



HOME BUILDERS ASSOCIATION OF DELAWARE

Board of Directors Meeting

Dover Downs Silver Lake Room, Dover, DE

March 13, 2018

Consent Agenda

- Middletown Nuts and Bolts Meeting February 14, 2018
- Membership Committee Meeting February 16, 2018
- Events Committee Meeting February 20, 2018
- NCC Nuts and Bolts February 22, 2018
- Sales and Marketing Council Meeting March 9, 2018
- Membership Committee Meeting March 9, 2018
- NCC Permits February 2018
- Kent County Permits February 2018
- Sussex County Permits February 2018
- Council Reports
 - Remodelers Council – Mark Grahne
 - Young Professionals Council – Justin Olear
 - Green Building Council - Vacant

Attendance Sheet

HBA/DE – Middletown Nuts & Bolts
 2/14/2018 - Monthly Meeting
 9:00 a.m. – 10:00 a.m.

Name:	Company:	Email:
1. Joe Clark	Ryan Homes	jclark@nvrinc.com
2. John Johnson	KARINS AND ASSOC.	JJOHNSON@KARINSENGINEERING.COM
3. Paul Perrone	TOWN OF MIDDLETOWN	Pperrone@middletownde.org
4. Scott Evans	Ryan Homes	sevens@hvrinc.com
5. Tony Sisofo	T. O. M.	tsisofo@middletownde.org
6. MARK JANUS	RYAN HOMES	mjanus@nvrinc.com
7. BRIAN SANTORO	RYAN HOMES	bsantoro@nvrinc.com
8. Glen Tush	Tom	gtush@middletownde.org
9. Dan Fletch	T.O.M.	D Fletch@gmail.com
10. JOE DUGAN	RYAN HOMES	jdugan@nvrinc.com
11. MATT CARONHO	RYAN HOMES	MARONHO@NVRINC.COM
12. BRAD ELMANN	RYAN HOMES	berdman@NVRINC.COM
13. John Cristaldi	Schell Brothers	John@Schellbrothers.com
14. Mike Marconi	LC Home	MMarconi@capanoine.com
15. Justin Hensley	LC Management	JHensley@Capanoine.com
16.		
17.		
18.		
19.		
20.		

Meeting Minutes
HBA/DE – Middletown Nuts & Bolts Committee
February 14, 2017 - Monthly Meeting
9:00 a.m. – 10:00 a.m.

- Licensing:

- Subs that are already registered with the town must renew their business license by 2/15/18 to avoid penalty
- New subs must register immediately with no grace period

- Site E&S:

- June 15th is deadline for winter yards to be completed
- Clean out all trash and debris from SWM ponds

Next Meeting: 3/14/2018 at 9am – NEW LOCATION moving forward for all meetings:

The brick armory building at 539 N. Cass St. Middletown, DE 19709

HBADE MEMBERSHIP COMMITTEE MEETING

February 16, 2018 9:00 AM RWA Offices

In attendance: Carolyn Stanley (A.S. Jacono), Mike Easton (Hordy & Hordy), John Price (Patterson Price), Bob Taylor (JS Homes) Dottie Fawcett (Home Marketing Assoc), Jim McCully (Watershed), Verity Watson (RWA)

Before we can reach out to prospective new members we need to establish and determine a way to communicate the Value Proposition

Establishing - Talk to Members at events ask what they value about their HBADE membership

Solicit testimonials from current member

Communicating – NAHB Touch program, which HBADE does have but doesn't use, would make this easier.

Handouts with info on NAHB Discounts and Value of Membership

Website – needs to be updated with new fees and simpler application form

And needs to also show value of membership

Social Media – show value of membership

Events – membership committee talk to members and find out what they want from the Association

E-mails and/or snail mail to companies we would like to join HBADE. Personal visits, referrals

Rewarding Members

Visit all new Members within 30 days of joining – take New Member Pamphlet (which we need to design) and something like donuts and do a photo op to use in HBADE E-Blast and on social media

Visit existing Members (5 per month minimum) – take something like donuts and do a photo op and get a testimonial to put in HBADE E-Blast and on social media

Visit Prospective Members as provided by Membership Committee, Exec, Board or Other Sources

Finding and Engaging Prospective Members

Builders

Remodelers

Associates

B2B

HBADE Membership Drive to run same as NAHB - May through October

Spike Party – maybe tie into existing event to keep costs down, but spikes would stay after for a special event

Member Liaison Position - a work from home person, if budget allows, would be very helpful

Their job would be to keep Members happy and recruit new members. They would be on call to receive member calls and e-mails, solve problems, find answers or direct them to the right person.

