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March
2015

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DO NOT READ

Unless you want to sell homes in 2015

Hopefully, all of our builder members were able to attend the January Financial Forecast held at Pat O'Brien Chevrolet in Medina (definitely a more positive one). Although there is great news on the residential construction front in Medina County and Ohio in general, just that tidbit of information is not going to grow your client base nor build your business. It's important to take the proverbial bull by the horns

and be proactive about your own success.

There are many different things you can do to build your construction business, among them, having a dynamic web presence, doing as much marketing and promotion as you can afford, setting up some type of referral reward for current and past customers, continuing to improve what you do

and how you do it, watching trends, streamlining your budget without compromising your quality, partnering with developers for land availability, partnering with your subs to get better discounts so you can offer better pricing ... the list goes on. But

probably one of the most important things you can do is to participate in the MCHBA's Parade of Homes - every chance you get.

You cannot find a better value for your marketing dollar than this event (and we're now holding 2 of them every year). Although the fee is \$1,200 per house, that isn't much in the scheme of things if your return on investment is the sale of multiple homes. You can barely get a reasonably sized ad in the Real Estate Section of the Plain Dealer for that kind of money.

(Article continued on page 3)



In This Issue ...

Parade of Homes Info

Parade Sponsors Needed

Fire Extinguishers in the
Workplace

Member News


Legislative News

New Branding for CareWorks
Comp & More



Kenneth Cleveland	1,053.5*
Calvin Smith, Life Dir.	594.5
Bob Knight	92
Bill Post	66.5*
John Sumodi	38.5
Russ Sturgess	29
Doug Leohr	21
Mark Zollinger	10
Ed Belair	3.0
Mike Hudak	2
Greg Thomas	1.5
Todd Scott	1
Ted Curran	1


Above list has been updated via the most current NAHB Spike Club Roster Report
 *Current Life Spike status




HOME SAVINGSSM

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(one-close loan)
- ✓ **End Loan**
- ✓ **Conventional financing**
- ✓ **FHA / VA / USDA**



Stephanie Doutt
 330.813.4000
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 StephanieDoutt.net
 NMLS #439979



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 440.829.7986
 dpelz@homesavings.com
 DavidPelz.biz
 NMLS #403766



*Payment example as of 1/12/15: 4.125% note rate, 4.709% Annual Percentage Rate. Interest rates based on a \$200,000 loan with 5% down. 30-year mortgage would be paid in 360 monthly principal and interest installments of \$969.30 each. The payment example does not include amounts for taxes, homeowner's and mortgage insurance. Your total payment will be higher with taxes and insurance. Rates subject to change without notice. Other rates and terms available. Additional terms and conditions apply. Certain criteria must be met to qualify for 5% down payment. Property insurance required. Must be a single-family, owner-occupied residence. Payment example is for illustrative purposes only; your rate and payment may be different.
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However, with this cooperative event and the pooling of finances, the Parade of Homes is promoted more than any individual builder could ever do on their own. It's like a Super-size Open House ... in fact, the MCHBA starts getting calls early in spring from consumers wanting to know when the event will be, where, and who is participating. They can't wait.

Since spec homes pretty much no longer exist, it has become more imperative to work cooperatively with your homebuyers to allow you to enter their home into the event so you can market your housing product at a time that makes the most amount of sense. Most home owners, if their home is protected during the event, will gladly allow you to do this and you can even sweeten the pot by providing them some upgrades of appliances and/or finishes to 'make up' for utilizing their home.

We have had an amazing number of associate members step up to sponsor this event and support their fellow builder members. That helps the organization have an even better and more successful event due to the additional marketing dollars that are generated and able to be used to promote the Parade event. Thank you to our Associate Members and keep 'em coming!

At any rate, if there is any way at all you can be in the Parade, you should do it. It provides you the opportunity to meet with prospective home buyers, talk and learn about what they are looking for, and perhaps build a potential buyer list. It definitely is a targeted market that tours these homes so give it some serious consideration, put your membership to work and enter your home. Call the office for more information or watch your email for all the details.

