

FLORIDA HOME BUILDERS ASSOCIATION
Minutes of the Board of Directors Meeting
2009 Fall Leadership Conference
Renaissance Vinoy Hotel
St. Petersburg, Florida
October 30, 2009

President Jay Carlson called the meeting to order.

Immediate Past Second Vice President Ann Hagen gave the invocation and led Directors in the Pledge of Allegiance.

Secretary Dave Carter announced a quorum.

Minutes of the August 2, 2009 Board of Directors meeting were reviewed and approved.

Mr. Carlson thanked the Senior Officers for their support and saluted FHBA's Past Presidents. He gave a special recognition to outgoing Senior Officer Robert Parrish and thanked the Area Builder Vice Presidents for their work in 2009.

Mr. Carlson presented 2009 Eagle Awards for industry service to Richard Horton, Bill Varian, Jim Painter, and Rep. Gary Aubuchon. He also brought forward the entire FHBA staff to be honored by the Board of Directors.

Mr. Carlson offered special thanks to Bonded Builders Warranty Group, its President Whit Ward, and founder Howard Head for their generous support of the Florida Home Builders Association, including hosting planning retreats for the Senior Officers and Future Builders of America Trustees, and pledging \$10,000 to support FHBA's Technical Services Director staff position.

Second Vice President Ted Brase saluted FHBA's Past Second Vice Presidents and recognized Ms. Hagen as an outgoing Senior Officer. He honored the 2008-2009 Area Associate Vice Presidents and reported on the growth of FHBA's Vendor of Choice program, which now has 13 vendors. He reported that marketing for the program has increased with a stronger presence online at fhba.com. On a motion by Mr. Brase, duly seconded, Directors voted to accept Staples and Sherwin Williams Company as the newest Vendors of Choice.

CEO/Executive Vice President Paul Thompson gave his report and welcomed back Past Second Vice President Steve Lawson of Naples. Mr. Thompson congratulated Mr. Carlson and Mr. Brase on their leadership in 2009, saluted the association's outstanding staff, and urged everyone to make membership development a priority in the year ahead.

Sharon Neuhofer reported as Convention Committee Chair and was honored by Mr. Carlson for her outstanding work.

Beth Lukens of the Grand Hyatt Tampa Bay addressed the Board and proposed her property for the 2011 Annual Fall Conference.

Andrew Rocco reported as Chair of the Membership Committee and said FHBA Senior Officers and Directors must set the tone in making membership a priority again. He said that eight local HBAs in Florida recently engaged in membership training by the Oliver Group as part of a program funded in part by NAHB. He said that if the training led to successful drives, he would work to bring Oliver Group training to Florida again in February, 2010, so more HBAs could participate. Mr. Rocco saluted some of Florida's all-time Big Spikes, including Michelle Delaney, Paul Joyal, Patty Wedge-Ludwig, Doug Wenzel, Ken Patton, and Barry Rutenberg. Mr. Rocco also honored the 2009 Big Spike in Florida, Darin McMurray of the Lee BIA, who recruited 59 new members recruited. Runners-up for the Big Spike honor were Tom Lykos of the Collier BIA (57) and Mark Stevens of the Lee BIA (52). Mr. Carlson honored Mr. Rocco for his work on membership.

Mr. Thompson presented Life Director certificates to Mr. Brase of the HBA of Manatee-Sarasota, George Cooper of the Treasure Coast BA, and Judy James, Brenda Kunkel, and Bill Paul of the Tampa Bay BA.

Halo Fernandez reported as Chair of the Associates/Trades Council and offered Directors a challenge to build the membership by returning to the Council's mission of "Builders Doing Business with Associates." He reported that the Council was creating an annual award called the Paul Joyal Pinnacle Builder Award that would honor builders based on the percentage of their business that is done with associate members. Mr. Carlson honored Mr. Fernandez for his leadership of the Council.

