports, as well as attending various events. Neil says, "We are really looking forward to becoming a part of the HBA!"



FORMING Now!

2013 HBA Membership Committee

The Membership Committee recruits new Members and also works to retain existing Members. The strength of the

home building industry is fundamental to the strength of our nation. Our industry is responsible for providing shelter and comfort for our families, safety and protec-

tion for our communities, and millions of jobs for the economy. Membership is the lifeblood of the HBA!

Contact HBA Membership Director Danielle Stomp at (850) 476-0318 or danielle@hbawf.com for more information.





Danielle Stomp Membership Director danielle@hbawf.com

Omega Construction & Design, Inc.

Omega Construction is a state-registered contracting & construction consulting firm specializing in custom remodeling, new construction, insurance and WDO inspection repairs. "Being a Member of the HBA of West Florida is important to me in establishing additional credibility and developing new relationships with like-minded professionals," says Drew Dennis, President/CEO.

Drew is a member of Rotary International, the Pensacola Association of Realtors, the Gulf Breeze Area Chamber of Commerce (Board of Directors), the Destin Area Chamber of Commerce, and a Licensed Contractor in Florida, Alabama, and Tennessee. Omega Construction is an Accredited Member of the Better Business Bureau. Omega Construction was named "2011 Small Business of the Year" by the Gulf Breeze Area Chamber of Commerce.



Member News

Omega Construction & Design, Inc.

Drew Dennis, President/CEO 2880 Gulf Breeze Parkway Gulf Breeze, FL 32563 (850) 255-8383

drew@omegaconstructionanddesign.com www.omegaconstructionanddesign.com www.facebook.com/OmegaPensacola

State-Licensed Homebuilder in: Florida- RR282811768 Alabama- 22935

Tennessee-66134

Advance Insurance of Northwest Florida

Advance Insurance of Northwest Florida, Inc. Kara McManus, Commercial Lines Manager 105 Beverly Parkway Pensacola, FL 32505 (850) 469-0880

kara@goadvanceinsurance.com www.goadvanceinsurance.com

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HBA MEMBER
INFORMATION
CALL ALECIA
AT 850-476-0318

Advance Insurance of
Northwest Florida is an independent insurance agency that
specializes in Builders Risk,
General Liability, Contractor's Equipment, Contractor's
Bonds, Business Auto, Workers
Compensation and Commercial
Property, as well as Competitive
Homeowners and personal auto
markets. Advance Insurance of Northwest Florida is appointed to write through the

west Florida is appointed to write through the Florida Home Builders Insurance Agency.

"The HBA of West Florida is very important to me because of all the help they provide to our community, and I am thankful to be a part of that," says Kara McManus, Commercial Lines Manager. Kara has over 13 years experience in writing commercial insurance. In her free time, Kara enjoys spending time with her daughter, who keeps her busy with competitive swimming and school activities.



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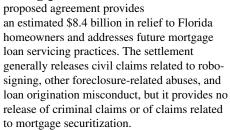
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State-Federal Foreclosure Settlement

Attorney General Bondi formally entered a landmark \$25 billion joint federal-state agreement with the nation's five largest mortgage servicers over foreclosure abuses and unacceptable nationwide mortgage servicing practices. The



"This settlement will provide substantial relief to struggling Florida homeowners, and ensures that our state gets its fair share of the relief being provided nationally," stated Attorney General Pam Bondi. "This agreement holds banks accountable and puts in place new



protections for homeowners in the form of strict mortgage servicing standards."

Florida's share of the total monetary benefits under the settlement is approximately \$8.4 billion.

- Florida borrowers will receive an estimated \$7.6 billion in benefits from loan modifications, including principal reduction, and other direct relief.
- Approximately \$170 million will be available for cash payments to Florida borrowers who lost their home to foreclosure from January 1, 2008

through December 31, 2011 and suffered servicing abuse.

- The value of refinanced loans to Florida's underwater borrowers would be an estimated \$309 million.
- The state will receive a direct payment of \$334 million.

In addition to the terms of the national settlement agreement, Attorney General Bondi separately negotiated an agreement with the nation's three largest mortgage servicers to ensure that a guaranteed portion of the overall settlement funds goes to Florida borrowers.



WHAT: Compressed Natural Gas (CNG) Station Tour Brought to you by Pensacola Energy and Emerald Coast Utilities Authority

GUEST SPEAKER: Kevin Vu of Zeit Energy

Zeit Energy specializes in providing CNG fueling infrastructure services to both private and municipal fleet customers. Our services include Consulting, Design, Construction, Maintenance, Fueling Contracts, and Financing. The \$1.8 million CNG station was a joint project between the City of Pensacola, Pensacola Energy (formerly Energy Services of Pensacola) and ECUA. It serves over 80 natural gas vehicles operated by the City, ECUA and Escambia County.