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From the Executive Director

Members and Friends:

The deadline for participating in the spring Parade of Homes is quickly approaching. I encourage all of our builder members to consider participating in this event. You won't get a better value for your marketing dollar and you definitely won't get better traffic through your homes in any open house you might have outside of this event.

Information is currently being emailed to members and dates of the event are May 2 through May 17. Deadline for builder commitment is March 31 and we ask for all your materials by April 1.

Associates – this is also an opportunity for you to support the builders, the association and our industry. Please consider sponsoring this event as your funds help us secure additional marketing and advertising venues and increase the overall success of this event. Details are being emailed to you on this as well. Stay warm and let's have 2015 be the best year yet!

Respectfully:

Dave LeHotan
Volunteer Executive Director



Board of Directors

John Sumodi, President

Jeremy Krahe

Michael Hudak

Greg Thomas

Douglas Krause

Doug Leohr

Katie Williams

Jeff Barnes

Jim Owen

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Jeremy Krahe

John Sumodi

Greg Thomas

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Safety & Training

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Government Affairs

Building Codes

Subdivision Regulations

Katie Williams, Membership

Parade of Homes

4083 N. Jefferson Street

(located behind Kohl's on Rt. 42)

Medina, OH 44256

Phone: 330/725-2371

Fax: 330/725-0461

www.medinacountyhba.com

info@medinacountyhba.com

Your MCHBA member dues also cover these memberships:



An advertisement for Sylvania lighting products. It shows several different types of light bulbs (incandescent, CFL, LED) on a white surface. The text "Light is advancing" is visible in the background. The Sylvania logo is prominently displayed in the foreground, along with the website address "www.wolffbros.com".

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FAIRLAWN

2830 Erie: .75 acre lot on dead end street in Fairlawn. Minutes to shopping/dining. Walking trail to Griffith Park. Copley-Fairlawn CSD. Public utilities. \$58,900. **Ryan Shaffer 330-329-6904.**

GRANGER

Western Reserve Homestead: Restrictions – 2200 sq.ft. min. Ranch / 2500 sq.ft. 2-story.

S/L 7 Windfall Rd. 2 acres, flat lot. Highland LSD. Well/septic. South of Granger Rd. Minutes from 71/271. **\$69,000.**

S/L 9 Granger Rd. 2.85 acres, flat lot. Highland LSD. Well/septic. South of Granger Rd. Minutes from 71/271. **\$49,900. Gary Stouffer 330-835-4900.**

Millers Meadow: 6 beautiful lots remaining, 3.5 to over 10 acres. Public water. Bring your own builder & create the home of your dreams. Highland LSD. Starting at **\$75,000. Gary Stouffer 330-835-4900.**

2+ acre lots in Granger Meadows starting at \$39,900. Also 42.6 ac in Granger Twp **\$275,000. Bill Nice 330-571-4516.**

HINCKLEY

River Rd: Ravine, Creek, Waterfall. Over 7 acre wooded lot. Pick a spot on your own private park to build. Borders Hinckley Hills Golf Course to East. Highland LSD. Between 403 and 417 River Rd. **\$194,900. Ryan Shaffer 330-329-6904.**

MEDINA/LAFAYETTE TWP.

