



Winner of 9 (nine) National Association of Home Builders  
Association of Excellence Awards



Welcome to the  
Charlotte-DeSoto Building Industry  
Association

***It Takes a Village***

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 online at [www.cdbia.com](http://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](http://www.cdbia.com) or calling the office at 941-625-0804.

Thank you for being a part of our CDBIA family!

Sincerely,



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



**Jimi Smith Feliciano**  
**President**



# Who are we?

## 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.

## CDBIA Next Gen Council

Formally known as the Young Building Professionals, the Next Gen Council is making great strides at the CDBIA. The Next Gen Council is a group of leaders that get together to come to become more advanced in their career. Next Gen will focus on professional educational opportunities, network with like-minded members who have grown up in the industry or are wanting to become emerging leaders in the building industry and our community. Meetings are held the 4th Tuesday of every month from 5pm-7pm. These meetings are open to any employee of a member's company.

## CDBIA Professional Women in Building

The CDBIA Professional Women in Building Council (PWB) is a voice for women in the local building industry.

We are dedicated to promoting industry professionalism and supporting members at the local level.

Through education, professional development and networking opportunities, PWB strives to help members acquire and develop invaluable leadership and business management skills that boost career success.

This membership is only available to CDBIA Builder, Associate and Affiliate members

## Spike Club Member

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

To join the Spike Club you must earn 6 points. Each member is 1 point (affiliates & PWB members 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 \$7,500 per vehicle**

- ≈ GM:

**SAVE up to \$500 per vehicle including add ons**

- ≈ 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 electronic directory dedicated to our local building industry
- ≈ FHBA complimentary quarterly subscription to HomeBuilder e-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
- ≈ Fun gatherings including bowling, cornhole, darts, skeet shoot, golf and more!
- ≈ Parade of Homes
- ≈ New Member Gatherings
- ≈ Skeet Shoots
- ≈ NEW: NAHB Member Connect. A way to connect and meet industry leaders throughout the nation click here to register <https://connect.nahb.org>

## 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: \_\_\_\_\_

MSN Pin (Member ID): \_\_\_\_\_

- ☐ 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:  
<https://mynpp.com/association/charlotte-desoto-bia>
- ☐ 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](mailto:admin@cdbia.com) and include it on your:
  - ☐ website, email signature, letterhead and business cards.
- ☐ Sign into your account at [FHBA.com](http://FHBA.com) and view free contracts and other benefits and savings available to you
- ☐ 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
- ☐ Log onto NAHB Connect and view discussions <https://connect.nahb.org>
- ☐ 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.fhbarebates.com](http://www.fhbarebates.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
- ☐ Log onto NAHB's HBA Connect and view discussions <https://connect.nahb.org>
- ☐ 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 2024

Awards / Ethics / Nominating	Adam Riley (LTD Contracting)
Building Industry Oversight Committee	Jimi Smith Feliciano (AJF Construction)
Government Affairs	Suzanne Graham (Massey Services)
Membership Committee	Rich Lancette (Always Level & Design Contracting)
Membership Recruitment	Cindy March Tichy (Coldwell Banker Sunstar Realty)
Member Relations Committee	Robin Lindecamp (First International Title)
SPIKE Club	Sharon Neuhofer (Coldwell Banker Sunstar /Odette Embury (Seacoast Bank)
Future Builders of America	Jimi Smith Feliciano (AJF Construction)
Political Action Committee	Suzanne Graham (Massey Services)
CDBIA Professional Women in Building	Kris Proudfoot (Crews Bank & Trust)
CDBIA Next Gen Council	Jennifer Dubbaneh (Calista Kitchen & Bath)

# 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: 100 to 120 Members and guests

*Sponsorships available*

## The Tool Box

This is a monthly meeting of the Member Relations Team, where members new and longtimers can learn more about the benefits of membership. . It is a place we can welcome new members, review benefits of being a member and focus on the needs of our members

DATE: 4th Wednesday at the CDBIA office

TIME: 7:30-8:30am

Attendance: Varies

## 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: \$130

*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](mailto: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

## SKEET SHOOTS

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. This year we are challenging the Young Professionals of the PGPCNP-DeSoto Board of Realtors for a showdown. Who will win the title of TOP GUN?