WHEN: March 27, 2013

WHERE: CNG Fueling Station on Pine Forest Road 6722 Pine Forest Road

TIME: 11:00 a.m.

Please rsvp to: RSVP@hbawf.com and put CNG in the subject line.

A WELL-FRAMED APPROACH TO PROFITABLE ENERGY EFFICIENCY

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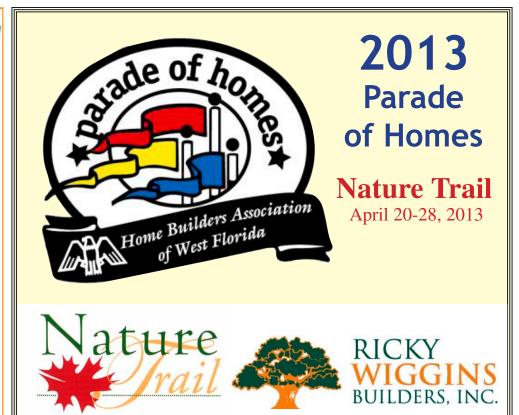
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Show Dates Feb. 23rd & 24th

Print Map & Registration form at www.westfloridabuilders.com

For more info, contact: alecia@hbawf.com







Many Home Builders Association members are already saving time and money through the NPP program.

To access the discount pricing, register with NPP. Signing up is easy.

HOW TO REGISTER

- Go to www.mynpp.com. Click "Join Now".
- Select "Construction" from the dropdown
- Select "Residential" from the Category dropdown menu.
- Select "HBPP" from the Association dropdown menu.
- Complete the registration form.

For more information about the program, feel free to contact NPP:

800.810.3909 customerservice@mynpp.com www.mvnpp.com



EXCLUSIVE PRICING FOR HBA MEMBERS

Since 2007 many HBA Chapters have partnered with NPP to offer members discount pricing on several products and services. NPP negotiates the rates, and makes them available to HBA members throughout the country.

This program is entirely free, and there is no obligation to purchase. To access the savings, register with NPP at www.mynpp.com. Included among the discounts available to participating HBA Chapter members:



- Corporate Discount 22% off all wireless calling plans \$34.99 & higher and free activation
- Employee Discount 18% off wireless calling plans \$34.99 and higher
- Select Accessory Discount 35% (corporate) and 25% (employee/family)
- \$20 Unlimited Wireless E-mail feature on corporate lines
- Variable discounts on phones

Verizon Eligibility Requirements: Each Member must be a construction company, heavy highway, concrete, remodeling company or other trade craftsman (e.g.: a subcontractor such as an electician or plumber whose primary trade is within the construction industry).



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Home Builders Association of West Florida

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ANSI Approves Next Generation of the ICC 700 National Green Building Standard Notable Changes Impact Energy Requirements and Scoring of Remodeling Projects

NAHB News

The National Association of Home Builders (NAHB) and the International Code Council (ICC) applaud the recent approval of the 2012 ICC 700 National Green Building StandardTM.

In 2007, NAHB and the ICC partnered to establish a nationally-recognizable standard definition of green building. The resulting ICC 700 National Green Building Standard is the first and only residential green building rating system to undergo the full consensus process and receive approval from the American National Standards Institute (ANSI). This is the first time the standard has undergone Consensus Committee review and update since it was published in 2009.

"The introduction of the 2012 National Green Building Standard is a huge deal for our industry," said NAHB Chairman Barry Rutenberg, a home builder from Gainesville, Fla. "Not only does the updated version raise the bar on energy efficiency requirements, but it also completely revolutionizes how renovations and remodeling projects are treated under the standard. The 2012 updates make the standard easier to understand and implement, and we expect that this will certainly help to build upon the momentum we are already seeing in green building across the residential building industry."

To date, the standard has been widely implemented throughout the industry. The NAHB Research Center, which serves as the secretariat of the standard as it progresses through ANSI, has certified the compliance of thousands of dwelling units and developed lots to the ICC 700. Dozens of regional and local green initiatives refer to the standard within their program criteria and the International Green Construction Code (IgCC) requires compliance with the ICC 700 if a jurisdiction chooses to regulate residential buildings four stories or less in height.