Dover Highlands: .3 ac lots available. Bring your builder or use preferred builder to affordably build the home of your dreams. Water/sewer. **\$49,500. Kathy Mansfield-Kimble 330-813-3072.**

7440 Chippewa: 2 acre wooded lot, babbling brook. Only 10 min. from Downtown Medina. Bring your own builder. Cloverleaf LSD. \$39,900. **Ryan Shaffer 330-329-6904.**

MONTVILLE

Maplewood Farm Development offers 7 beautiful lots, 2+ acres each, Medina Schools and septic approved starting at \$39,000. **Tom Boggs 330-322-7500** or **Gary Stouffer 330-835-4900.**

RICHFIELD

Glencairn Forest: Lots ranging from **\$109,900 to \$295,000.** Breathtaking views. Scenic waterfalls, babbling brooks, lakes, stunning homes. Water/sewer, tennis courts, playground. Easy access to 77 & 271. **Laura Horning Duryea 330-606-7131** or **Gary Stouffer 330-835-4900.**

3601 W Streetsboro Rd: Nestled against **Summit County Metro Parks.** 10+ acres. 8-stall horse barn w/arena. Scenic rear ravine and rolling fields in the front. Bring your own builder. **Gary Stouffer 330-835-4900.**

2802 Southern Rd.: Acreage available in Richfield. Revere LSD. Private wooded lot. Mineral rights transfer. Approx. 50' frontage on Southern Rd. Well/septic. **Gary Stouffer 330-835-4900.**

4535 Killarney Dr.: 3.62 acres. Revere LSD. Private wooded lot. Bring your own builder. Minutes from 77/271. Cul-de-sac. 2500 sq.ft. min. Well/septic. **\$74,900. Gary Stouffer 330-835-4900.**

SHARON TOWNSHIP

The Ridge 5840 Spring Ridge Dr.: 2.36 acres. Highland LSD. Long rear views. Bring your own builder. Minutes from 77/71. Well/septic. **\$85,000. Gary Stouffer 330-835-4900.**

Sharon Hts Development: 2+ acre private lots in Highland LSD featuring lake, wooded lots, & rolling hills to create your own dramatic backdrop. Many w/walkout potential. Minutes from 71/76. Bring your own builder. Well/septic. Starting at **\$62,650. Gary Stouffer 330-835-4900.**

Blue Ridge Estates: VL 15 Irene Rd. & Osage Tr. Great opportunity to build on private corner lot in Highland LSD. Peaceful & secluded. 2 acres. Well/septic. **\$69,000. Gary Stouffer 330-835-4900.**

Blue Ridge Estates S/L 10 Gridle Rd & Irene: 2+ ac lot with scenic views. Well & septic. **\$59,900. Kathy Mansfield-Kimble 330-813-3072.**

STRONGSVILLE

Shenandoah Ridge: Don't miss your last chance to build in beautiful Shenandoah Ridge in Strongsville. Across from Strongsville HS. Close to shopping, dining & I-71, this .34 acre partially wooded lot affords privacy and a wonderful location. Public utilities. Strongsville Schools. **\$47,000. Enrique Arnedo Rojas 330-322-1528.**

WADSWORTH

1973 Greenwich Rd.: 58 acres in prime location. Water & sewer close. House, bank barn & other detached structures located on 6.5 ac parcel. Additional land possible. **\$1,200,000. Kathy Mansfield-Kimble / Bud Wenger 330-813-3072 or 330-714-4260.**

Tom Boggs – tomboggs1@gmail.com

Laura Horning Duryea –
LauraDuryea@stoufferrealty.com

Email Our Agents:

Regran Leedy – regranleedy@aol.com

Kathy Mansfield –
kathymansfield@msn.com

Bill Nice – BNiceRealtor@aol.com

www.StoufferRealty.com

Enrique Arnedo Rojas –
enriquearnedo@stoufferrealty.com

Ryan Shaffer –
ryan@ryantshaffer.com

Gary Stouffer –
gstouffer@stoufferrealty.com



Member News

New Associate Members

First Federal Lending

5 Franklin Street
Chagrin Falls, Ohio 44022

Contact: Ron Goodwin

Phone: 330-607-0943

Email:

rgoodwin@ffl.net

Website:

www.ffl.net

Sponsor: John Sumodi

Business: Financial & Lending
Institution

Keller Williams NEO Team

P.O. Box #70

Brunswick, Ohio 44212

Contact: Roger Nair

Phone: 330-350-0016

Email:

rnairair@aol.com

Sponsor: John Sumodi

Business: Real Estate Sales & Listings

Renewed Associates

C.C. Supply – Seville

CareWorks Consultants, Inc. –
Dublin

Galehouse Lumber Co. –
Doylestown

Lodi Lumber Company – Lodi

Paramount Plumbing, Inc. –
(NOTE: Address change to
8677 Wadsworth Road, Suite A,
Wadsworth, OH 44281

