



Welcome to the  
Charlotte-DeSoto Building Industry  
Association

MISSION OF THE CDBIA:

WE ARE A PROFESSIONAL ORGANIZATION OF INDUSTRY LEADERS WHO ADVOCATE, EDUCATE AND SUPPORT OUR MEMBERS, CUSTOMERS AND STAKEHOLDERS WHILE BEING THE VOICE OF THE CONSTRUCTION INDUSTRY IN OUR COMMUNITY

[www.cdbia.com](http://www.cdbia.com)

# Thank you, and welcome!

Thank You and Welcome!

Welcome to the Charlotte– DeSoto Building Industry Association (CDBIA), an affiliate of the Florida Home Builders Association (FHBA), and the National Association of Home Builders (NAHB)!

Making business easier for our members and for the construction industry in our community is what CDBIA is all about.

Whether it's:

- » advocating locally or at the State Capitol for you, your business and the industry;
- » finding new ways for potential customers to hear about your products and services;
- » saving you money on products you use every day;
- » keeping you educated and informed, or
- » simply providing opportunities for networking and relaxation,

CDBIA does what you need to succeed!

With our member directory printed, online and with the “My Association” app, customers can find you by category and location. Finding you work, saving you money and advocating for your interests - CDBIA is here for you.

Please use the enclosed **Member Checklist** starting on page 6 to get the most benefit and value out of your membership. Familiarize yourself with the many benefits of membership mentioned in this guide such as discounts, marketing opportunities, educational & networking events by visiting our website at [www.cdbia.com](http://www.cdbia.com) or calling the office at 941-625-0804

Thank you for your membership!

Sincerely,



**Donna Barrett**  
**Executive Officer**



**Jonathan Kapper**  
**President**



## How We Started

As Charlotte County was growing our builders and contractors needed strength for their concerns. In 1982 the Charlotte County Chapter of Five Counties Builders and Contractors was formed. Five Counties was comprised of Charlotte, Collier, Lee, Hendry and Glades. As Southwest Florida was growing at a very fast pace, Collier county was the first to want to form their own association. Charlotte County too wanted to have a strong voice for our building industry. With the support of 35 member companies, a request to form a local association was sent to NAHB. In January 1985, the National Association of Home Builders approved the Charlotte Builders and Contractors Association (CBCA) at their January meeting in Houston, Texas. This change enabled Southwest Florida to have a greater voting power in the state affairs and allow each local area to emphasize their particular needs.

In 2005 we acquired DeSoto county as part of our territory and with our focus being on not just builders and contractors but all of the needs in construction, our name was changed to Charlotte-DeSoto Building Industry Association.

While the names have changed, the passion and the fight for our industry has never wavered. We are building a better community together!

## What We Do

What we do is advocate for our industry, supporting home ownership for all of Charlotte and DeSoto Counties.

≈ We are the watchdogs and the voice of the industry.

≈ We deliver education and training to our members and the general public.

≈ We provide networking opportunities, support charities and grant scholarships.

≈ We support and build our communities in which we live, play and raise our families.

≈ We serve all members and sectors of the building industry.

≈ We serve consumers with our commitment to excellence, quality and trustworthiness.

≈ We are a significant engine of economic growth and year-round employment.

≈ We believe it is important to recognize that growth is absolutely necessary for a healthy economy.

## Mission of the CDBIA:

We are a professional organization of industry leaders who advocate, educate and support our members, customers and stakeholders while being the voice of the construction industry in our community

# Types of CDBIA Memberships

## **Builder/Remodeler**

Builder/Remodeler members are directly involved in building and remodeling residential and commercial properties.

They include small-volume builders, custom builders, production builders, commercial builders, and remodelers.

## **Associate**

Associate members provide products and services to builders, and support growth in our community

They are electricians, plumbers, framers, carpenters, masons, landscapers, architects and designers. They are also medical, shops and businesses that support or work with the building industry.

## **Affiliate**

Any active member of the CDBIA can sponsor an employee to become a full member at a much lower cost.

This helps the association build for the future and grow membership. It also helps the member company have additional exposure at meetings, networking events and in our online directory.

## **Spike Member**

A Spike Member is any type of the above memberships who sponsors new members to our family.

To be eligible to be a spike member, you must earn 6 points. Each member is 1 point (affiliates are .5 points) and during membership drives each new member can be up to 3 points!