"ANSI's approval of the 2012 ICC 700 National Green Building Standard reinforces the quality and transparency of the process used to develop this important standard for constructing green residential buildings across America," said International Code Council Board President Ronald Piester and CEO Dominic Sims in a joint statement. "We are proud to develop the codes and standards

that ICC and NAHB Members use to guide the construction of safe, sustainable and affordable

homes, and provide an opportunity for ICC Members to play a vital role in this important undertaking."

The new version of the standard includes several important changes including:



- Energy Code Update: While the original ICC 700 used the 2006 version of the International Energy Conservation Code (IECC) as a basis, the new version will use the 2009 IECC. The requirements of the 2009 IECC are estimated to result in energy efficient performance that is about 15 percent higher than the previous 2006 code.
- Restructured Scoring for Remodeling: The new version completely revamped the scoring for renovations and remodeling projects. The revised standard includes two entirely new chapters devoted to existing building projects. The first provides criteria for entire buildings and includes requirements for improved energy and water efficiency that increases as higher levels of compliance are sought. The second provides a green protocol for the most common renovation and addition projects that focus on functional areas of a home such as a kitchen, bathroom, basement, or addition under 400 square feet.
- Incentives for Development and Lot Design: The 2012 ICC 700 includes the addition of a new scoring opportunity for those choosing the build lots in green communities. In the new version, six points can be earned in the Lot Design, Preparation and Development chapter for choosing lots in developments that have been certified to ICC 700 or an equivalent program. In the previous version of the standard no such incentives were provided.

The standard will be available for order on January 23 at BuilderBooks.com.

For more information on the 2012 ICC 700 National Green Building Standard, please visit www.nahb.org/nahbgreen.

"ANSI's approval of the 2012 ICC 700 National Green **Building Standard** reinforces the quality and transparency of the process used to develop this important standard for constructing green residential buildings across America..."

Feature Story

Home Builders, Utilities Hail Reconsideration of EPA Stormwater Discharge Rule

"NAHB will
continue to educate
its members about
the importance
of regulatory
compliance as they

In a victory for the environment, affordable housing and the nation's energy infrastructure, the National Association of Home Builders (NAHB), Utility Water Act Group (UWAG) and Wisconsin Builders Association have settled a longstanding lawsuit against the Environmental Protection Agency after the agency agreed to withdraw the numeric limit it developed to con-

trol stormwater runoff from construction sites and to pursue additional improvements to the 2009 rule.

The lawsuit had noted that the EPA's numeric limit would have cost stakeholders up to \$10 billion a year in attempts to comply – and that coming up with a number that would work across all geographic areas and soil types would not be possible.

NAHB and UWAG have been closely involved in EPA's efforts to develop appropriate controls for construction and development industry stormwater discharge for more than 15 years. For UWAG, the focus has been on the particular impacts of EPA's rule on linear gas and electric utility projects,

such as the construction of new transmission and distribution lines. For the home builders, the focus has been on the challenge associated with meeting a numeric limit across all construction sites.

"NAHB supports responsible development and the goals of the Clean Water Act. We are relieved that the agency is taking a common-sense approach to this rulemaking, and we will continue to work with state and federal regulators to keep our waterways clean," said NAHB Chairman Barry Rutenberg, a home builder from Gainesville, Fla.

Ray Butts of NextEra Energy, Chair of UWAG's Policy Committee, echoed Rutenberg's comments, adding: "We appreciate the agency's efforts to work with all of us to address specific problems in the underlying rule that – if unresolved – would have led to significant and unnecessary cost, engineering and energy impacts with no appreciable environmental benefit."

In addition to withdrawing the numeric limits, EPA has agreed to clarify the non-numeric portion of the rule so that land developers, permit writers and inspectors better understand what measures are required to help protect the nation's waterways.

In December 2009, under court order, the agency finalized Effluent Limitation Guidelines (ELGs) for the construction and development industry to establish the minimum technology required to control the impact of stormwater runoff. EPA established both numeric limits and best management practices, such as silt fences, for certain active construction sites.

NAHB, UWAG and the Wisconsin builders challenged the rule shortly after it was issued. Pursuant to the parties' settlement agreement, EPA has agreed to sign a notice of proposed rulemaking to amend its 2009 rule by April 15 and agreed to take final action on the proposed rule by Feb. 28, 2014.

"NAHB will continue to educate its members about the importance of regulatory compliance as they build new homes," Rutenberg said. "At the same time, we will remain vigilant about the costs of compliance and help ensure that the money is well spent – because the cost is reflected in the price of a new home."

Butts noted that this is just one of several significant EPA proceedings affecting the electric power industry. "We remain hopeful that the parties' common-sense solution here will be a bellwether of things to come in the agency's other rulemakings."