Third Federal Savings & Loan
Association – Medina

Renewed Builders

Kaufhold Construction, Inc. –
Strongsville

Legacy Homes of Medina, Inc. –
Medina

W. J. Bailey Homes – N. Royalton

Reinstated Members

Pella Window & Door Co. – Bedford
Heights

Dropped Members

SirLouis Construction Co. –
Wadsworth



Know someone interested in joining the Medina County HBA? Call with their information and we'll send them out a member packet (330.725.2371), or they can visit our website and download our membership application and submit with their check to join.



Support Your Association!
Do business with members

2015 Dates To Remember

May 2-17, 2015

Spring Parade of Homes –
Attention All Builders - if you are building homes in Medina County, you can't afford to miss being in this event. More information to come, but mark these dates on your calendar and plan to participate!



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What is Your Company's Goal with Fire Extinguishers in the Workplace?

By: Christopher Irwin, Safety & Risk Consultant

The fire extinguisher is a common item that in this day and age is present in most workplace settings in one place. Typically they are prominently displayed and the most recent inspection tag is hanging off of them, showing when they last were looked over by professional eyes, most likely being someone who has come in from the outside once a year who specializes in this type of task. Most people have probably heard about the "PASS" method of putting out a fire at one point or another in a training event on extinguishers. Other than having extinguishers in-place and generally knowing how to use the, what are some of the hard and fast requirements to comply with OSHA law if they are to be used to fight a fire?

Before going too far, a very important question should be asked; namely, are employees expected to be allowed to use the fire extinguishers in the case of a fire or are they instructed to just get themselves out? This is important. If the answer is that they are just supposed to get out, you the employer have two main responsibilities toward them. First, you need to instruct employees that this is the case. And, second, you have to establish an emergency action plan along with a fire prevention plan that teaches employees what they are supposed to do –in other words, *how* to safely get themselves out –in the case of a fire. In fact, it may even come as a surprise to some that in the eyes of OSHA, it theoretically is permissible per 1910.157(b)(1) of its Subpart L on Fire Protection that fire extinguishers need not even be present in the workplace if employees know that they are simply to get out when the alarm sounds.

If, on the other hand, extinguishers are present and some or all employees will be allowed to take them into their hands during a fire, additional requirements unfold. Now there are the requirements on having the correct type of extinguisher for the possible fire scenarios. Then, there are the spacing considerations, which are also dependent on extinguisher type. There, too, are requirements for inspection, including monthly visual reviews as well as an annual maintenance check that must be documented. And, finally, there is training.

Training needs to take place initially and annually for anyone who will be allowed to attempt to put out a fire which has started in the workplace. This instruction needs to inform the designated employees not only of how to use the extinguisher in the case of an emergency, but also of when it makes sense to just put it down



and to get out. According to OSHA, "Portable fire extinguishers have two functions: to control or extinguish small or incipient stage fires and to protect evacuation routes that a fire may block directly or indirectly with smoke or burning / smoldering materials." In its "Evacuation Plans eTool: Fight or Flee," OSHA prescribes a risk assessment to be done by the worker in the case that they have decided to put out a fire instead of fleeing. Questions that the worker should ask include:

- Is the fire too big?
- Is the environment too hot or smoky?
- Is the air safe to breathe?
- Is there a safe evacuation path?

