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# May 11 ~ Business Links



You're Invited  
Thursday, May 11

5pm to 7pm

RRHBA Business Links Networking Event

Hors D'oeuvres Served

Reservations Requested

Please send to Rena Deberry at [rdeberry@rrhba.com](mailto:rdeberry@rrhba.com)

\$5 per person ~ Prepayment Appreciated

May Is Membership Month

Invite a Potential Member

Great opportunity to see what  
RRHBA has to offer.

Hosted By:



3562 Electric Road ~ Roanoke, VA 24018

# May 18 ~ Annual Golf Classic



## Golf Classic

Thursday, May 18

Hanging Rock Golf Club  
\$75 Member ~ \$85 Non Members

Thanks To Our Premier Sponsors

**BOXLEY**

**Builders FirstSource**

**Roanoke Gas**

**SUPERIOR DISTRIBUTION**

Thanks To Our Other Sponsors



### 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 and payment before May 12, 2017 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](mailto:rdeberry@rrhba.com) or (540) 389-7135.  
Individual registrations accepted and will be assigned to team.

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



## Home Builders Association of Virginia REGISTRATION FORM

2017 Annual Conference & Installation of Officers  
The Greenbrier Resort, Casino, Golf Club & Spa

White Sulpher 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 23<sup>rd</sup> - 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.)*

# May 10 ~ Build It Better Workshop



Presented by RRHBA Professional Enrichment Committee

## Build It Better Workshop Series Innovation Inside The Home

Wednesday, May 10, 2017

Burton Center for Arts & Technologies  
12:30pm—4:30pm

### Featured Speakers Include



Nick Falletta

How Durastone Adds Value  
1:10pm ~ 1:50pm



Antim Marinov

Automating Your Home  
2:10pm ~ 2:50pm



Jonathon Farmer

What Is A Tankless Water Heater?  
3:10pm ~ 3:50pm

## Who Should Attend?

Architects

Builders

Building Inspectors

Electricians

Interior Designers

Home Owners

HVAC

Plumbers

Project Managers

Realtors

Remodelers

Security Installers

Superintendents

Cost: \$10 RRHBA Members, Local 26 & Plumbers & Steamfitters Local Union 10  
\$15 Non-Members

Light Lunch Provided by students of Burton Center Culinary Arts program.  
To Register Contact Rena DeBerry at [rdeberry@rrhba.com](mailto:rdeberry@rrhba.com) or (540) 389-7135  
Qualifies for AIA Self Reporting LU

### Thanks To Our Sponsors



# El Group Course Offerings

Full details on the courses below can be found at <http://www.ei1.com/>.

## May Offerings:

- Silica Awareness ~ May 5
- 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

## June Offerings:

- Lead Supervisor Refresher ~ June 5
- Lead Inspector Refresher ~ June 6
- Lead Risk Assessor Refresher ~ June 7
- Lead Worker Refresher (English) ~ June 8
- Lead Renovate, Repair and Paint Initial ~ June 9
- Lead Renovate, Repair and Paint Refresher in AM ~ June 16
- Lead Renovate, Repair and Paint Refresher in PM ~ June 16



Environmental, Health and Safety Solutions.

# Sponsorship Opportunities

May 10 ~ Build It Better Workshop ~ Reach 60+ Attendees

Contact [rdeberry@rrhba.com](mailto:rdeberry@rrhba.com) to participate.



## Refreshment Sponsor 1 Remaining

**Cost:** \$200

Company signage displayed in and on refreshment area. Verbal and visual recognition during workshop meeting plus pre-event recognition as noted in Sponsorship Guide. Sponsorship also includes 1 complimentary ticket to the event.



## Showcase Sponsors 9 Remaining

**Cost:** \$150.

Display table provided to demonstrate products and services during breaks and pre-event networking. Verbal and visual recognition during workshop meeting plus pre-event recognition as noted in Sponsorship Guide. Sponsorship also includes 1 complimentary ticket to the event.

# Sponsorship Opportunities

May 18 ~ Annual Golf Classic ~ Reach 120+ Attendees

Contact [rdeberry@rrhba.com](mailto:rdeberry@rrhba.com) to participate.



## 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.



## Water Sponsors

2 Remaining  
Cost: \$50

Company signage displayed on water cooler. Verbal and visual recognition during tournament plus pre-event recognition as noted in Sponsorship Guide.