Hugh Lichter reported as Chair of the Florida Sales & Marketing Council and introduced Ms. Kunkel as the 2010 Chair and Gayla Lees as Vice Chair. He also reported that he has earned lifetime SMC Trustee status along with Ms. Lees, Nancy Hunn, and Lou Ludwig. Mr. Carlson honored Mr. Lichter for his work as SMC Chair.

Kevin Burkholder reported as Chair of the FHBA-Remodelers and presented awards of excellence to local HBA Remodelers Councils. The HBA of Manatee-Sarasota was awarded the Best Community Service Project, while the Collier BIA was honored with three awards – Best Educational Program, Best Membership Recruitment/Retention, and Best Local Remodelers Council of the Year. Mr. Carlson honored Mr. Burkholder for his outstanding leadership.

Nathan Cross reported as Chair of the Commercial Builders Council and offered to help local HBAs form Councils. Mr. Carlson honored Mr. Cross for his service.

Mike Hickman reported as Chair of the Future Builders of America (FBA). He announced that Mr. Cross had become the newest member of the FBA Million Dollar Founders Circle and that John and Karen Koelemij recently paid the balance of their \$10,000 Million Dollar Founders Circle commitment. Mr. Hickman expressed his appreciation to Pat McLaughlin of the Florida Masonry Education Foundation for facilitating FBA's strategic plan. Mr. Hickman announced that Mr. Parrish would serve as Chair of FBA in 2010 and that Mr. Varian would once again lead the Summer Leadership Camp in 2010. Mr. Hickman concluded his report with a video on FBA, which was produced by FBA Trustee Kathy Robinson. Mr. Carlson honored Mr. Hickman for his leadership of FBA.

The report on the activities of the National Association of Home Builders (NAHB) was presented by State Representative (to NAHB) Karen Koelemij; Area V National Vice Chairman Chuck Fowke; and Third Vice Chairman Mr. Rutenberg. Ms. Koelemij encouraged Directors to attend the NAHB International Builders Show in Las Vegas. Mr. Fowke asked Directors to support BUILD-PAC financially in order to elect pro-housing, pro-business candidates to Congress. Mr. Rutenberg opened the floor for questions about NAHB and explained NAHB's initiatives with respect to appraisals and their over-reliance on foreclosures and distressed properties.

Mr. Fowke and CEO Carolyn Littlefield reported on Florida Home Builders Insurance, Inc. (FHBI). They said FHBI continues to offer insurance products and risk management services to the construction industry and serves as a non-dues revenue source for FHBA.

Treasurer Al Zichella gave the Finance Committee report and presented the proposed 2010 budget.

Mr. Zichella said FHBA will continue to negotiate with Regions Bank on the loan made to Park & Monroe Real Estate Corporation to finance the purchase of the bank building and parking lot adjacent to the FHBA headquarters building in downtown Tallahassee. Regions had indicated that it may accept a deed in lieu of foreclosure.

Mr. Zichella made a motion that FHBA formally ask FHBI for a \$175,000 dividend to be declared and paid in 2010. The motion was seconded and adopted by the Board.

Mr. Zichella made a motion that FHBA recommend to the Park & Monroe Real Estate Holding Company, Inc. that it list the FHBI headquarters building at Centennial Place for sale. The motion was seconded and adopted by the Board.

Mr. Zichella made a motion to remove \$130,748 from reserves to meet cash flow needs. The motion was seconded and adopted by the Board.

Mr. Zichella made a motion that FHBA form an audit and/or compensation committee through a Bylaws change to be voted on at the December 4, 2009 FHBA Board meeting.

Mr. Zichella presented the proposed 2010 budget, which had been circulated to the Board 30 days in advance of the meeting, and made a motion for its approval. After a duly made second, the budget was adopted by the Board, with two dissenting votes.

Mr. Carlson honored Mr. Zichella for his excellent work on FHBA's finances.

Ms. Koelemij reported as Chair of the Bylaws/Resolutions Committee and presented the following proposed Bylaws changes:

Deletes Article XV, Sec. 4, sections 9 and 10 related to FHBI:

Ms. Koelemij made a motion for approval and after a duly made second, the Board adopted the Bylaws change.