Whereas an incipient fire in a trash can may represent a fire that can easily be extinguished, OSHA also describes a situation that will overextend the capabilities and capacity of a fire extinguisher in addition to putting the workers at risk of being trapped,

"The fire involves flammable solvents, has spread over more than 60 square feet, is partially hidden behind a wall or ceiling, or can not be reached from a standing position."

In addition, in regards to the feel of the fire, OSHA lays out further guidance,

"The radiated heat is easily felt on exposed skin making it difficult to approach within 10-15 feet of the fire (or the effective range of the extinguisher). One must crawl on the floor due to heat or smoke. Smoke is quickly filling the room, decreasing visibility."

While it often does make sense to provide both the equipment and training for workers to attempt to put out a fire, OSHA reminds us that their main goal is for your workers to get out safely, not for the protection of the business physical structure itself. Now is the time to determine what the policy will be for your business.

For additional compliance assistance, Contact RiskControl360^o by email at info@riskcontrol360.com or by phone at 1-877-360-3608.

Berns, Ockner & Greenberger, LLC Welcomes Majeed G. Makhlouf as Its Newest Member

By: Gary F. Werner

Berns, Ockner & Greenberger, LLC proudly welcomes Majeed G. Makhlouf as its newest member. Berns Ockner represents clients in a wide array of business and real estate matters, concentrating its practice on all aspects of zoning, land use, planning, real estate transactions and regulation, eminent domain, insurance, and construction. Its clients include many of the largest developers, retailers, and health care systems in the nation, along with local and regional builders and developers. Mr. Makhlouf will add his superb legal skills and impressive range of experience to the firm's veteran and growing litigation and transactional practice.

Mr. Makhlouf is concluding nearly four years of public service as Cuyahoga County's first permanent Director of Law, during which time he built and headed the Law Department for Ohio's largest county. As the County's general counsel, Mr. Makhlouf was responsible for advising the County on the full range of issues affecting its \$1.3-billion operations. Mr. Makhlouf directed the legal teams that structured financing, development, and construction contracts for some of the County's highest-profile projects. Those projects included the Cuyahoga County Convention Center and Global Center for Health and Innovation, the Cuyahoga County Convention Center Hotel, the County Jail's hospital annex, and the new Cuyahoga County Administrative Headquarters in downtown Cleveland. Mr. Makhlouf also led the County's litigation efforts in response to various class action challenges involving the Federal Fair Labor Standards Act and the County's



Civil Service Code and Pay Equity Law. And he also guided through the County Council landmark legislation including the County's Alternate Construction Delivery Methods Law and its Contracting and Purchasing Procedures Law.

Prior to serving as County Director of Law, Mr. Makhlouf was a partner with Taft Stettinius & Hollister LLP's Cleveland office. While there, he litigated, tried, and arbitrated various construction, zoning, business, and public contracting matters in state and federal courts, including in the U.S. Court of Federal Claims.

Mr. Makhlouf earned his law degree from The Ohio State University and his bachelor's degree cum laude from Hiram College. He is admitted to practice in Ohio, New York, and the District of Columbia, and in various federal District and Appellate Courts, including the U.S. Supreme Court, the Sixth, Ninth, and D.C. Circuit Courts of Appeal, the Northern and Southern Districts of Ohio, and the U.S. Court of International Trade. Mr. Makhlouf has earned the AV "preeminent" peer rating from Martindale-Hubbell, its highest rating for ethics and legal ability. He was named by Inside Business Magazine in 2009 as one of Northeast Ohio's 15 "Legal Leaders," by Crain's Cleveland Business as one of its Class of 2012 "Forty Under 40" professionals of note, and has repeatedly been recognized as a "Super Lawyer" in various other professional publications. ■

Associate Member Parade of Homes Sponsors so far ...

The Medina County HBA would like to thank the following businesses for already stepping up to the plate to be Parade of Homes sponsors. At the time of this newsletter, they include:

Carter Lumber - Major
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84 Lumber
All Construction Services,
Inc.
EZ Sales Team of Keller
Williams

First Federal of Lakewood
Paramount Plumbing, Inc.
Sundance LTD
Third Federal Savings &
Loan Association
Westfield Bank

Thank you for your support and setting a great example/role model for your fellow Associate members. Join up! We need your support too.