Spike Members receive extra discounts, incentives and have a party each year for spike members

# The Benefits of a CDBIA Membership

## THREE-IN-ONE MEMBERSHIP:

Three memberships for the price of one!

- ≈ [Charlotte-DeSoto Building Industry Association](#) (CDBIA)
- ≈ [Florida Home Builders Association](#) (FHBA)
- ≈ [National Association of Home Builders](#) (NAHB)

## VOICE FOR THE INDUSTRY:

Recognized advocate for housing & development issues on:

- ≈ Charlotte & DeSoto Counties
- ≈ Florida via FHBA, and
- ≈ Nationally through NAHB

We keep you up to date with the latest proposed legislative and regulatory changes that affect you. We make sure you have a "seat at the table"

## PROFESSIONAL GROWTH:

- ≈ Opportunities to grow professionally by joining a committee at the local, state, or national level
- ≈ As a leader of an organized industry you can help guide the future of home building and development in our community

## NEWS AND INFORMATION:

- ≈ Access to valuable economic and forecasting information
- ≈ Legal assistance and consultation with NAHB's 170+ staff experts on over 500 industry subjects.

## MEMBER DISCOUNT PROGRAMS:

Reduce business costs with member-only discounts. NAHB's purchasing power means big savings

- ≈ GM

**SAVE up to \$1,000 per vehicle**

- ≈ FCA LLC:

**SAVE up to \$500 per vehicle for you, your family and employees**

- ≈ Hotels
- ≈ Office products, computers
- ≈ Verizon
- ≈ Overnight delivery
- ≈ Health, property, and casualty insurance
- ≈ and many more discounts

## CONTINUING EDUCATION CREDITS:

CDBIA is your source for professional education. We offer you approved courses covering all of the requirements you need to renew your contractor's license(s) and stay atop of new information and trends.

## CERTIFICATION PROGRAMS:

We can offer NAHB designation courses, such as:

- ≈ Certified Graduate Builder
- ≈ Graduate Master Remodeler
- ≈ Certified Green Professional
- ≈ Certified Aging in Place Specialist
- ≈ and many more

## PUBLICATIONS:

- ≈ publishes a directory dedicated to our local building industry  
**Market yourself by advertising in our magazine**
- ≈ FHBA complimentary monthly subscription to HomeBuilder magazine
- ≈ NAHB complimentary monthly subscription to Builder magazine
- ≈ Subscription to Nation's Building News Online, NAHB's official member e-newspaper

## BUILDING RELATIONSHIPS:

The CDBIA provides you with a busy calendar of events with countless ways to network and build relationships, such as:

- ≈ Monthly member meetings
- ≈ Golf Tournament
- ≈ Holiday party
- ≈ Bowling Tournament
- ≈ Sporting Clay Classic
- ≈ Parade of Homes
- ≈ New Member Breakfasts
- ≈ Member Mixers

## PROFESSIONAL RECOGNITION:

- ≈ CDBIA hosts Annual Awards called Builder of the Year, Associate of the Year, Member of the Year
- ≈ CDBIA hosts the Southwest Florida Parade of Homes and awards the best of the best homes  
**Distinguish and market yourself as an award-winning member of the industry.**

# Thirty (30) Day Checklist

- Write down your username and password to log onto member only site on [www.cdbia.com](http://www.cdbia.com)

Username: \_\_\_\_\_

Password: \_\_\_\_\_

- Review your membership information in the online directory for accuracy

- Add/Change Contact Information

\*Note: If you are changing the contact information for the member on file, please call the CDBIA to make the changes.

- Make sure you are receiving the CDBIA emails and e-newsletters. If not, contact the CDBIA office at 941-625-0804

- Ensure that your company is properly designated in the member directory categories. Which will help prospective customers find you online and in our printed directory. Each member gets up to two (2) listings with their membership. Additional categories are available for \$25 annually.

