

Welcome New Members!

American Residential Products
 Atlantis ABC of SWFL, Inc.
 CalAtlantic Homes
 Hydrologic Distribution Company
 MSB Services, LLC
 Norris Furniture & Interiors of Sarasota
 Palma Sola Bay Development, Inc.
 Wallace Welch & Willingham

Thank you for Renewing!

Advantage Trim & Lumber Co., Inc.
 Beechwood Builders
 Bradenton Herald
 Bruce Williams Homes
 Charlie's Construction
 Coastal Floors, Inc.
 Javic Homes
 Manatee County Habitat for Humanity
 Meritage Homes
 Pulte Group
 Superior Asphalt, Inc.
 Today's Builders



Building Industry Association Members!

As we wind down 2015, I am struck by all of the positive things that we as an industry have experienced. Home building and new developments are increasing in sales, as well as remodeling of residential and commercial properties. The NAHB has just released information that nationwide housing starts rose 10.5% to a seasonally adjusted annual rate of 1.173 million units in November, and single-family

production increased 7.6% to a seasonally adjusted annual rate of 768,000 units, its highest reading since January 2008. Multifamily production rose 16.4% to 405,000 units. We can definitely see this everyday here in the Manatee and Sarasota area. Hopefully these increases continue to carry our industry for the next few years!

Now, as we look forward into 2016, I encourage you to prepare for the increase by protecting yourselves from the next market correction. By no means am I recommending pulling back from increasing your companies and their reach in the market. What I am encouraging you to do is to be thoughtful about where and how you invest your increase. Do not be caught unaware as many of us were before the great recession; plan carefully and enjoy this wonderful time of the year.

Merry Christmas and a Happy New Year!
 Jon Mast
 Chief Executive Officer

Ask us about becoming a 2016 Premium Annual Sponsor!

Thank you to our
 2015 Premium
 Annual Sponsors




Manatee-Sarasota
BIA
 BUILDING INDUSTRY
 ASSOCIATION

BUILDING YOUR COMMUNITY
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2016 Premium Annual
 Sponsorship Opportunities

Take your membership to
 a whole other level!



MAKE THE MOST OF YOUR MEMBERSHIP JOIN A COMMITTEE OR COUNCIL IN 2016!

The Remodelers Council of the Manatee-Sarasota BIA is dedicated to providing quality education, information, and business and social networking opportunities to members involved in the remodeling and renovation of housing. Any builder, associate member or employee of a firm that is a member of the association is eligible for membership in the Council. Members of the local council automatically become members of the NAHB's National Remodelers Council. The Council meets on the third Thursday of every month. Annual membership is \$75.00

The Sales and Marketing Council of the Manatee-Sarasota BIA is designed specifically for individuals seeking greater understanding of the new homes sales industry and serves to recognize those members through awards programs that showcase examples of sales and marketing excellence. Any builder, associate member or employee of a firm that is a member of MSBIA is eligible for membership in the Council. The Committee shall study, review and report on issues of concern pertaining to the financial, insurance and real estate markets. The Committee may be composed of subcommittees necessary to fulfill the goals and objectives of the Association. Members of the local council automatically become members of NAHB's National Sales & Marketing Council. Annual membership is \$75.00

Committees

Membership Committee The purpose of the Membership Committee is to identify and recruit new members of the association and promote involvement in all association programs and activities. Committee duties and responsibilities include: Working in conjunction with staff, plans and conducts programs for membership development within established budget, Establishes goals, both immediate and long-range, for membership development, Provides for appropriate recognition of new members and their sponsors, Oversees the awarding of Spike Club credits, recognizes and awards SPIKE members at monthly meetings, Recommends and assists in the production of local membership materials and brochures, Plans and conducts orientation meetings for new members to acquaint them with services available from the local, state and national associations, Develops and recommends appropriate recognition of new members, Distributes new member plaques, packets and cards, Develops a system of involving new members in association activities within the first critical year of membership. Brainstorm ideas for annual membership drives, Promote involvement in association events, education and gatherings, Engage members (new and seasoned) with check-up calls, Conduct "featured member" interviews, Assist with locations and sponsors for member mixers, breakfasts and GMMs, Promote the MSBIA at local events (home shows and business expos), Be ambassadors for new and "lost" members at meetings and events, Promoting and helping builders with the Pinnacle Builder Program, Forward member good news to membership director for publications and social media.

