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May 10 ~ Build It Better Workshop Cancelled

Due to low attendance, the Wednesday, May 10 Build It Better Workshop titled *Innovation Inside the Home* has been cancelled. Thanks to everyone who did register and sponsor this event.

May 11 ~ Business Links Hosted By Bank of the James

Bank of the James is hosting RRHBAs first Business Links of 2017 on May 11 from 5 p.m. to 7 p.m. Business Links are an opportunity to network with fellow Members in a causal atmosphere while enjoying food and drink. For the May 11 event, Bank of the James has arranged for Mission BBQ to cater the event.

You're Invited ~ Thursday, May 11 ~ 5pm to 7pm



Business Links Networking Event

Reservations to Rena DeBerry by May 5 at rdeberry@rrhba.com or (540) 389-7135

\$5 per person ~ Prepayment Appreciated

Catered By
MISSION BBQ
The American Way.



May Is Membership Month
Invite a Future Member
Great opportunity to see what
RRHBA has to offer.

Hosted By
Bank of The James
3562 Electric Road ~ Roanoke, VA 24018

May 18 ~ Annual Golf Classic

Registration Still Open

Registration is still open for RRHBA Annual Golf Classic, which is being held May 18 at Hanging Rock Golf Course. Cost is \$75 per person and we are offering a Mulligan package for \$25 per person. Cost includes golf cart, greens fee, boxed lunch, dinner, and practice balls. Shotgun start at 12:30 p.m. with registration opening at 11:30 a.m.



Thanks To Our Premier Sponsors

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SUPERIOR
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Portables

Thanks To Our Other Sponsors

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Botetourt

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Chandler

Consolidated
Construction

Enlight Inc.

ETHOS

FIRST CITIZEN BANK
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General Shale

MLA

Morris

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TITAN

WATTS

SKYLINE

TRUSTPOINT

THE ROANOKE TIMES

VIRGINIA
TITLE CENTER

WATTS
PETROLEUM

Time

11:30am ~ Registration & Lunch

12:30pm ~ Shotgun Start

5pm ~ Dinner & Awards

Sponsorships

- ☐ Premier Sponsor ~ \$1,000
- ☐ Sole Hole Sponsor ~ \$400
- ☐ Shared Hole Sponsor ~ \$200
- ☐ Beverage Sponsor ~ \$400
- ☐ Lunch Sponsor ~ \$800
- ☐ Dinner Sponsor ~ \$800

Mulligan Package

Cost: \$25 per player

Includes: ~ Raffle Ticket
~ 1 Mulligan ~ Red Tee
~ 1 Throw ~ Par Saver

Company Name: _____

Contact Name: _____

Address: _____

Phone: _____

Email: _____

Foursome Participants, Name & Email

1. _____
2. _____
3. _____
4. _____

Mulligan Package Qty.: _____

Please send registration to RRHBA; 1626 Apperson Drive;
Salem, VA 24153.

- ☐ Check Enclosed
☐ Credit Card (Visa, Mastercard or Discover)

Credit Card Number _____

Expiration Date _____ Security Code _____ Billing Zip Code _____

Signature _____ Date _____

For questions or information contact Rena DeBerry at rdeberry@rrhba.com or (540) 389-7135.
Individual registrations accepted and will be assigned to team.

Sponsorships Still Available for Annual Golf Classic

RRHBA still has sponsorships open for the Annual Golf Classic. As a sponsor you will reach over 120 golfers and volunteers. Below is a listing of the remaining sponsorships.

May Special ~ Save \$300 On Lunch & Dinner Sponsorships

In celebration of Spring, Golf Membership Committee decided to reduce the price of Lunch and Dinner sponsorships by \$300. Original price was \$800 and is now \$500. Limited quantities on this sponsorship, so act quickly.

**Lunch Sponsors
2 Available
Originally \$800 Now \$500**

Company signage as provided by sponsor displayed in lunch area plus verbal and visual recognition during tournament.



