



# ANNUAL CONFERENCE

SAVE THE DATE

JUNE 20-23, 2019  
THE GREENBRIER RESORT



For information contact Kathy Harley at [kharley@hbav.com](mailto:kharley@hbav.com)

## Registration Packet

## 2019 Home Builders Association of Virginia Annual Conference Sponsorship Opportunities

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 the protection of homebuyers.

### **About the HBAV Annual Conference and Installation of Officers, June 20-23, The Greenbrier Resort – White Sulphur Springs, West Virginia**

The 2019 HBAV Annual Conference and Installation of Officers will be held June 20-23 at The Greenbrier Resort in White Sulphur Springs, West Virginia. This two day, three-night conference brings together leaders in residential construction from throughout Virginia. This one of a kind event includes a welcome reception, industry education, an evening designed for business development, fun leisure activities, and our annual installation of officer's dinner.

## **Schedule of Events**

**Thursday, June 20**      6:00 p.m. – 7:30 p.m.      **Welcome Reception – *Enjoy Networking with Business Leaders throughout Virginia.***

**Friday, June 21**

8:00 a.m. – 9:00 a.m.      **President's Breakfast – HBAV President Rob Frogale addresses Issues and Opportunities facing the Home Building Industry in Virginia and HBAV.**



9:00 a.m. – 10:00 a.m.      **Building for the Future – Joe Wheeler Co-Director, Virginia Tech Center for Design and Research.**

10:00 a.m. – 11:00 a.m.      **C.E.O. Panel Discussion-** A candid discussion with industry leading Executives about the challenges an opportunities facing the housing industry.

11:00 a.m. – 11:30 a.m.      **HBAV Board of Directors Meeting**

Noon – 5:00 p.m.      **Enjoy The Greenbrier with Open Networking with Builder & Associate Members throughout Virginia**

6:00 p.m. – 10:00 p.m.      **Dinner, Cocktails, and Greenbrier Activities at Kates Mountain Lodge -** An event for everyone hosted by HBAV Associate Members. Greenbrier Activities will include a Falconry and Ancient Weapons Demonstrations.

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### **Saturday, June 22**

8:00 a.m. – 9:00 a.m.    **Breakfast on Own**

9:00 a.m. - ...

#### **Optional Group Activities**

- Golf
- Bunker Tour
- Sporting Clays
- Greenbrier Pool



Noon – 5:00 p.m.    **Enjoy The Greenbrier with Open Networking with Builder & Associate Members throughout Virginia**

6:00 p.m. – 9:00 p.m.    **Installation of the 2019 HBAV Senior Officers, HBAV Hall of Fame Ceremony and Keynote Speaker Reception, Banquet and Ceremony**

***Keynote Speaker – Coach Frank Beamer***

***HBAV Hall of Fame***

***Installation of Officers – Honoring***



- *President - **Rob Frogale** – Frogale Lumber Supply – Top of VA HBA*
- *President-Elect – **Dan Sandoval** – Republic Home Builders – Fredericksburg HBA*
- *1<sup>st</sup> Vice President-Elect – **David Owen** – Boone Homes – HBA of Richmond*
- *Associate Vice President/Secretary-Elect - **Skip Eastman** – Weyerhaeuser-HBA of Southside*
- *Associate Vice President – Tripp Costen – Costen Floors – HBA of Richmond*



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Images Below are from the 2017/2018 HBAV Annual Conferences



## 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

Thank you to our Host and Associate Sponsors!



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**Register Today!**

**Early Registration – Deadline May 1, 2019**

Member	\$499
Spouse/Guest	\$385
Children (5 and up)	\$200

**Price AFTER May 1, 2019**

Member	\$599
Spouse/Guest	\$485
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 \$254 plus tax and resort fees.**  
**By Phone: Call 877-564-0395 using Group: Home Builders Association of Virginia for June 20-23, 2019**  
**Or**  
**Online by [Clicking HERE](#)**  
**Use Group Code: 190619HOME**  
***Deadline to book hotel registration is June 1, 2019.***

**Return this form with payment to: HBAV, 1051 E. Cary Street, Suite 603, Richmond, VA 23219 or email to [Kharley@hbav.com](mailto:Kharley@hbav.com)**

**NO HBAV REGISTRATION REFUNDS Will BE HONORED AFTER JUNE 1, 2019**  
***Questions? Contact Kathy Harley at 804.643.2797 or [kharley@hbav.com](mailto:kharley@hbav.com)***

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