Consider bringing back Meet the Builders and encourage members to bring prospects

Identify type of membership by color coding name tags,

add ribbons – Builder, Assoc, B2B, NEW, also years of membership

Next meeting , Friday March 9th at 10:00 at RWA/HBADE office

Attendance Sheet

HBA/DE - NCC Nuts & Bolts
 2/22/2018 - Monthly Meeting
 11:00 a.m. - 12:00 a.m.

<u>Name:</u>	<u>Company:</u>	<u>Email:</u>
1. Meghan Lester	Geo-Technology Associates	mlester@gteng.com
2. MARK JANUS	RYAN HOMES	mjanus@wr.ri.com
3. Katie Burke	Ryan Homes	kburke@hvinc.com
4. B. Carey	Blenheim Homes	B.Carey@blenheimhomes.com
5. Mark Veasey	NCC	mveasey@nccde.org
6. JOHN JOHNSON	KARINS AND ASSOC.	JOHNSON@KARINSANDASSOC.COM
7. NICK DeFrancis	Benchmark Builders	NICK@benchmarkbuilders.com
8. SCOTT BRADLEY	JS HOMES	SBRADLEY@JSHOMESDE
9. PJ Bale	FST	PJ@FirstStolz.com
10. Carolyn Stanley	ARTIST 11	CASTANLEY@ARTIST11.COM
11. Michael Falkowski	NCC DLU	mpfalkowski@nccde.org
12. David Holston	NCC LU	dholston@nccde.org
13. Mike Connors	NCC LU	mconnors@nccde.org
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HBA/DE – NCC Nuts & Bolts
2/22/2018 - Monthly Meeting Minutes

- New C.O. process
 - NCC no longer emails C.O.s as a standard process
 - They now post them online the morning after they are requested
 - View via the Parcel search site, assuming all of your conditions are cleared
 - Tell NCC if you want to update the email address that Hansen uses automatically
- NCC IAS Accreditation
 - Only 24 jurisdictions recognized across the US
 - NCC needs feedback from HBA (a stakeholder) or provide them an ETA
- Engineering update - Open Space
 - Communities can be turned over at 50% open space completion
 - Good weather coming, complete so permits are not held
 - 11 communities above 90%
 - 9 communities above 75%
 - 21 at or below 50%
 - Despite weather, use and maintain best practices on mud in streets
 - Scrape tires before exiting SCE
 - Refresh as needed
 - Be proactive and keep dirt on lot
- IRC 2018 Code Review
 - NCC goal date to put in front of council by the fall of 2018
 - NCC goal implementation date of Jan 2019
 - HBA will meet with NCC one hour before the March Nuts and Bolts meeting
 - March 29, 10 am
- GTA Feedback
 - They will not risk their good standing with NCC for behavior of some builders
 - Only use legitimate permit numbers
 - Share or provide copies of all plans ahead of time
 - Ensure permit, L&G and plans all match
 - Treat GTA as you treat NCC inspectors
 - Post permit numbers on sewer stack or share via email

The next meeting will be 3/29/18 –**10:00 AM start** for 2018 IRC Review, not 11:00 per usual

HBA/DE SMC meeting

SMC meeting at HBA/DE

1600 N Little Creek Road
Dover, DE 19901
302-678-1520

Minutes

9am on February 9, 2018

Meeting Called By: Damien Golden

Attendees: Jim McCulley, Sunny Schmidt, Brian O'Rourke, Craig Snyder, Jessica Stryker, Karen Martinelli, Melissa Scott, Caroline Dentino, Pam Robichaud

Topics: Planning of 2018 Regals, The Regal Book & more

Presenter Name: All

Discussion: Regal Assignment Tasks and plan for 2018 Regals, Judging, and Regal Book

