

Builders Connection

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SUNDAY
MARCH 11, 2007

Citrus County Builders Association



Don't rain on our parade

This is your last day to visit the Annual Spring Parade of Homes, hosted by the Citrus County Builders Association. The parade has run since Feb. 23 and will finish at 5 p.m. today. Models will be open for viewing, at no charge, from noon until 5 p.m.

Visitors perusing the Parade of Homes will receive a special postcard to be stamped at the parade sites as they visit. Once completed it may be turned back in to the drop box provided at the Showcase Home

located at 5384 North Elcam Blvd. in Pine Ridge Estates, to be drawn for one of the 27 fantastic door prizes valued at \$100 each.

Our special thanks go to:

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- Silver Sponsors
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■ Bronze Sponsors
AAA Roofing, Bright House Networks, Central Florida Gas, Countrywide Home Loans, and Nicholson Engineering

■ Awards Banquet Sponsor
Smart Interiors

For more information on the 2007 Spring Parade of Homes, go to or stop by the CCBA or a participating model for the Official 2007 Spring Parade Book.

Newest members of CCBA



From left, CCBA welcomes new members Glenn Rothwell of Sunrise Construction LLC, Mathew Ballargeon and Necia Ratliff of Marketing Solutions LLC, and Mary Ianelli, the newest affiliate member of SunTrust Mortgage.

Annual Chili Cookoff and King of the Wing winners



The CCBA congratulates its Annual Chili Cookoff and King of the Wing Competition winners. The Chili Cookoff and King of the Wing Competition, sponsored by the CCBA Spike Club and Beef O' Brady's of Crystal River, was Feb. 22 at the CCBA. Winners, from left, are: Necia Ratliff for Hottest Dam Chili, Alpha Arnold for Best Dam Chili, Denise Jack for Most Unusual Chili, Mike Fitts for Hottest Dam Wings, Kathy Foulkes for Most Unusual Wings and Mathew Ballargeon for Best Dam Wings.

CCBA offers continuing education course

Are you in compliance? Receive 10 credits, including Workplace Safety, by attending an OSHA certification course (#0008550, #0007379) presented by Safe-Site through the Continuing Education Academy (provider #0003208) and receive four credits, including Business Practices, by attending The Tools & Techniques of Business Management course (# 0008555, #0007384) presented by the Continuing Education Academy. These courses are presented in conjunction with

the Citrus County Builders Association. Courses run from 8 a.m. to 4 p.m. March 14 and 15 at the CCBA, 1196 Lecanto Highway. Lunch is included.

Attend a Construction Management Workshop during which you will obtain valuable information concerning:

- Business Management
- Employee Retention
- Risk Management and OSHA
- Financial Management
- Business Continuation Strategies

- Asset Management
- Tax Planning

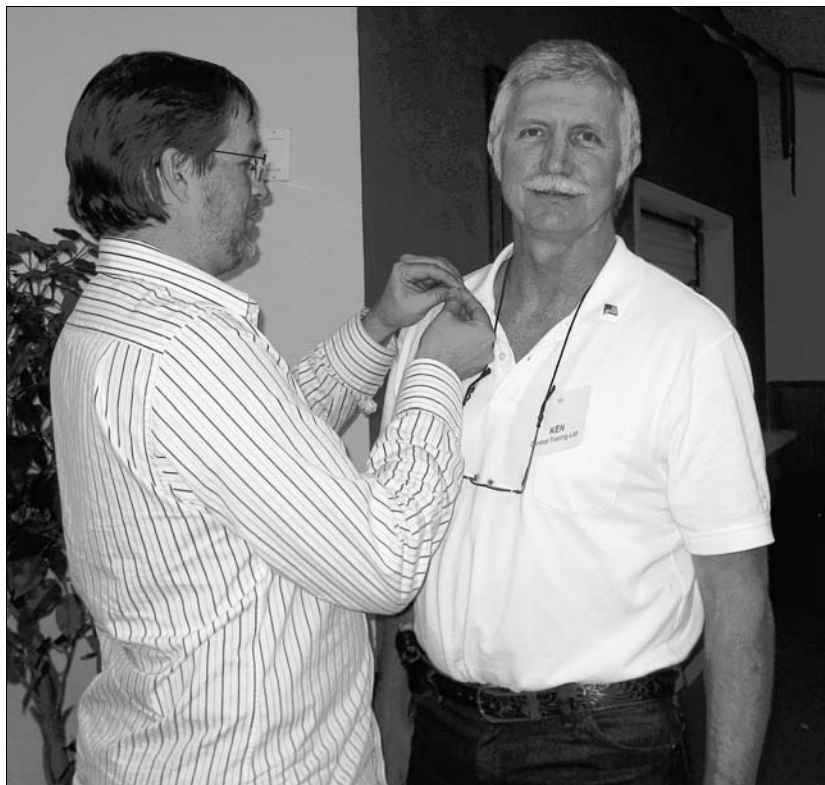
Receive two required courses (WPS and BPS) for a total of 14 credits. Cost for members is \$275, or \$300 for nonmembers. Obtain a registration form from the CCBA. Make checks payable to Citrus County Builders Association. Cancellations must be received 48 hours in advance to receive a refund. Questions? Call Steve Saladino at (727) 536-1881.

