



SAVE THE DATE



LA PLAYA
BEACH & GOLF
RESORT



HBAV ANNUAL
CONFERENCE



NAPLES,
FLORIDA

JUNE.21-24.2018

Registration Information



Welcome!

The Home Builders Association of Virginia (HBAV) is a 3100-member statewide organization of homebuilders and firms that provide products and services to the home building industry. HBAV members work together to further the industry, and protect the industry for the benefits of the members as well as the protection of homebuyers.

The HBAV Annual Conference is a two day, three night event featuring building industry leaders from across the Commonwealth of Virginia. Attendees will network with peers, encounter new vendors and suppliers, exchange ideas, attend the installation of the 2018 HBAV President and officers and have fun. This one of a kind event will be held June 21-24, in Naples, Florida and includes a welcome reception, industry education, an evening designed for business development, fun leisure activities, and our annual installation of officer's dinner.

June 21-24, La Playa Beach & Golf Resort, Naples, Florida

Conference Schedule



Thursday – June 21

6:00 PM – 7:30 PM

Welcome Reception

- Enjoy Networking with Housing Business Leaders throughout Virginia



Friday – June 22

8:00 AM – 9:00 AM

President's Breakfast – Sponsored by Jeld Wen

- President Shawn Callahan addresses issues facing the Home Building Industry & HBAV



9:00 AM – 10:00 AM

Housing Economic Outlook

- NAHB Chief Economist Robert Dietz will update attendees on the current housing economic outlook.



11:30 AM – 4:00 PM

Golf Outing

- LaPlaya Golf Club

Noon – 5:00 PM

Open Networking with Builder & Associate Members throughout Virginia



6:00 PM – 10:00 PM

Dinner & Cocktails on the Beach

- An fun casual event for everyone hosted by HBAV Associate Members

Saturday – June 23

8:00 AM – 9:00 AM

Keynote Breakfast

9:00 AM – 10:00 AM

Keynote Speaker

- **Darrell Green**, former Washington Redskin & NFL Hall of Famer



Noon – 5:00 PM

Open Networking with Builder & Associate Members throughout Virginia



Saturday, June 23
6:00 pm to 9:00 pm

Installation of the 2019 HBAV Senior Officers Reception, Banquet and Ceremony

Honoring

- *President-Elect - **Rob Frogale** – Annandale Millwork & Allied Systems Corporation / Frogale Lumber Supply – Top of VA HBA*
- *1st Vice President Elect– **Dan Sandoval** – Republic Home Builders – Fredericksburg HBA*
- *2nd Vice President-Elect – **David Owen** – Boone Homes – HBA of Richmond*
- *Associate Vice President/Secretary-Elect - **Skip Eastman** – Weyerhaeuser- HBA of Southside*
- *Associate Vice President-Elect - **Tripp Costen** – Costen Floors- HBA of Richmond*



Images Below are from the 2017 HBAV Annual Conference



Why should you attend?

Networking with Peers:

Competitors from other regions of Virginia can be valuable resources for referrals and best-practices. Collaboration is the way to approach networking. Uncover ideas and spark inspiration when you get to know people on a personal level.

Encounter New Vendors and Suppliers

Discovering innovative products and services for your business is necessary to stay competitive in today's fast-paced world. Industry suppliers are some of the best people for you to get to know if you want to learn more about the current business climate. Vendors who sell to your industry fully grasp what is happening inside your competition. Invest time with the sponsors and turn them into your friends and allies.

Have FUN!

Being in the building business should be rewarding and fun. All work and no play can get old fast. The HBAV Annual Conference adds a layer of enjoyment to managing your career growth by mixing a social aspect into your learning and industry branding efforts. This year's event includes fun activities such as a beach party and golf. Never underestimate the power of a little fun mixed with some interesting people!

Position Yourself as an Industry Leader

When you are active in your industry, you develop a reputation as a leader and expert to your peers and clients. Like it or not, others like to associate with the experts in any industry. Clients feel good about doing business with those that are celebrated by their peers. If your strategy is to be the best-kept secret in your business community, you will be missing a valuable opportunity.

Up to date Industry Information

No matter how experienced you are at your business, everyone can learn. The annual conference will expose you to new legislation that may affect your business in the near future. Staying up to date on this issues will allow your business to plan and position yourself for future growth.

Thank you to our Presenting Sponsors!



Thank you to our Host and Associate Sponsors!



Register Today!

Early Registration – Deadline May 1, 2018

Member \$475
Spouse/Guest \$360
Children (12 & under) \$100

Price AFTER May 1, 2017

Member \$575
Spouse/Guest \$460
Children \$200

[CLICK HERE TO Register On-line and pay with a Credit Card](#)

TO pay with Check, please complete this form and return to HBAV.

Name: _____ \$
Spouse/Guest: _____ \$
Children: _____ \$
Golf: Friday, June 22- La Playa Golf Club Start at 11:30 A.M. (\$135) \$
TOTAL \$

Company: _____
Address: _____ Fax: _____
City: _____ State: _____ Zip: _____
Phone: _____ Email: _____
Local Association: _____ Builder Associate Other

Hotel Reservations— Single/Double Occupancy Group Rate of \$189.00 plus tax
By Phone: Call 800-237-6883 using Group: Home Builders Association of Virginia for June 21-24, 2018
Or
Online by going to www.laplayaresort.com
Enter the dates June 21-June 24
Use Group Code: HBAV
Deadline to book hotel registration is June 1, 2018.

Return this form with payment to: HBAV, 707 East Franklin Street, Richmond, VA 23219 or Fax to (804) 780-2482
(For information, contact HBAV at (804) 643-2797)

NO HBAV REGISTRATION REFUNDS Will BE HONORED AFTER JUNE 1, 2018
Questions? Contact Kathy Harley at 804.643.2797 or kharley@hbav.com