- Browse and become familiar with our website [www.cdbia.com](http://www.cdbia.com)

- Send 20 business cards to the CDBIA for the business card rack for members only

- Engage in CDBIA Social Media:

Facebook: <https://www.facebook.com/CDBIA/>

Twitter: <https://twitter.com/CDBIA>

LinkedIn: <https://www.linkedin.com/groups/6502417>

- Attend a CDBIA monthly meeting or networking event

# Sixty (60) Day Checklist

- Review the various ways your membership can save you money through rebates and discounts
  
- Nat'l Purchasing Partners:  
<http://www.mynpp.com>
  
- Manufacturer Rebates:  
<http://www.hbarebates.com/>
  
- NAHB Member Advantage:  
<http://www.nahb.org/ma>
  
- Request the CDBIA, FHBA, and NAHB logo by emailing [admin@cdbia.com](mailto:admin@cdbia.com) and include it on your:
  - website, email signature, letterhead and business cards.
  
- Post a job listing on the CDBIA website job board.  
  
Email job description and details to [admin@cdbia.com](mailto:admin@cdbia.com)
  
- Browse and become familiar with websites
  - Local – CDBIA [www.cdbia.com](http://www.cdbia.com)
  - State – FHBA [www.fhba.com](http://www.fhba.com)
  - National – NAHB: [www.nahb.org](http://www.nahb.org)

# Ninety(90) Day Checklist

Attend a networking event & introduce yourself to at least 5 people you have never met

Review membership and marketing opportunities

Advertise in

Weekly E-Newsletter

Website

Builders: Review the Member Rebate Program and mark the dates on your calendar to ensure you

Are claiming your rebates

Associates: If you sell any products on the Member Rebate Program list, contact and builders that have purchased product to remind them to claim their rebates

[www.hbarebates.com](http://www.hbarebates.com)

Send 20 business cards to the CDBIA to ensure we have your cards to hand out to potential clients

Do business with a fellow member. With members from many different types of organizations, there is sure to be someone who meets your current business needs

Review the CDBIA membership packet and become more familiar with discounts and savings



# One Hundred Twenty (120) Day Checklist

- Obtain an industry designation through NAHB (with deep member discounts!)
- Host an event at your facility or showroom
- Link: <http://www.cdbia.com>
- Call office to ask questions about membership and about ways to become involved
- Invite one business partner that is not a member to the CDBIA General Membership Meeting
- Join a council or committee
- Learn more about serving in a leadership position within CDBIA
- Review checklist - Are you meeting the goals you set for joining the association?
- Reach out to at least one chair of a committee you are interested in learning more about

## Committee / Council Chairmen for 2018

Awards / Ethics / Nominating	Patrick Lewis
Building Industry Oversight Committee	Jonathan Kapper
Government Affairs	Suzanne Graham/Sharon Neuhofer
Membership Committee	Rick Ilmberger/Wendy Atkinson/Jennifer Donovan-Uebelacker
SPIKE Club	Sharon Neuhofer/Odette Embury
Future Builders of America	Beth Cantin-Brown
P.A.L.M. Home	Beth Cantin-Brown
Events	Anna Crapet/Jennifer Donovan-Uebelacker
Political Action Committee	Suzanne Graham/Sharon Neuhofer
Sporting Clays Classic	Benny Mills/Wendy Atkinson/Penny McIlwain
Installation Banquet	Anna Crapet
Bowling & Billiards	Anna Crapet / Melanie Markel
Parade of Homes	Carlene Zeches/ Rick Kelley/ Tom Courtright
Golf Tournament	Penny McIlwain/Jamie Rawlinson

# Meetings, Events & Marketing

This list does not include all events. Please check out website and emails for additional happenings

## MONTHLY DINNER MEETINGS

Monthly dinner meetings are a way to network with fellow association members and peers, stay on top of what's happening in the association, as well as receive topical and important information from expert speakers

DATE: 1st Tuesday of the month (except for July and December)

TIME: 5:00pm-8:00pm

Attendance: 70 to 120 Members and guests

*Sponsorships available*

## NEW MEMBER BREAKFASTS

This is a quarterly event to welcome new members to our family. This event is free to attend, and we hope you will come to learn more about the association and come back to greet new members

DATE: 1st Friday of the month, quarterly (check CDBIA calendar)

TIME: 7:30am-9:00am

Attendance: Varies

*Sponsorships available*

## MEMBER MIXERS

Member Mixers are a great way to bring members to your organization. Businesses host the event, supply appetizers and drinks, and have the opportunity to show their products to members

DATE: Member host chooses the date

TIME: evening

Attendance: 25-100

## CDBIA BUILDING INDUSTRY HOUR ON IHEART RADIO

Members are invited to iHeart Radio to showcase their business for one hour. The guest can speak about anything relating to their business

DATE: 2nd and 3rd Fridays of the month

TIME: 7:30am-8:30am

Cost: \$100

*Check on availability of dates*

## CDBIA BUILDER BLOCK NEWSLETTER

Members are welcome to insert a flyer in the CDBIA Builders Block monthly e-newsletter.