HOME IMPROVEMENT CONTRACTORS REGISTRATION BILL INTRODUCED

HB 77 was introduced this week by Rep. Bill Patmon (Cleveland). The bill is nearly identical to the bill which passed the House Commerce and labor committee last session but never made it to the floor. The bill exempts new home construction. Otherwise, the definition of home improvement is quite inclusive. The bill is expected to be referred to the House Commerce and labor Committee in the coming weeks. Committee chair Ron Young has requested a meeting with OHBA to begin discussions about possible action on the bill.

HB17 BLESSING (CINCINNATI) CONTRACTOR IMMUNITY

HB 17 grants immunity to contractors and others who volunteer work during emergencies. The bill received its second hearing this week before the House Commerce and Labor committee. The bill is expected to be voted on by the full House soon.

HB 64 BUDGET

The state budget bill continues to get most of the attention from the House. Many questions arise regarding the proposed increases in the CAT and sales tax. As little support for them has emerged, it appears some substantive changes are in store. However, the budget bill attracts many players and the final outcome is never clear. The House Ways and Means

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committee is hearing the Tax proposals and will likely make a recommendation to the budget committee. Even though the Budget is not expected to go to the senate for months they have begun informal hearings as well.

SB 1 PASSES SENATE

SB 1 is a legislative response to the algal bloom pollution problem in Lake Erie. The original version of the bill contained language amending Ohio's new onsite septic laws. The restriction would allow owners of properly functioning systems to opt out of hooking up to new sewer systems installed on their property. The clause was deleted and the subject may be taken up in the budget bill at a later date

WAYS AND MEANS COMMITTEE LOOKING CLOSELY AT PROPOSED TAX INCREASES

HB 64 the biennial budget bill was highlighted in the Governors state of the state message this week. The Governor feels strongly that incentives are needed

to boost small business and with it the rest of the economy. While the bill proposes some tax reductions as well, most of Ohio business feels the tax increase will outweigh any real benefit. The House Ways and Means Committee is vetting the tax proposals and may have a recommendation for the full budget committee in a few weeks.

CONTRACTOR IMMUNITY BILL EASILY PASSES HOUSE

HB 69 (Blessing) passed the House this week on a unanimous 92-0 vote. The bill grants immunity for builders and other professionals who volunteer services during an emergency. The bill now goes to the Senate for its consideration.

HOME IMPROVEMENT CONTRACTOR REGISTRATION BILL REFERRED TO COMMITTEE

HB 77 Patmon (Cleveland) was referred to the House Commerce and Labor

(Legislative News - Continued on next page)

Thank you Ken Cleveland For Continuing to Make a Difference on Behalf of the Medina County Home Builders Association!

Ken Cleveland recently made a second very generous donation to the Medina County Home Builders Association.

Ken is a charter member of our association and one of the founding fathers which helped create the Medina County HBA back in 1973 - 40 years ago. Ken Cleveland is our top spike member and has shown unending support for our association and all it stands for. Without his support over the years, the organization may not have survived - for which we are grateful!

We congratulate Ken Cleveland for his continued support of our Association and sincerely thank him for his generous donations.

*(Legislative News -
Continued from page 9)*

Committee where hearings are expected soon. We will be working with Committee Chair Young who expressed interest in the bill last session. Sponsor testimony is expected in the next week or so.

OHBA SPRING ORGANIZATION MEETING

OHBA Spring Organization Meeting is scheduled for Wednesday, March 18th. Detailed meeting information and registration form has been emailed.

The meeting will be held at the Hilton Easton in Columbus.