Craig called in

Resource Persons: All

- 1. Print and Digital Campaign for Regal Book with Today Media approved**, trade for one full page in Regal Book/DT May mag. Paid digital advertising campaign from May 21 to June 8, 2018 with Today Media.
- 2. Regal Judging:** will have more automation in 2019 to make process much more efficient, gauge tech levels of future judges
- 3. Regal Book Page Budget and Timeline** reviewed and organized by Sunny, Damien and Brian
- 4. Current Ad Sales for Regal Book.** Sunny to provide in a follow up email. Still need 4 full pages of ads to make print budget. Adding in part of our membership directory. Brian to make follow up phone calls to try and attain more advertisers.
- 5. Regal Award Ceremony @ Bethany Beach Ocean Suites**, May 18th at 6pm, SOLD OUT, Sunny has stand by list. Progression if events, suggestions for 4-5 guest MCs reviewed. 5/23 Sunny and Damien will meet w/ Juli at BBOS to review layout and food.
- 6. Regal Book info** to designer on schedule for March 16th, have some padding for ETA to printer. Still need more ad reservations. Want to add in a map of all DE communities under construction. Follow up conf call with Caroline Dentino to review possibilities.

7. 2018 SMC mtg calendar: Conference Call-in 2018: Jan 12, Feb 9, Apr 13, May 11, July 13, Oct 12, and Nov 9, 2017

Meeting in person at HBA 2018: Mar 9, June 8, Sept 14, Dec 7, 2018

• **No meeting** in August • Dial-in Number for conference call: 563-999-2090 access code 827568

NEW CASTLE COUNTY - DEPARTMENT OF LAND USE

Permits Issued, Valuation, and Fees Collected by Type

LICENSING DIVISION

Permit Type	February 2018			January to February 2018			January to February 2017			Year to Date Change		
	No.	Val.	Fee	No.	Val.	Fee	No.	Val.	Fee	No.	Val.	Fee
Commercial - ADDN	0	\$	\$	0	\$	\$	3	\$185,229	\$2,412	-3	-\$185,229	-\$2,412
Commercial - FITOUT	54	\$5,257,494	\$62,737	109	\$20,270,526	\$247,492	84	\$14,782,522	\$185,743	25	\$5,488,004	\$61,749
Commercial - NEW	17	\$108,705,422	\$814,805	19	\$108,977,662	\$818,363	10	\$954,233	\$14,528	9	\$108,023,429	\$803,835
Multi Residential	0	\$	\$	0	\$	\$	3	\$4,514,221	\$44,386	-3	-\$4,514,221	-\$44,386
Residential ADDN	155	\$1,717,167	\$24,950	258	\$2,794,556	\$39,948	263	\$3,039,849	\$42,022	-5	-\$245,293	-\$2,074
Single Family	49	\$4,772,178	\$63,100	106	\$10,783,868	\$142,300	112	\$10,778,886	\$144,706	-6	\$4,982	-\$2,406
Townhouse	46	\$3,366,057	\$44,475	73	\$5,379,830	\$71,227	87	\$6,115,848	\$81,187	-14	-\$736,018	-\$9,960
Demolition	14		\$1,740	30		\$3,690	31		\$2,770	-1	\$	\$920
Pools	7	\$266,700	\$3,532	10	\$513,370	\$9,762	5	\$121,581	\$2,118	5	\$391,789	\$7,644
Signs	39		\$4,464	65		\$8,106	60		\$8,509	5	\$	-\$403
HVAC	481		\$48,961	924		\$104,232	978		\$109,874	-54	\$	-\$5,642
Plumbing	298		\$21,012	587		\$48,323	635		\$47,897	-48	\$	\$426
Totals:	1160	\$124,085,019	\$1,089,776	2181	\$148,719,812	\$1,493,443	2271	\$40,492,369	\$686,151	-90	\$108,227,443	\$807,292
COs Issued:	267		\$15,190	535		\$30,520	556		\$32,620	-21		-\$2,100

Commercial Floor Area	462,470.73	465,105.73	23,232.00	441,873.73
Multiresidential Units	0	0	48	-48

Out of the total HVAC permits,	390	were entered Online	390 / 481 = 81%
Out of the total Plumbing permits,	184	were entered Online	184 / 298 = 62%
Out of 1437 Inspections scheduled,	500	were scheduled Online	500 / 1437 = 35%