"This settlement is a win for the environment and for the recovering economy," said Wisconsin Builders Association Executive Vice President Jerry Deschane. "The proposed numeric limits were a 'one-size-fits-nowhere' approach that would have cost a fortune to implement and would not have improved water quality.

Common-sense best management practices and understandable regulations are the best path to achieving the goals of the Clean Water Act and maintaining housing affordability."



International Builders' Show and Kitchen & Bath Industry Show to Co-Locate Beginning in 2014

NAHB News

The National Association of Home Builders (NAHB) and the National Kitchen & Bath Association (NKBA) today announced an agreement to co-locate the International Builders' Show (IBS) and the Kitchen & Bath Industry Show (KBIS) in Las Vegas beginning in February 2014.

The two events will remain separate and distinct shows held simultaneously at the Las Vegas Convention Center through 2016, creating Design and Construction Week, one of the world's largest gatherings focused on new ideas, products and technologies to design, build and remodel homes.

"This new format allows exhibitors to reach a full range of design and construction professionals who buy, specify and influence the products that go into American homes," said NAHB Chairman Barry Rutenberg, a home builder from Gainesville, Fla. "For attendees, it means access to two expansive trade show floors and hundreds of additional suppliers to meet."

"Two shows, two associations and one place to see and connect with every aspect of residential construction and remodeling," said John Morgan, NKBA 2013 president and president of Morgan Pinnacle, a manufacturer's representative for cabinetry and technology brands. "We couldn't be more excited to deliver this special event for the industry."

The new mega-event will be held Feb. 4-6, 2014 in Las Vegas, with each show occupying a separate hall. Kitchen and bath brands that have participated in both shows can choose to exhibit in the KBIS or IBS hall. One pass will provide access to both exhibits. NKBA and NAHB will continue to produce separate educational programming and special events. Future show dates are Jan 20-22, 2015 and Jan 19-21, 2016 at the Las Vegas Convention Center.

Design and Construction Week 2014 is expected to draw more than 75,000 specifiers, builders, dealers and suppliers and 2,000 exhibiting brands, based on recent trends for both shows.

IBS is the largest annual light construction show in the world with 50,000 attendees expected at the 2013 show. Builders, remodelers, developers, architects and other

industry professionals from more than 100 countries attend to see the latest products and services from nearly 1,000 exhibitors in more than 200 construction categories, attend dozens

of cutting-edge education sessions, visit show homes featuring the latest trends and innovations and network with peers. Now in its 69th year, IBS is organized, produced and managed exclusively by NAHB.

Held annually for the last 49 years, KBIS is the largest event in North America focused on the kitchen and bath segment, attracting more than 700 exhibitors. The 2013 show, to be held in New Orleans, April 19-21, is expected to attract more than 20,000 buyers and specifiers from more than 50 countries, as well as 300 members of the media. Attendees include dealers, designers, architects, remodelers, wholesalers and custom builders. KBIS is owned by NKBA, sponsored by K+BB magazine and produced by Nielsen Expositions.

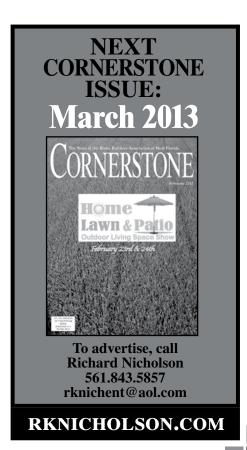
"Co-locating IBS and KBIS will enable kitchen and bath professionals to benefit through a greater understanding and familiarity with related products, such as windows, doors, flooring, and mechanical systems, all of which are critical to overall consumer satisfaction with project outcomes," Morgan said.

"Consumers are, indeed, the common ground between NAHB and NKBA,"
Rutenberg said. "Co-locating our shows and educational conferences brings together every segment of the industry to advance our collective professionalism and expertise in serving home owners."

In 2015, Design and Construction Week will expand further with the addition of SURFACES and StonExpo/Marmomacc Americas, Jan. 21-23 at the Mandalay Bay Convention Center in Las Vegas. SURFACES is sponsored by the World Floor Covering Association and is the largest floor-covering industry event in North America for retailers, distributors, installers, designers and home builders. StonExpo/Marmomacc Americas is the only show in North America solely focused on the natural stone industry and is sponsored by the Marble Institute of America and the Natural Stone Council. Both events are produced by Hanley Wood. Shuttle buses will run between the convention centers to allow approximately 25,000 additional attendees to tour all three exhibits.