## Lunch Sponsors

2 Remaining  
Cost: \$800

Company signage as provided by sponsor displayed where boxed lunches are served. Verbal and visual recognition during tournament plus pre-event recognition as noted in Sponsorship Guide.



## Dinner Sponsors

3 Remaining  
Cost: \$800

Company signage as provided by sponsor displayed in the area of the hamburger and hot dog cookout. Verbal and visual recognition during tournament plus pre-event recognition as noted in Sponsorship Guide.



## 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 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](mailto:rdeberry@rrhba.com).

A cartoon character of a house with arms and legs, holding a wrench, representing a workshop.

Build It Better Workshop Series  
Innovation Inside The Home  
Wednesday, May 10, 2017  
Burton Center for Arts & Technologies  
12:30pm—4:30pm  
Cost: \$10 RRHBA Members; \$15 Non-Members

Thursday, May 11 ~ 5pm to 7pm  
**RRHBA Business Links Networking Event**

Hosted By



3562 Electric Road ~ Roanoke, VA 24018  
\$5 per person

A background image of a golf course with a green and a flag.

**Annual Golf Classic**  
May 18 ~ Hanging Rock Golf Club  
Cost \$75 Members and \$85 Non Members



## 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

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



## 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

## Contact



- Nancy Kelderhouse, [nkelderhouse@rrhba.com](mailto:nkelderhouse@rrhba.com)
- Rena DeBerry, [rdeberry@rrhba.com](mailto:rdeberry@rrhba.com)
- Carolyn MacLeod, [cmacleod@rrhba.com](mailto:cmacleod@rrhba.com)
- (540) 389-7135
- [www.rrhba.com](http://www.rrhba.com)

# Other News

## Member News



Our condolences to James Harlow of The Myrias Group on the passing of his father.

Our thoughts are with Samuel Kelderhouse, son of Nancy and Andy Kelderhouse as he recovers from spinal surgery.

Our condolences to Craig Balzer of Balzer & Associates on the passing of his mother.

## Don't Wait, Marketing Opportunity for \$151 per Issue

The Roanoke Times has shared a unique marketing opportunity for 10 Businesses. For \$151 you will get your business card (name, website) on the inside front page of SWVA Living Magazine.

SWVA Living Magazine garners 60,000 impressions with the front inside page being prime marketing space. You have 4 opportunities to be part of the RRHBA ad at \$151 each.



- Summer Issue garners 68,000 impressions. ROP Sunday Insert will feature "Reader's Choice" for dozen of categories.
- Fall Issue garners 45,000 impressions. Selected Sunday insert and 11,000 direct mail to nonsubscribers.
- Winter Issue garners 68,000 impressions. ROP Sunday Insert is Holiday Shopping Guide.
- Spring Issue garners 45,000 impressions. ROP Sunday Insert goes to 11,000 direct mail to nonsubscribers.

**Interested? Contact Rena DeBerry by Thursday, May 4.**

## Other News



### 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!

**Nominations Due by June 23.**

### NAHB Member Advantage Discounts APP Fueling Success



**Attention:**  
Small Businesses  
Across the U.S.

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



**APP**  
Fueling Success

To enroll and learn more about this member program visit [AssociatedPetroleum.com/NAHB](http://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

# September 23 & 24 ~ Fall Home Show

Fall Home Show ~ September 23 & 24



Exhibitor  
Space  
Available

Contact Carolyn MacLeod ([cmacleod@rrhba.com](mailto:cmacleod@rrhba.com)) for details.

*Pay It Forward* Discount: For those that exhibited in 2017 Spring Home Show, when you book for 2017 Fall Home Show  
**Receive 15% off** your booth space.

**Contact RRHBA**  
**(540) 389-7135 ~ [www.rrhba.com](http://www.rrhba.com)**

Marketing, Training, Membership Meeting, Family Night, or Sponsorship  
Opportunities contact Rena DeBerry at [rdeberry@rrhba.com](mailto:rdeberry@rrhba.com)

Trade Shows, Spring Home Show or Fall Home Show, Associate Advisory  
Council, or Accounting contact Carolyn MacLeod at [cmacleod@rrhba.com](mailto:cmacleod@rrhba.com).

Governmental Affairs, SUBPAC, Membership, or General Inquiry contact  
Nancy Kelderhouse at [nkelderhouse@rrhba.com](mailto:nkelderhouse@rrhba.com).