Amends Article XVI, Sec. 9, Part C to read: It is the policy of FHBA to capitalize those expenditures that are long lasting and benefit future periods. The individual expenditure must be at least \$1,000 and have a life longer than one year.

Ms. Koelemij made a motion for approval and after a duly made second, the Board adopted the proposed Bylaws change.

Amends Article IX, Sec. 1 and Article XV, Sec. 2 to add Council Chairs as non-voting members of the Executive Committee and the Governmental Affairs Committee as follows: Article IX, Sec. 1: A. There shall be an Executive Committee of the Board of Directors comprised of the President, First Vice President, Second Vice President, Third Vice President, Treasurer, Secretary, Associate Vice President, Area Builder Vice Presidents, Area Associate Vice Presidents, the Immediate Past President, the Immediate Past Second Vice President, the Chair of the Governmental Affairs Steering Committee, the Chair of the Local Presidents Council, the Chair of the Legal Action Committee, the Chair of the Industry Issues Committee, the Chair of the Political Action Committee, the Chair of the Bylaws/Resolutions Committee, the Chair of the Southeast Building Conference Committee, and the Chair of the Associate Members/Trade Council. B. The Chair of the Executive Officers Council, the Chair of the Convention Committee, the Past Presidents, the Past Second Vice Presidents, the Chair of the Membership Committee, the Chair of the Affordable Housing/Real Estate Finance Committee, the Chair of the Communications Committee, the Chair of the Area Vice Presidents Council, the Chair of the Commercial Builders Council, the Chair of the Community Developers Council, the Chair of the Green Building Council, the Chair of the FHBA-Remodelers Council, the Chair of the Sales & Marketing Council, the Chair of the Florida Home Builders Foundation, the National Vice President, and the NAHB State Representative shall serve on the Executive Committee in an advisory capacity without voting privilege and shall not be counted in the quorum. Article XV, Sec. 2: B. The designation, jurisdiction, and special tenures of committees are as follows: **Executive Committee** – The Executive

Committee of the Board of Directors shall conduct the affairs of the Association in accordance with its Bylaws and the policies and instructions of the Board of Directors. It shall be the policymaking and steering body of the Association responsible for establishing a budget, for financing of the Association, and for all matters of policy and public statement subject to the approval of the Board of Directors. 1. The Executive Committee shall be comprised of the President, First Vice President, Second Vice President, Third Vice President, Treasurer, Secretary, Associate Vice President, Area Builder Vice Presidents, Area Associate Vice Presidents, the Immediate Past President, the Immediate Past Second Vice President, the Chair of the Governmental Affairs Steering Committee, the Chair of the Local Presidents Council, the Chair of the Legal Action Committee, the Chair of the Industry Issues Committee, the Chair of the Political Action Committee, the Chair of the Bylaws/Resolutions Committee, the Chair of the Southeast Building Conference Committee, and the Chair of the Associate Members/Trade Council. 2. In addition, the Chair of the Executive Officers Council, the Chair of the Convention Committee, the Past Presidents, the Past Second Vice Presidents, the Chair of the Membership Committee, the Chair of the Affordable Housing/Real Estate Finance Committee, Chair of the Communications Committee, the Chair of the Area Vice Presidents Council, the Chair of the Commercial Builders Council, the Chair of the Community Developers Council, the Chair of the Green Building Council, the Chair of the FHBA-Remodelers Council, the Chair of the Sales & Marketing Council, the National Vice President, Chair of the Florida Home Builders Foundation, and the NAHB State Representative shall serve on the Executive Committee in an advisory capacity, without voting privilege, and shall not be counted in the quorum. **Governmental Affairs** – The Governmental Affairs Steering Committee is responsible for developing, recommending (to the Board of Directors) and implementing the Association's legislative policies. The President shall appoint the Chair and shall appoint the Vice Chair on a recommendation from the First Vice President. The Chair of the Legal Action Committee, the Chair of the Industry Issues Committee, and the Chair of the Political Action Committee shall be members. Each Affiliated Local Association shall select, and the Local President shall register, one member and one alternate member. The Chair may appoint up to a total of eight nonvoting members, as needed, to the committee to serve as task force chair, subcommittee chair, technical advisors, etc. All council chairs shall serve as nonvoting members. The Board of Directors of the Florida Home Builders Association shall be solely responsible for setting the policy of the Association. The Committee is responsible for administering the Governmental Affairs budget of the Association.

