



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

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 online at www.cdbia.com, 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 or calling the office at 941-625-0804

Thank you for your membership!

Sincerely,



Donna Barrett
Executive Officer



Zac Extejt
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

- ≈ NISSAN

SAVE up to \$7,000 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:

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

And now FHBA is offering the Florida Master Builder Certification

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
- ≈ Corn hole 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

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

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/savings>

- Request the CDBIA, FHBA, and NAHB logo by emailing 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

- Browse and become familiar with websites
 - Local – CDBIA www.cdbia.com
 - State – FHBA www.fhba.com
 - National – NAHB: 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 (What's Up Wednesday –It's FREE)

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

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.capecodbuilders.org/member-mixers.html>
- 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 2019

Awards / Ethics / Nominating	John Kapper
Building Industry Oversight Committee	Zac Exetjt
Government Affairs	Suzanne Graham
Membership Committee	Nikki Young/Wendy Atkinson
SPIKE Club	Sharon Neuhofer/Odette Embury
Future Builders of America	OPEN
Political Action Committee	Suzanne Graham/Sharon Neuhofer
Sporting Clays Classic	Benny Mills
Installation Banquet	Sharon Neuhofer/Odette Embury/Anna Crapet
Bowling & Billiards	Anna Crapet
Parade of Homes	Carlene Zeches/Rick Kelley
Golf Tournament	Penny McIlwain/Jamie Rawlinson/Patrick Lewis
Young Building Professionals	OPEN
Cornhole Tournaments	John Kapper/Bobby Buonaiuto

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 WHAT'S UP WEDNESDAY e-NEWSLETTER

Members are welcome to promote any events and deals for their business. Submit 90 words or less to admin@cdbia.com.

DATE: Submit information by Monday at 5pm

Cost: FREE

CDBIA Events

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. In the fall, there is the Gulf Coast Shoot– Out where we compete with Manatee-Sarasota for the TOP SHOOTER trophy!

DATE: Jan and October

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

SWINGO de MAYO 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: May 3, 2019

TIME: 8:00am

Attendance: Up to 25 teams

Sponsorships available

CORN HOLE TOURNAMENTS

A new fun networking night. Join many like minded individuals who want to have a fun night of competing with a bean bag toss

DATE: Multiple times a year. Check the CDBIA website for additional information

TIME: Evenings

Sponsorships available

SWFL 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

CDBIA Leadership

Executive Board

Zac Extejt, President

Charlotte County Seawalls

Melanie Markel, Vice President

Array of Cabinets

Caryn Huff-Sufferling, Treasurer

Wharton-Smith

Penny McIlwain

Associate Vice President

L & W Supply

Anna Crapet, Secretary

Bacon's Furniture & Design

John Kapper,

Immediate Past President

Kapper Contracting

Board Members

Jennifer Donovan-Uebelacker

Suncoast Sales LLC

Colleen Ferrara

Conserva Irrigation of SWFL

Peter Ide

Vantage Homes

Rick Kelley

Kinetico Water Systems of SWFL

Blair McVety

Coastal Marine Supply

Benny Mills

Top Quality Remodeling\

Justin Robbins

DR Horton

Jimi Smith

Lambert O'Neill Construction

Jim Weisberg

Quality Homes of Port Charlotte

Nicholas Worden

Centennial Bank

Carlene Zeches

Z Interior Decorations

Life Directors, Life Members and Ex-Officio

Jim Anderson

J. Anderson Inc.

David Appelo Sr.

Apex Roofmasters

Wendy Atkinson

Crossroads Hope Academy

Odette Embury

Drummond Mortgage

Suzanne Graham

Massey Services

Rick Ilmberger

Suncoast Glass & Mirror

Kevin Koch

After a Disaster Restoration 24/7

Mellisa Lee

Boyette & Mirror Const. and Dev.

Patrick Lewis

Sharp Development of SWFL

Robert Markel

Royalty Construction

Bob Miller

Boyette & Miller

Construction & Development

Sharon Neuhofer

Coldwell Banker

Sunstar Morris Realty

TJ Thornberry

Thornberry Custom Builders

Tom Thornberry

Charlotte Plumbing

Bill Truex

Truex Preferred Construction



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Donna Knatz Barrett, CEO

Office Assistant

Audra Guido