**Dinner Sponsors
2 Available
Originally \$800 Now \$500**

Company signage as provided by sponsor displayed in dinner area plus verbal and visual recognition during tournament.

Golf Sponsorship Opportunities



**Premier Sponsors
2 Remaining
Cost: \$1,000**

Noted as primary event sponsor. Company banner as provided by sponsor displayed in registration area. Verbal and visual recognition during tournament plus pre-event recognition as noted in Sponsorship Guide. Sponsorship also includes 4 player team and meals.



**Beverage Sponsors
2 Remaining
Cost: \$400**

Dedicated golf cart for sponsor with sponsor provided signage. Verbal and visual recognition during tournament plus pre-event recognition as noted in Sponsorship Guide.



**Shared Hole Sponsors
15 Remaining**

Cost: \$400 for sole hole sponsor, \$200 for shared hole sponsor.

Company signage as provided by RRHBA at assigned hole. Verbal and visual recognition during tournament plus pre-event recognition as noted in Sponsorship Guide.

May 18 ~ Annual Golf Classic

Golf Registration Bags

RRHBA is looking for small items for golf registration bags such as tee's, pens, ball marker, etc. If you wish to donate items, drop them off to RRHBA offices by 5 p.m. on Monday, May 15. We will need 140 of each item.

June 22 to 24 ~ 2017 HBAV Annual Convention & Installation of Officers

2017 HBAV Annual Convention and Installation of Officers will be held June 22 through 25 at Greenbrier Resort. Save \$100 by registering before June 1. Additional activities, such as Golf and Bunker Tours, are available. Complete and mail the Registration Form with payment to HBAV.



Installation of Officers Ceremony



Local member Shawn Callahan of Metwood Building Solutions will be installed as HBAV President during the 2017 HBAV Annual Convention. If you would like to support Shawn by attending just the Installation of Officers ceremony, complete and mail the Installation Only Registration Form with payment to HBAV.

El Group Educational Course Offerings

El Group offers a wide range of educational courses. Below are the May offerings. Full listing of May and June courses can be found at www.rrhba.com. To register for any of the courses below, go to <http://www.ei1.com/>.

May Offerings:

- Lead Renovate, Repair and Paint Initial ~ May 12
- Lead Supervisor Initial ~ May 15 through 18
- Lead Renovate, Repair and Paint Refresher in AM ~ May 19
- Lead Renovate, Repair and Paint Refresher in PM ~ May 19



Home Builders Association of Virginia
REGISTRATION FORM
2017 Annual Conference & Installation of Officers
The Greenbrier Resort, Casino, Golf Club & Spa
White Sulphur Springs, WV
Thursday, June 22 – Sunday, June 25, 2017

*Complete this form if you will be attending BOTH
the Annual Conference AND the Installation of Officers*

Name: _____ \$ _____
Spouse/Guest: _____ \$ _____
Children: _____ \$ _____
_____ \$ _____
Golf: Friday, June 23rd - Meadows Course Shotgun Start at 11:30 A.M. (\$150) \$ _____
Bunker Tour: Friday and Saturday afternoon – 25 people each day (\$35) \$ _____ (Fri _____) or (Sat _____)
TOTAL \$ _____

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

Price through June 1, 2017

Member \$450
Spouse/Guest \$350
Children (12 & under) \$125

Price AFTER June 1, 2017

Member \$550
Spouse/Guest \$450
Children \$250

Payment: Check enclosed VISA MasterCard Amount Paid: \$ _____
Card Number: _____ Exp. Date: _____
NO HBAV REGISTRATION REFUNDS AFTER JUNE 1, 2017

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)

Hotel Reservations—May be made by calling 800-453-4858 before June 1, 2017

Group: Home Builders Association of Virginia for June 22-25, 2017

Single/Double: \$239.00

(Room rates are offered three days pre and post the convention, based upon availability.)