Ms. Koelemij made a motion for approval and after a duly made second, the Board adopted the proposed Bylaws change.

Amends Article IX, Sec. 1 to make the Past Presidents and Past Second Vice Presidents voting members of the Executive Committee. Ms. Koelemij made a motion for approval which died for a lack of a second.

Extends Article VII, Sec. 1, Sec. 3 to read: For the calendar year of 2010 only, \$10.00 will be allocated to the Florida Home Builders Association political action committees with \$75.00 going to operating funds. Following the calendar year 2010, \$30.00 to the Florida Home Builders Association political action committees.

Ms. Koelemij made a motion for approval and after a duly made second, the Board adopted the proposed Bylaws change.

Amends Article XI, Sec. 3 to change the quorum for Board meetings to no less than 60 voting directors.

Ms. Koelemij made a motion for approval and after a duly made second, the Board adopted the proposed Bylaws change.

Mr. Carlson honored Ms. Koelemij for her work as Bylaws/Resolutions Chair.

Suzanne Graham reported as Chair of the Governmental Affairs Committee and urged everyone to attend the December 4, 2009 Governmental Affairs Committee meeting in Orlando where priorities for the 2010 Legislative Session will be established. She thanked the governmental affairs staff and the committee members for a successful 2009 Legislative Session and welcomed Tony Martin as the 2010 Committee Chair. Mr. Carlson honored Ms. Graham for her outstanding work.

Jerry Linder reported as Chair of the Industry Issues Committee and noted that Department of Business and Professional (DBPR) Secretary Charles Drago and United States Attorney Brian Albritton addressed the Committee during its Fall Conference meeting. Mr. Carlson honored Mr. Linder for his leadership as IIC Chair.

Carlton Hodges reported as Chair of the Legal Action Committee and received an honor from Mr. Carlson for his outstanding work.

Mike Rahn reported as Chair of the Political Action Committee and thanked everyone who contributed to an FHB-PAC fund-raising event during the Fall Conference. He noted that Florida CFO and 2010 gubernatorial candidate Alex Sink was a guest speaker at the Fall Conference FHB-PAC meeting. Mr. Carlson honored Mr. Rahn for a great job as FHB-PAC Chair.

Richard Reynolds reported as Chair of the Codes and Standards Committee and indicated that FHBA will work with the Legislature to strengthen the statutory prohibition against mandatory sprinklers in homes. Mr. Carlson honored Mr. Reynolds for his leadership in codes.

Bill Paul reported as Chair of the SEBC Committee. He thanked his Vice Chair Ann Hagen for her help in organizing another successful event. He said plans were well underway for the 2010 show which will be held July 22-24 at the Orange County Convention Center in Orlando. Mr. Carlson made a special presentation to Mr. Paul for his work on the SEBC/Green Building Show.

Zac Extejt reported as Chair of the PR/Communications and thanked Communications Director Edie Ousley for her excellent work. Mr. Carlson honored Mr. Extejt for his service as Chair.

Arlene Stewart reported as Chair of the Green Building Council and made special presentations to Cindy Hall and Greg Hardwick for their efforts to promote Green Building and Green Building education. She reported that the Council will host a Green Building Stakeholders meeting on December 4, 2009 in Orlando where the featured speaker will be Sam Rashkin, director of the EPA ENERGY STAR program. Mr. Carlson honored Ms. Stewart for her outstanding work.

Francine Johannesen reported as Chair of the Executive Officers Council and recognized the EOs for their efforts. Mr. Carlson gave a special plaque to Ms. Johannesen as EO Council Chair.