DATE: 3rd week of the month (deadline to submit ad is the 2nd week of the month)

Cost: \$50

*Check on availability of dates*

This list does not include all events. Please check out website and emails for additional happenings

## SPORTING CLAYS CLASSIC

This is an event enjoyed by many members. As the sun rises on a weekend, our members gather to shoot clays and conversation. You are welcome to register as an individual or as a team

DATE: Jan-March

TIME: morning

Attendance: 100+

*Sponsorships available*

## BOWLING AND BILLIARDS

This is an evening event of fellowship with the sound of strikes, music and fun. Held normally during a time of no CDBIA meetings, it's a chance for a gathering outside of meetings

DATE: July-September

TIME: evening

Attendance: 100+

*Sponsorships available*

## GOLF TOURNAMENT

The CDBIA is bringing back our annual golf tournament. This is always a fun time for members to come together for a day of fun

DATE: Spring 2018

TIME: 7:30am registration

Attendance: Varies

*Sponsorships available*

## HOME & GARDEN SHOWS

The CDBIA has partnered with Expo Marketing to present 3 home shows a year.

CDBIA Members get discounts upon registration

DATE: Jan., April, October

TIME: 10am-4pm

## PARADE OF HOMES

It's back and better than ever! The CDBIA Parade of Homes showcases model homes in our community. This past parade brought thousands of guests to the models, and with excitement each builder has had negotiations on home.

Visit [www.swflparadeofhomes.com](http://www.swflparadeofhomes.com)

## Executive Committee

**Jonathan Kapper, President**  
Kapper Contracting

**Zac Extejt, Vice President**  
Charlotte County Seawalls

**Melanie Markel, Treasurer**  
Array of Cabinets

**Dave Appelo, Associate Vice President**  
Presto Air

**Penny McIlwain, Secretary**  
L&W Supply

**Patrick Lewis, Immediate Past President**  
Sharp Development of SWFL

**Mellisa Ginn, Immediate Past Assoc. Vice President**  
Presto Air

## Board of Directors

### Builder Directors

**Caryn Huff**  
Wharton-Smith

**Peter Ide**  
Vantage Homes

**Blair McVety**  
Coastal Marine Supply

**Benny Mills**  
Top Quality Remodeling

**Jimi Smith**  
Lambert O'Neill Construction

**TJ Thornberry**  
Thornberry Custom Builders

### Associate Directors

**Anna Crapet**  
Bacon's Furniture

**Jennifer Donovan-Uebelacker**  
Suncoast Sales LLC

**Rick Kelley**  
Kinetic Water Systems of SWFL

**Nicholas Worden**  
Bank of the Ozarks

**Carlene Zeches**  
Z Interior Decorations

## Life Directors, Life Members and Ex-Officio

**Jim Anderson**  
J. Anderson Inc.

**Wendy Atkinson**  
AMI Crossroads, Inc.

**Don Riggs**  
Don Riggs Concrete

**Beth Cantin-Brown**  
Cantin Homes, Inc.

**Jay Carlson**  
carlson & soforth

**Odette Embury**  
People's Mortgage,  
a division of People's State Bank

**Ed Epperly**  
Birch's Air Conditioning

**Zac Extejt**  
Charlotte County Seawalls

**Suzanne Graham**  
Massey Services

**Rick Ilmberger**  
Suncoast Glass & Mirror, Inc.  
**Kevin Koch,**  
AADisaster Restoration 24/7

**Robert Markel**  
Royalty Construction

**Bob Miller**  
Boyette & Miller  
Construction & Development

**Sharon Neuhofer**  
Coldwell Banker  
Sunstar Realty

**Larry Sandles**  
Arthur Rutenberg/  
SandStar Homes

**Tom Thornberry**  
Charlotte Plumbing

**Bill Truex**  
Truex Preferred Construction



BUILDING INDUSTRY ASSOCIATION

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Executive Officer, CEO

Donna Barrett

Office Assistant

Audra Guido