Government Affairs Committee is open to all members of the Association. To serve as a recommending body to the BIA Executive Committee and Board of Directors for policy development and action on the government affairs issues of either local or statewide impact to the home building industry. The Government Affairs Committee Chair acts as a liaison between the Committee and the Board.

Developers Council is open to all members of the Association. To serve as a recommending body to the BIA Executive Committee and Board of Directors for policy development and action on development and building issues of either local or statewide impact to the home building industry. The Developers Council Chair acts as a liaison between the Committee and the Board.

Associates & Trades Committee is open to all members of the Association. Meetings are at 4pm the 3rd Wednesday of every month. The Associate & Trades Committee Chair acts as a liaison between the Committee and the Board. The Associate & Trades Committee is responsible for: Developing programs and services to support the needs of the associate members Including securing sponsors, Contributing ideas, Promoting and assisting with the Associate Appreciation Trade Show, Promoting and assisting with the Spring Golf Tournament, Promoting and assisting with the Fall Sporting Clay Tournament

Promoting "Doing Business with Member" principals

Sarasota Slam Committee is open to all members of the Association and directed by the Tournament Director. Meetings will be decided by the committee at the first meeting for the following year. The Sarasota Slam is a source of non-dues revenue for the association. The Sarasota Slam Committee is responsible for: Securing sponsors, Promoting the tournament, Contributing ideas to improve the tournament, Assist with the tournament the day(s) of the Slam.

UPCOMING CLASSES

**Universal Design/
Build**
CILB APPROVED 11 CEU

January 14-15, 2016
9am-5pm

**Certified Aging In
Place Courses**
CILB APPROVED 18 CEU

January 25-27, 2016
9am-5pm



Classes will be at the Manatee-Sarasota BIA office.
6983 Professional Parkway E. Sarasota, FL 34240

Visit GoldenAgeLiving.com to
register online!



General Membership Meeting

GMM

Come have dinner with your fellow members!

Thursday, January 14th 5:30—8:30 PM

Networking 5:30-6:30 followed by dinner, MSBIA updates and guest speaker.

The Meadows Country Club

3101 Longmeadow, Sarasota, FL 34235



Guest Speaker:
Allen Parsons,
Sarasota County Planning Division Manager

Topic: Comprehensive Plan Update
that will be released on January 19.



RSVP by January 11th to leslie@ms-bia.org or fax this form to (941) 907-4134

Company: _____ # _____ @ \$35/per person = _____ TOTAL

Attendee Name(s): _____

Contact Name : _____ Phone: _____

Pay by: Check by mail (fax form before mailing) Credit Card (MC/Visa or AmEx)

Credit Card # _____ cvc code: _____ exp date: _____ zip code: _____

Billing Address: _____ Authorized by: _____

Checks payable to: Manatee-Sarasota BIA, 6983 Professional Parkway East, Sarasota, FL 34240

No refunds will be given to cancellations less than 72 hours prior to the event.

DON'T FORGET YOUR BUSINESS CARDS!!!



**Parade of
HOMES**
MANATEE & SARASOTA COUNTIES

The Official Publication of the
2016 Parade of Homes
February 20 - March 6, 2016

Also available online year-round
at www.paradeofhomesinfo.com

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Manatee-Sarasota
BIA
BUILDING INDUSTRY
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www.ms-bia.org

**February 20th through March 6th
and *BEYOND!***

Realtor Preview—February 17

Judging—February 20

Awards Gala—March 3

**Please click here to review the
SPONSORSHIP OPPORTUNITIES**

and advertise in the 2016 Parade of Homes.

We are here to answer any questions you may have.

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