DATE: January 29, 2023

TIME: 9am 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*

## Gene Extejt Golf Classic

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. This event is named after Gene Extejt, who was one of our founding members. A portion of the proceeds will be donated to a construction scholarship in Gene Extejt's memory.

DATE: May 5, 2023

TIME: 8:00am

Attendance: 25+ teams

*Sponsorships available*

## SCAVENGER HUNT

This was an event that was added this past year to have some fun and still social distance. Teams will go around town and find clues with BIG prizes for the winners!

DATE: To be announced!

*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](http://www.swflparadeofhomes.com)

# CDBIA Leadership

## Executive Board

**Jimi Smith Feliciano, President**  
AJF Construction

**Jaha Cummings, Vice President**  
ARI Productions

**Shan Swelland**  
**Treasurer**  
Safeguard Contracting

**Robin Lindecamp, Assoc VP**  
First International Title

**Cindy Marsh Tichy, Secretary**  
Coldwell Banker Sunstar Realty

**Adam Riley,**  
**Immediate Past President**  
LTD Contracting

## Board Members

**Trena Casa**  
Custom Pools by Precision

**Jennifer Cirella**  
Calista Kitchen & Bath

**BillieJo Decker**  
Decker Plumbing & Drains

**Rick Doyle**  
Trim Max

**Kathy Kemeny**  
Just Counters & Other Stuff

**Rodney Luke**  
Luke Brothers Custom Homes

**Dustin Maherg**  
Quality-Crete

**Paul Maloney**  
Maloney Homes

**Blair McVety**  
Charlotte County Seawalls

**Debra Thomas**  
DR Horton of SWFL

**Carlene Zeches**  
Z Interior Decorations

## Life Directors, Life Members and Ex-Officio

**Jim Anderson**  
J. Anderson Inc.

**Wendy Atkinson**  
Nolan Family Insurance

**Odette Embury**  
Seacoast Bank

**Zac Extejt**  
Charlotte County Seawalls

**Colleen Ferrara**  
Conserva Irrigation of SWFL

**Suzanne Graham**  
Massey Services

**Caryn Huff-Sufferling**  
Wharton-Smith, Inc.

**Rick Ilmberger**  
Suncoast Glass & Mirror

**Rick Kelley**  
Kinetico Water Systems of SWFL

**Rich Lancette**  
Always Level & Design Contracting

**Melanie Markel**  
Array of Cabinets

**Bob "the Builder" Miller**  
Boyette & Miller Const. & Dev.

**Sharon Neuhofer**  
Coldwell Banker  
Sunstar Morris Realty

**Kris Proudfoot– PWB Ex-Officio**  
Centennial Bank

**Don Riggs**  
Don Riggs Concrete

**TJ Thornberry**  
Thornberry Custom Builders

**Tom Thornberry**  
T. Thornberry

**Bill Truex**  
Truex Preferred Construction

**Jim Weisberg**  
Quality Homes of Port Charlotte

**John Wiseman**  
JP Wiseman Construction Services

## PWB Ex Officio:

**Kris Proudfoot**  
Crews Bank & Trust

**Jessica Overcash**  
Integrity Electric

**Sandra Cheek**  
Lebeau Construction

**NextGen Representative: Nikki Davis** Reprotech Copying Center



**17984 Toledo Blade Blvd. Port Charlotte, FL 33948**

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**www.cdbia.com**

**Deputy Executive Officer**

Alaina Dumas

**Chief of Creativity**

Caitlin Barrett

**Office Assistant**

Kate O'Brien

**Executive Officer**

Donna Knatz Barrett, CEO