Accessory Dwelling Units: 1	Previously Issued: 244	Total: 245
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Compiled By: Anita Nichols
 Date: March 02, 2018
 Telephone: (302) 395-5509

Authorized By:

 Goerge O Haggerty, Code Official

PERMIT STATISTICS BY APPLICATION TYPE
 FOR THE PERIOD 2/01/18 THRU 2/28/18
 FOR ALL PERMITS OF ALL PERMIT TYPES
 DEPARTMENT - INSPECTIONS & ENFORCEMENT

APPLICATION TYPE	APPLS	PERMITS	THIS PERIOD APPL VALUATN	FEES	APPLS	PERMITS	SAME PERIOD APPL VALUATN	FEES
ACAD ADDITION TO ACCESSORY BUILDING (RESIDENTIAL)	2	2	7624	160.00	0	0	70670	970.00
ACCE OTHER RESIDENTIAL BUILDING (ACCESSORY)	14	14	267502	2620.00	6	6	31300	487.90
ADCO ADDN/ALT/RENO NON-RESIDENTIAL BLDG (COMM)	7	7	358000	4936.00	2	2	15128	240.00
ADSF ADDITION OF GARAGE OR CARPORT TO DWELLING	0	0	0	.00	2	2	1071792	270.00
AGRI AGRICULTURAL FARM BUILDING	10	10	766838	210.00	9	9	0	50.00
COFO BUSINESS CERTIFICATE OF OCCUPANCY	4	4	23978	150.00	1	1	0	.00
DDPK DOVER DOWNS RACE PARKING	1	1	0	50.00	0	0	0	.00
DEMO DEMOLITION OF SINGLE FAMILY DWELL (ATT/DET)	12	12	0	1200.00	3	3	0	300.00
DEMS DEMOLITION OF OTHER BUILDING/STRUCTURES	4	4	0	400.00	3	3	0	780.00
FEN FENCE	12	12	19284	620.00	13	13	18367	700.00
MANH MANUFACTURED HOME PLACEMENT	4	4	152763	1700.00	7	7	107083	1120.00
MHDM MANUFACTURED HOME DEMOLITION	13	13	0	1300.00	1	1	0	700.00
MHPD MOBILE HOME IN A PARK 16 WIDE AND DOUBLE	0	0	0	.00	3	3	151915	1640.00
MHPS MOBILE HOME IN PARK 14 WIDE OR LESS	2	2	10161	600.00	4	4	96344	1230.00
MHR MANUFACTURED HOME REMOVAL	1	1	0	100.00	1	1	0	100.00
MHRL MOBILE HOME RETIREMENT LETTER	2	2	0	100.00	6	6	0	300.00
MHRP MANUFACTURED HOME REPLACEMENT	3	3	42872	310.00	0	0	0	.00
OTHE OTHER NON-RESIDENTIAL BUILDING (COMMERCIAL)	0	0	0	.00	1	1	55000	752.00
POOL POOL	7	7	85803	990.00	8	8	116827	1520.00
RAPD RESIDENTIAL - ADDITION/PORCH/DECK	16	16	56482	910.00	26	26	47197	1130.00
RARM RESIDENTIAL - ADDITION/ROOM	7	7	85580	1160.00	9	9	111334	1500.00
RENO RESIDENTIAL - ALTERATIONS/RENOVATIONS	33	33	105153	2390.00	26	26	145104	2560.00
RENEW RENEWAL	9	9	0	350.00	13	13	0	650.00
REN3 RENEWAL 3 MONTHS	17	17	0	850.00	4	4	0	200.00
REN6 RENEWAL 6 MONTHS	1	1	0	50.00	2	2	0	100.00
SFA SINGLE FAMILY DWELLING (HOUSE) , ATTACHED	1	1	219398	2280.00	0	0	0	.00
SFD SINGLE FAMILY DWELLING (HOUSE) , DETACHED	65	65	9342811	71040.00	31	31	4429651	45710.00
SHED SHED	11	11	18620	610.00	15	15	26923	950.00
SIGD SIGN DETACHED	2	2	70674	1006.02	2	2	195500	2620.50
SIGN SIGN	3	3	9050	190.00	1	1	750	60.00
TOTALS:	264	264	11642593	96282.02	199	199	6690885	66240.40
TOTAL SQUARE FOOTAGE:			0					