Calendar of EVENTS

- LAST DAY — Spring Parade of Homes — March 11 (scattered sites)
- OSHA Certification Continuing Education Classes — 9 a.m. to 5 p.m. March 14 and 15
- Spring Parade Awards Banquet — March 16
- Family Fishing Tournament — April 21 and 22 (Plantation Inn & Golf Resort)
- South Eastern Building Conference — July 11 to 14 (Orlando)
- Annual Jim Blackshear Memorial Golf Outing — October 2007 (Black Diamond Country Club)
- Annual Home & Outdoor Show — November 2007 (National Guard Armory, Crystal River)

Event dates, times, and locations subject to change. Call the CCBA at 746-9028 to confirm or obtain details.

Spiked!



CCBA Associate Vice President Joe Bell, left, presents Ken Will of Central Testing Laboratory, right, with his hard-earned Spike Pin. As a Spike, Will is now a member of the most elite membership recruiting group within the national, state and local Builders Associations.



July 12-14, 2007

NAHB Leader Sandy Dunn to speak at SEBC

Sandy Dunn, a second-generation home builder from Point Pleasant, W.Va., and the First Vice President of the 235,000-member National Association of Home Builders, will be one of the featured speakers at the Southeast Building Conference (SEBC) on July 12 to 14 at the Orange County Convention Center in Orlando.

Dunn, who runs a family-owned home building business founded by her father more than 50 years ago, will conduct special briefings for the Senior Officers and Executive Committee of the Florida Home Builders Association and speak on Friday morning, July 13, at the FHBA Governmental Affairs Committee meeting, which is open to all SEBC delegates.

Now in its 29th year, the SEBC features more than 1,000 exhibits, including a new GreenTrends section of Green Building products and resources, 60-plus continuing education programs, intensive courses leading to professional designations, and the New Southern Home, a showcase of custom home building innovations and ideas.

Dunn is a problem solver whose business philosophy hinges on successful communication. She believes in listening to everyone's concerns to gain a solid understanding of an issue and identify solutions that satisfy the main objective.

Through the years, she has managed to successfully balance running her own business with keeping up-to-date on the concerns of regional, statewide and national home building

organizations. Home building and politics are a way of life for Dunn, as her family has always embraced both pursuits. Her father chaired the Republican Party in Mason County, W.Va., for 40 years and served in the state senate. One of her brothers has also been a state senator, and her other brother has had an extensive political career culminating in his election to the governorship of Kentucky.

Dunn served four years on her city council, and has been actively involved in the NAHB federation at all levels for nearly 30 years.

As early as 1976, her fellow builders recognized her commitment to the building industry by naming her Builder of the Year of her local HBA. She was elected president of the Home Builders Association of Greater Charleston (W.Va.) in 1987 and rose to president of the (state) Home Builders Association of West Virginia in 1991 and 1992. In 1997 the state association awarded Dunn the Henry E. King award, the highest honor given to a builder in the state of West Virginia.

On the national front, Dunn has held a wide range of leadership positions throughout NAHB, including chairmanships and participation on six major committees.

She served as an NAHB national vice president in both 1988-89 and 2000-01, was named National Representative of the Year in 1998, is a BUILD-PAC trustee, and has achieved the status of NAHB senior life director. She is in line to become NAHB president in 2008.