Stouffer Realty Sweeps Nine Awards Of Excellence From The Marketing And Sales Council Of Summit/Portage Counties

Stouffer Realty was honored nine times at the 23rd annual Marketing & Merchandising Excellence (MAME) Awards, presented on February 4th at the Doubletree by Hilton in Fairlawn by the Marketing & Sales Committee (MSC) of Summit and Portage Counties. These prestigious awards are sponsored annually by the Home Builders Association (HBA) and are recognized throughout the industry as the Academy Awards of new homes sales and marketing.

Stouffer Realty received the following awards:

Marketing Awards

- Sales Office of the Year
- Direct Mail Piece of the Year
- Website of the Year, Realtor
- Corporate Brochure of the Year,

Realtor

- Best Use of Social Media, Realtor Individual Achievement Awards
- Silver (\$800,000 to \$2.8 million sales) – Stouffer Realtor Sue Riemenschneider

- Bronze (\$200,000 - \$800,000 sales) – Stouffer Realtors Dave Bissler, Cheryl Connell and Sandie Filipeczak

The MAME Awards are designed to recognize the best and the brightest for excellence in sales and marketing within the new home industry of Portage & Summit Counties. The awards are presented to those who have made significant achievements and creative contributions in residential

marketing through outstanding sales and marketing achievements for 2014. Each entry was reviewed by a distinguished panel of judges, selected for their expertise in the new home and marketing field. The MSC is a council within the HBA.

More than 180 builders, Realtors and HBA/MSC members attended the event, according to MAME officials.

Stouffer Realty is a leading real estate company in Northeast Ohio, with offices serving Akron/Fairlawn, Green/Canton, Chagrin Falls/Solon, Stow/Hudson/Cuyahoga Falls, Kent/Brimfield, Medina, Brecksville/Broadview Heights, Strongsville/Brunswick and surrounding communities. The company is comprised of a team of more than 130 real estate agents and specialists. Stouffer Realty, 130 N. Miller Rd., Fairlawn Ohio 44333, 330/835-4900, www.stoufferrealty.com



*Above, President Gary Stouffer with
MAME Awards*

ATTN: MEMBERS Should You Sponsor the Spring Parade of Homes?



To schedule your
Sponsorship, contact:

Medina County HBA
Sharon Brock, Admin.
4083 N. Jefferson St.
Medina, OH 44256
330.725.2371

Why wouldn't you?

You work with builders, the Financial Forecast has predicted sunny skies for 2015, and fellow builder members building and selling homes in 2015 and beyond helps your business – you can't afford not to participate. In fact, last year's two events alone yielded *over \$7 million* in sales and we expect this trend to continue.

What can you expect as a sponsor? Here's the lowdown:

- Your business name and logo on the MCHBA website as a supporter of the event
- Your logo on the MCHBA website links to your website
- Your name listed in all press releases that go out to the media
- Your logo on the map/model handout (both printed and online)
- Listed in Building Blocks as a Parade sponsor for 3+ months
- Free 1/6 page ad in three issues of Building Blocks (upgrade available)



PARADE DATES: Sat., May 2nd through Sun., May 17th, 2015

PARADE HOURS: Sat & Sun ONLY 12-5pm, closed Mon-Fri

NOTE: Hours tentative - may change

SPONSORSHIP: \$500 – You get everything listed above

Want to do more? Contact the HBA directly.

Planned Promotion / Advertising:

- Virtual tour / tab / map online (*each model has its own page with info*)
- Northeast Ohio Media Group (*online targeted marketing to buyers*)
- The Plain Dealer (*plus editorial your company name is listed in*)
- Sun News (*plus editorial your company name is listed in*)
- The Post (*plus editorial your company name is listed in*)
- Beacon Journal (*plus editorial your company name is listed in*)
- Cleveland.com (*with links back to our site with your logos*)
- Homes.Ohio.com & potentially more (*media dependent on budget*)

Sponsorship Participation Deadline: March 31, 2015

You Can't Afford to Miss This Opportunity!