John Koelemij reported as Chair of the Florida Housing Hall of Fame Board of Governors and invited everyone to attend the inductee ceremony where Kay Green, George Kavanagh (posthumously), and Joseph Narkiewicz will become the newest members of the Hall of Fame.

Dan Malloy reported as Chair of the Local Presidents Council and gave an update on a new component of the FHBA web site devoted to new home sales information that builders can use as comparables for appraisals.

Mr. Parrish and Ms. Hagen reported on a joint meeting of the Past Presidents and Past Second Vice Presidents and volunteered the past leaders as resources for current Senior Officers and Directors.

There being no further business, the meeting was adjourned.

FLORIDA HOME BUILDERS ASSOCIATION
2009 Annual Fall Conference
Minutes of the General Membership Meeting
Renaissance Vinoy Hotel
St. Petersburg, Florida
October 30, 2009

President Jay Carlson called the meeting to order.

Secretary Dave Carter announced a quorum.

State Directors for 2010 as submitted by local Home Builders Associations were elected by a voice vote.

There being no further business, the meeting was adjourned.

FLORIDA HOME BUILDERS ASSOCIATION
2009 Annual Fall Conference
Minutes of the 2010 Board of Directors Meeting
Renaissance Vinoy Hotel
St. Petersburg, Florida
October 30, 2009

President Jay Carlson called the meeting to order.

Secretary Dave Carter announced a quorum.

Barbara Revels reported as Chair of the Nominating Committee.

She presented the following slate of new Area Leaders for 2010 (Associate Area Vice Presidents automatically advanced to the second year of their terms unless otherwise indicated):

Area Builder Vice Presidents (2010-2011)

Area I	Karen Koelemij
Area II	Jim Painter
Area III	Frank Whalen
Area IV	Mark Bowes
Area V	Eric Isenbergh
Area VI	Bill Truex
Area VII	Bruce Malasky

Area Associate Vice President (2010)

Area V	Hugh Lichter
Area VII	Miriam Alvarez

On a motion by Ms. Revels, duly seconded, the Board elected the new Area Leaders and President-elect Chuck Fowke installed them in their respective positions.

Ms. Revels placed in nomination the names of Suzanne Graham and Ron Lieberman for the office of Secretary and asked for nominations from the floor, of which there were none. Nominations were closed. Richard Durling and George Hansford seconded the nomination of Ms. Graham, who addressed the Board. Thomas Long and Joe Meek seconded the nomination of Mr. Lieberman, who addressed the Board. Ballots were cast and Ms. Graham was elected Secretary. Mr. Lieberman asked that a unanimous ballot be cast for Ms. Graham.

Ms. Revels placed in nomination the name of Dave Carter for Treasurer and asked for nominations from the floor, of which there were none. Nominations were closed. The Board unanimously elected Mr. Carter.

Ms. Revels placed in nomination the name of Bud Swindell for Associate Vice President and asked for nominations from the floor, of which there were none. Nominations were closed. The Board unanimously elected Mr. Swindell.

Ms. Revels placed in nomination the name of Bill Smock for Third Vice President and asked for nominations from the floor, of which there were none. Nominations were closed. The Board unanimously elected Mr. Smock.

Ms. Revels placed in nomination the name of Judy James for Second Vice President and asked for nominations from the floor, of which there were none. Nominations were closed. The Board unanimously elected Ms. James, who addressed the Board, and honored Mr. Brase as outgoing Second Vice President.

Ms. Revels placed in nomination the name of Al Zichella for First Vice President and asked for nominations from the floor, of which there were none. Nominations were closed. The Board unanimously elected Mr. Zichella.

Ms. Revels placed in nomination the name of Chuck Fowke for President and the Board unanimously elected Mr. Fowke, who then addressed the Board and honored Mr. Carlson as outgoing President.

On behalf of the Senior Officers, Mr. Fowke recommended new appointees to the FHBI Board, including George Hansford (Chair), Mr. Parrish, and Bill Wendle, the Executive Officer of the Collier BIA, who were each appointed to a three-year term. Mike Rahn was appointed to complete the term of Read Davis who resigned from the FHBI Board. Jerry Linder was appointed to complete the term of Jamie Stern who resigned from the FHBI Board. Tom Thornberry and Scott Coulombe were appointed as non-voting members of the FHBI Board serving the vacant positions of Immediate Past FHBA President and Immediate Past FHBI Chair, respectively.