HOME BUILDERS ASSOCIATION of VIRGINIA REGISTRATION FORM 2017 INSTALLATION of OFFICERS

**The Greenbrier Resort, Casino, Golf Club & Spa
White Sulphur Springs, WV - Saturday June 24, 2017**

Complete this form if you will ONLY be attending the Installation of Officers honoring the new HBAV Leadership and are UNABLE to attend the Annual Conference

Installation Reservations Must Be Made by June 1st - No Refunds After June 1, 2017

Name _____

Guest/Spouse Name _____

Company _____

Company Address _____

City/State/Zip _____

Phone Number _____ Email Address _____

Local Association _____

Builder Member Associate Member

~Dress is Black Tie Optional~

☐ Yes, I/We will attend the Installation of Officers Reception & Banquet at \$125.00 per person on Saturday, June 24, 2017. TOTAL Number of people attending: _____ x \$125.00 = \$_____

Payment: Check enclosed VISA Mastercard Amount Paid: \$
Card Number: _____ Exp. Date: _____

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)

Hotel Reservations—May be made by calling 800-453-4858 before June 1, 2017
Group: Home Builders Association of Virginia for June 22 - 25, 2017
Single/Double: \$239.00

(Room rates are offered three days pre and post the convention, based upon availability.)

May Membership Drive

As we finish out Week 1 of our membership drive, please welcome our 2 newest members, Floyd Enterprises Inc. recruited by John Hopkins of Ferguson Bath, Kitchen & Lighting Gallery, and James Public Adjusting Corp. recruited by Peter Fields of Fields Construction.



Floyd Enterprises, Inc. is a general contractor with the mission to produce homes that delight the client, as well as develop a real sense of pride amongst those directly involved with construction. Their services include planning, design, budgeting, financing, and construction.

James Public Adjusting Corp. has over 30 years of insurance experience that makes them true experts on structural and contents appraisals. They perform aggressive representation and negotiation acting exclusively on behalf of the insured policyholder.



May Membership Drive ~ Top Recruiters

At the end of Week 1, RRHBA wants to thank John Hopkins of Ferguson Bath, Kitchen & Lighting Gallery and Peter Fields of Fields Construction for recruiting 1 member each. Both are Week 1 top recruiters.

Annual Small Business Awards

Small Business. Big Recognition. Do you know an outstanding small business in construction, real estate or manufacturing? Give the business the recognition it deserves with a nomination for the Roanoke Regional Chamber's 2017 Small Business Awards (<http://bit.ly/2pTB3uc>)! Nominations Due by June 23.



May Membership Drive ~ All The Details



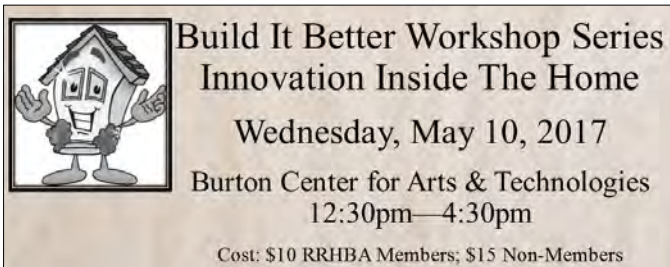
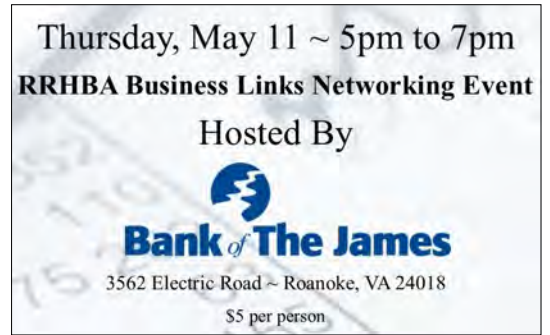
Goal: 25 New Members

Come One, Come All ~ May Membership Events

Invite a potential member to one or all of the upcoming membership events being held in May.

Each event is a great opportunity to see what RRHBA has to offer.