PERMIT STATISTICS BY APPLICATION TYPE
 FOR THE PERIOD 1/01/18 THRU 2/28/18
 FOR ALL PERMITS OF ALL PERMIT TYPES
 DEPARTMENT - INSPECTIONS & ENFORCEMENT

APPLICATION TYPE	APPLS	PERMITS	THIS PERIOD APPL VALUATN	FEES	APPLS	PERMITS	SAME PERIOD PREV YEAR APPL VALUATN	FEES
ACAD ADDITION TO ACCESSORY BUILDING (RESIDENTIAL)	3	3	13448	260.00	0	0	0	0.00
ACCE OTHER RESIDENTIAL BUILDING (ACCESSORY)	17	17	302062	3100.00	16	167446	0	2360.00
ADCO ADDN/ALT/RENO NON-RESIDENTIAL BLDG (COMM)	12	12	416200	5885.60	9	610830	0	8235.49
ADSF ADDITION OF GARAGE OR CARPORT TO DWELLING	4	4	60145	780.00	3	24488	0	380.00
AGRI AGRICULTURAL FARM BUILDING	13	13	777974	300.00	14	1157664	0	420.00
COFO BUSINESS CERTIFICATE OF OCCUPANCY	4	4	23978	150.00	3	0	0	150.00
DDPK DOVER DOWNS RACE PARKING	1	1	0	50.00	1	0	0	50.00
DEMO DEMOLITION OF SINGLE FAMILY DWELL (ATT/DET)	16	16	0	1600.00	7	0	0	700.00
DEMS DEMOLITION OF OTHER BUILDING/STRUCTURES	6	6	0	600.00	6	0	0	600.00
FEN FENCE	17	17	25206	860.00	17	24401	0	1020.00
MANH MANUFACTURED HOME PLACEMENT	5	5	176491	1980.00	2	176083	0	1850.00
MHDM MANUFACTURED HOME DEMOLITION	17	17	0	1700.00	14	0	0	1400.00
MHPD MOBILE HOME IN A PARK 16 WIDE AND DOUBLE	4	4	184915	2070.00	4	187955	0	2010.00
MHPS MOBILE HOME IN PARK 14 WIDE OR LESS	9	9	203951	2840.00	4	96344	0	1230.00
MHR MANUFACTURED HOME REMOVAL	3	3	0	300.00	2	0	0	200.00
MHRL MOBILE HOME RETIREMENT LETTER	6	6	0	300.00	10	0	0	500.00
MHRP MANUFACTURED HOME REPLACEMENT	4	4	119622	1120.00	0	0	0	0.00
OTHE OTHER NON-RESIDENTIAL BUILDING (COMMERCIAL)	1	1	657747	1280.00	6	654925	0	8759.78
POOL POOL	9	9	146050	1770.00	12	266852	0	3210.00
RAPD RESIDENTIAL - ADDITION/PORCH/DECK	27	27	93003	2490.00	44	84266	0	2270.00
RAWM RESIDENTIAL - ADDITION/ROOM	10	10	205922	4540.00	11	212923	0	2610.00
RENO RESIDENTIAL - ALTERATIONS/RENOVATIONS	54	54	225521	500.00	64	240374	0	5030.00
RENW RENEWAL	12	12	0	1150.00	29	0	0	1450.00
REN3 RENEWAL 3 MONTHS	23	23	0	1150.00	10	0	0	500.00
REN6 RENEWAL 6 MONTHS	1	1	0	50.00	4	0	0	200.00
SFA SINGLE FAMILY DWELLING (HOUSE), ATTACHED	2	2	219398	2280.00	4	438796	0	4560.00
SFD SINGLE FAMILY DWELLING (HOUSE), DETACHED	113	113	16092502	140690.00	69	9619370	0	97310.00
SHED SHED	14	14	23588	720.00	20	31823	0	1210.00
SIGN SHED	4	4	93674	1379.02	2	195500	0	2620.50
SIGN SIGN DETACHED	4	4	11450	190.00	3	6450	0	230.00
TOTALS:	415	415	20072847	180934.62	390	14196490	0	151125.77
TOTAL SQUARE FOOTAGE:			0					