Mr. Fowke thanked Past Presidents Ron Coppenbarger (2009 Chair) and Robert Harper (Past Chair) for their service on the FHBI Board as well as Past President Richard Durling and Lee BIA Executive Officer Mike Reitmann, who recently completed their terms on the FHBI Board.

There being no further business, the meeting was adjourned.

ATTENDANCE
FHBA Board of Directors Meeting
Orlando, Florida
October 30, 2009

Brevard

Bob Farr
Keith Gover
Paul Joyal
Tom Franz

Charlotte-DeSoto

Tom Thornberry
Pat Laurendine
Peter Taylor
John Carlson
Larry Sandles
Suzanne Graham
Rob Humpel
Carole Ponzio
Sharon Neuhofer
Odette Embury
Bill Truex
Zac Extejt
Jim Sanders
TJ Thornberry
Jessica Thornberry
Karin Tucker

Citrus

Jim Loos

Joe Meek

Cyndi McRee
Randy Clark
Tommy Long
Ron Lieberman
Donna Bidlack
Darrell Reneau

Collier

Patty Wedge-Ludwig
David Aldrich
Fritz Sullivan
Allen Foy
Bill Varian
Tom Lykos
Al Zichella
Steve Lawson
Jeff Maddox

Flagler/Palm Coast

Frank Whalen
Ruen Beane
Barbara Revels

Gold Coast

Ray Puzziello
Bruce Malasky
Howard Head

Hernando

Andrew Colombino
Brenda McDaniel
Jeff West

Highlands

Carter Gordon

Lake

Kevin Burkholder
George Hansford

Lee

Richard Durling
Michael Reitmann

Manatee/Sarasota

Melissa Shapiro
Nick Bonsky
Walt Lingard
Richard Reynolds
David Langhout
Kathleen Strobel
Russell LeGrande
Micheal Kramer
Drew Smith
Alan Anderson
Dave Wick
Bud Swindell
David Hunihan
Lynn Pepkowski
Mike Rahn
Ken Patton
Ted Brase
Bill Smock
Don Neu
Kathy Robinson
Beverly Smock
Karen Wiseman

Marion

Francine
Johannesen
Chad Johannesen

Metro Orlando

Ann Hagen
Paul Mashburn
Lee Holt
Don Wetherington
Tony Martin
Paul Iandoli
Nathan Cross
Michelle Delaney
Randy Moore
Frank Copare

**North Central
Florida**

Barry Rutenberg
Andrew Rocco
Jim Painter
Arlene Stewart
Rene Rutan

Northeast Florida

Tim Adkinson
Warren Powers
Rita Williams
Jerry Linder

**Panama City-Bay
County**

Tom Gladstone

Polk County

Gary Clements
Dave Carter

FHBA Staff

Paul Thompson,
CAE
Lynne Edwards
Terri Rea
Kimberley Scott
Edie Ousley
Jennifer Wittstock
Robin Erb
David Hart
Douglas Buck
Jack Glenn
Keith Hetrick
Victoria Fogle

South Florida

Richard Horton
Halo Fernandez

Treasure Coast

George Cooper
Ken Ringe
Cindy Hall
Gail Kavanaugh

Tallahassee

Robert Parrish
John Koelemij
Karen Koelemij

Susan Leigh
Ed Dion

Tampa Bay

Elizabeth Lyon-Hall
Gayla Lees
Joseph Yannon
Patricia Mellie
Hugh Lichter
Brenda Kunkel
Bill Croce
Terri McGinnis
Nancy Hunn
Peter Pascucci
Chuck Fowke
Eric Isenbergh
Ed Farmer
Bill Paul
Dave Acker
Judy James
Dan Molloy
Jennifer Doerfel
Mike Bartoletta