To make reservations for any event email rdeberry@rrhba.com.



Incentives

For the member that recruits the most new members in May, RRHBA will pay for October, November and December membership meeting meals.

BONUS: Executive Officer Nancy Kelderhouse will be hosting a cook-out in June for new members and their SPIKES.



Incentives

The HBAV Member that recruits the most members during May Membership drive will receive,

- 2 Suite Tickets to Redskins Game
- Joe Gibbs Autographed NFL Football



Incentives

During the May Membership Drive, after recruiting 1 new member, NAHB is offering,

- Triple SPIKE credits for each additional member recruited
- One entry per new member to win a trip to the 2018 NAHB International Builders' Show

Contact



- Nancy Kelderhouse, nkelderhouse@rrhba.com
- Rena DeBerry, rdeberry@rrhba.com
- Carolyn MacLeod, cmacleod@rrhba.com
- (540) 389-7135
- www.rrhba.com

September 23 & 24 ~ Fall Home Show

Exhibitor space is now available. Contact Carolyn MacLeod (cmacleod@rrhba.com) for complete details.

Pay It Forward Discount

For those that exhibited in the 2017 Spring Home Show, you will receive a 15% discount when you book your Fall Home Show booth space.

Fall Home Show Committee

Fall Home Show is one of RRHBAs biggest events and it takes many volunteers to make the show a success. We would like your help with the planning and coordinating of 2017 Fall Home Show. If interested, contact Carolyn MacLeod (cmacleod@rrhba.com) or attend first Fall Home Show planning committee meeting Tuesday, May 23 from 2:15 p.m. to 3:15 p.m.



Stop By & See Home Show Gazebo

Thank You Students of Burton Center for Arts & Technology

On Wednesday, May 3 the students of Burton Center for Arts & Technology delivered a Home Show gazebo to Home Builders Association. The gazebo was built by the students with materials donated by Yellowood; Builders FirstSource; S.J. Neathawk Window & Door Gallery; and Bohon Construction. Stop by and take a photo at the gazebo. The Association would enjoy having you.



HBAV Quarter 1 Rebate

Attention builders. Quarter 1 HBAV claim deadline is Friday, May 19, 2017 for residential jobs completed January 1, 2017 through March 31, 2017. To submit your claim, go to <http://www.hbavrebates.com/>.



Member News



Our condolence to Andy and Nancy Kelderhouse on the passing of Andy's Mother. Memorial services will be held at 3 p.m. May 12 at Oakey's South Chapel.

A free Member Benefit of:



WANT TO START GETTING MONEY FOR PRODUCTS YOU ALREADY USE?



We reward
HBA Builder &
Remodeler Members
for using any of the
52 participating
manufacturers



--- It's easy to participate!

- ① Register
- ② Submit a Rebate Claim
- ③ Receive a Rebate Check

Register & Claim:



866-849-8400



www.HBAVrebates.com



[/MemberRebateProgram](https://www.facebook.com/MemberRebateProgram)

Contact RRHBA

(540) 389-7135 ~ www.rrhba.com

Marketing, Training, Membership Meeting, Family Night, or Sponsorship Opportunities contact Rena DeBerry at rdeberry@rrhba.com

Trade Shows, Spring Home Show or Fall Home Show, Associate Advisory Council, or Accounting contact Carolyn MacLeod at cmacleod@rrhba.com.

Governmental Affairs, SUBPAC, Membership, or General Inquiry contact Nancy Kelderhouse at nkelderhouse@rrhba.com.

NAHB Member Advantage Discounts

APP Fueling Success



Join us in saving on your fuel costs each year with your **Associated Petroleum Products, Inc.** Fuel Card!

Attention:

Small Businesses Across the U.S.



To enroll and learn more about this member program visit AssociatedPetroleum.com/NAHB or Call 1 (800) 929-5243, Option 6 and mention "NAHB."

Members will earn \$0.015 for EVERY gallon purchased

ARC: 1403