NAHB

"The new megaevent will be held Feb. 4-6, 2014 in Las Vegas, with each show occupying a separate hall."



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If you have any questions or would like more information, contact Membership Director Danielle Stomp at (850) 476-0318 or danielle@hbawf.com



Statement from NAHB Chairman Barry Rutenberg on Qualified Mortgage Rule

Feature Story

Barry Rutenberg, chairman of the National Association of Home Builders (NAHB) and a home builder from Gainesville, Fla., issued the following state-

ment regarding the Consumer Financial Protection Bureau's newly-released standard on the definition of a qualified mortgage (QM) which addresses

the borrower's ability to repay a home loan:

"We appreciate the hard work the Consumer Financial Protection Bureau has put into this effort to create a qualified mortgage standard that ensures home buyers have access to

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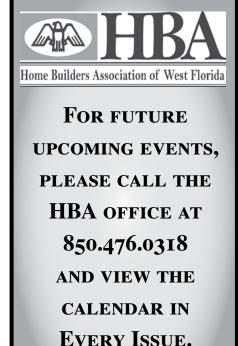
affordable mortgages, contains strong consumer protections and provides lenders proper incentives to make home loans to creditworthy borrowers.

"The qualified mortgage rule stipulates that borrowers must be able to repay home loans issued to them and will set the parameters for all mortgage financing going forward. So it is essential that it strikes the proper balance that encourages lenders to provide creditworthy borrowers access to affordable home loans, and also gives assurances to financial institutions that they will be protected from lawsuits if they meet the criteria set forth in the rules.

"Our initial review of the QM rule indicates that this balanced approach can be

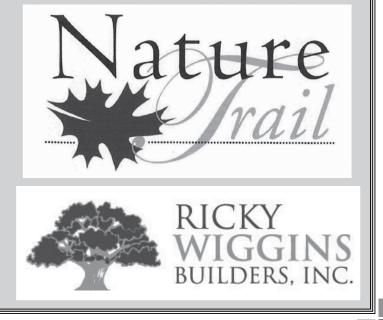
achieved. NAHB is encouraged that regulators heeded concerns from the housing industry to craft a broad standard that includes many of today's sound mortgage products, including fixed-rate and adjustable-rate mortgages, under the QM standard.

rule will take effect next January. To spur the revival of the home lending market, it is essential that regulators act prudently and thoughtfully in the coming year to implement this rule in a sensible manner to avoid disruptions to the housing finance system and ensure qualified borrowers can obtain affordable credit."



THANK YOU!





Feature Story



Save the Date!

HBA Spring Golf Classic March 21, 2013 Stonebrook Golf Club

Golf Committee Chair: David Redmond, Supreme Lending

Sponsorship & Team Registration Forms will be posted to the web soon!

www.westfloridabuilders.com Need more info: Call us (850) 476-0318

HBA February General Membership Networking Meeting

Sponsored by Pensacola Energy (formerly Energy Services of Pensacola)

First City Art Center, formerly the Belmont Arts and Cultural Center, has many forms of art creation including glass, pottery, music and visual arts. It allows children, students and adults of all ages to experiment with art media that they may not have a chance to experience otherwise. At the HBA meeting, you will see first-hand glass blowing and other art demonstrations using natural gas. This will be a fun event. Please join us.

Dinner and Beverages provided by Pensacola Energy



WHEN: February 21, 2013

WHERE: First City Art Center

1060 N. Guillenmard Street (Across from Manna Food Pantry)

Pensacola, FL 32501

TIME: 5:30 p.m.

COST: Free

RSVP: RSVP@hbawf.com



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in the "Don't lose your Membership!" section, please give them a call and

reinforce the value of membership as well

as the importance

of Members Doing Business with

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TIME TO RENEW

March 2013 Renewals (Renewal invoice to be mailed 3rd week of February)

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March 2013

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In construction, a spike is a steel object that is essential to making a building strong. As in construction, the HBA of West Florida sees a Spike as someone that works to keep our association strong. Spikes work on the recruitment and retention of members in addition to keeping members active with the association. Anyone is eligible for Spike status. On Spike credit is awarded for each new member recruited and an additional credit is awarded for that new member's renewal on or before their anniversary date. If you help to retain a member, you are eligible to receive a half point for each member.

Spike Club Levels

1-5 credits
6-24
25-49
50-99
100-149
150-249
250-499
500-999
1000-1499

Spike Club Members and their credits as of 01/01/2013

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Jack McCombs	278.5
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Edwin Henry	194
Rick Sprague	192
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Betty Evans	153.5
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Alan Brock	129.5
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Dan Gilmore	113.5
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