YOUR BUILDING SPECIALIST!

Northeast Ohio's Premier Builder Supplier For:



Since 1932, we've been supplying top quality building materials to professional builders and do-it-yourselfers. So the next time you have a project you want done right, bring it to The Yard in your own backyard - **The Yard at Carter Lumber.**

We appreciate your business!



York Risk Services Announces TPA Combination to Operate Under CareWorks Comp Brand Name

York Risk Services Group, Inc., parent company of two Ohio workers' compensation Third Party Administrators (TPAs) – CareWorks Consultants Inc. and Frank Gates Service Company – today announced that effective Monday, March 2, 2015, these two operations would be consolidated into one entity, operating under a new brand name of CareWorksComp.

This combination has created Ohio's largest workers' compensation TPA. The new name signifies a unification of the two companies and a continuation of delivering innovative workers' compensation claim management and cost control tools unique to the state of Ohio.

"Our new brand reflects who we are, and the innovation that differentiates us in our industry," said Frank Pagnatta, president, CareWorksComp.

By effectively managing each unique workplace absence, whether injury-related or not, employers can maintain productivity and control costs while focusing on returning valuable employees back to work as quickly and safely as possible.

"The vision of the two companies to be best-in-class providers of workers' compensation cost control solutions hasn't changed in the over 60 years each has been in business in Ohio. This combination furthers our commitment to deliver personalized service, utilize advanced technologies and deliver the products and services our customers value most," said Pagnatta.

The new name will have minimal direct impact on current customers. Effective, March 2, 2015, the company's internet site will be www.careworkscomp.com.

About York Risk Services Group

www.yorkrsg.com | 1-866-391-9675

York Risk Services Group is a premier provider of insurance, risk management, alternative risk, pool administration and claims management solutions to clients across hundreds of industries. They are the third ranked national third-party administrator (TPA) based on annual revenue. York offers claims management for all lines of insurance, a comprehensive suite of integrated managed care services and risk management services that include loss control survey and risk management services. Their customer base includes more than 5,800 public entities and public entity pools; over 300 program administrators/MGAs/carriers, more than 50 carriers and over 500 self-insured/high deductible clients.

About CareWorks Consultants, Inc.

www.careworksconsultants.com | 1-800-837-3200

As Ohio's leading workers' compensation risk consulting and claims management service provider, CareWorks Consultants, Inc. has strived to exceed customer expectations and reduce the impact of workers' compensation costs on our clients' bottom lines since 1950. Our service delivery model is based on a team approach with the client as our focus. Our knowledgeable associates and advanced technologies continue to distinguish us from other Third Party Administrators (TPAs) in Ohio.

About Frank Gates Service Company

www.frankgates.com | 1-800-777-4283

Frank Gates Service Company is a workers' compensation administration provider for Ohio-based companies, offering an array of services including group and other alternative rating plans. Since 1946, the company has been a leader in reducing workers' compensation costs for Ohio employers and providing efficient, professional claims management. We create partnerships with our clients, tailoring programs that achieve successful return to work and drive overall savings.



Members ...
Remember, whenever possible, always try to do business with a fellow member and support your Medina County HBA & local community!





Mortgage Solutions from *Westfield Bank*

Westfield Bank Mortgage Solutions

Westfield Bank has mortgage solutions that fit your specific needs. From mortgage loans to refinancing, we offer personalized service with the strength and stability of a leading bank. Westfield Bank will put your needs in the forefront and provide a simplistic experience.

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- Competitive products from local decision makers
- Full-service mortgage services – we work closely with you, your real estate agent and all parties in the transaction

To learn more, contact our mortgage team today at 1.800.368.8930 or visit us online at www.westfield-bank.com

Mortgage products and services:

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- Second homes/Vacation homes
- Construction to perm – primary residence only
- Lot loans
- Extended rate locks for end loans
- Government loans – FHA/VA
- Investment properties
- Jumbo financing
- Refinance options



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