



# 2016 ANNUAL REPORT

## BALDY VIEW CHAPTER

[BIABUILD.COM](http://BIABUILD.COM)



# Thank You To Our Partners

## ENERGY EFFICIENCY EDUCATION PARTNERS



## SAPPHIRE PARTNERS



## RUBY PARTNERS



## EMERALD PARTNERS



## TOPAZ PARTNERS







# Thank You To Our Leadership

## 2016 EXECUTIVE COMMITTEE

**ALI SAHABI**  
Optimum Group  
Chapter President

**PHIL BURUM**  
Diversified Pacific  
VP Membership

**RYAN COMBE**  
Lennar Homes  
VP Programs

**DAN LEIGH**  
Corman Leigh Communities  
VP Government Affairs

**KRISTINE SCOTT**  
Southern California Gas Company  
Treasurer

**JIM PERRY**  
Beazer Homes  
Immediate Past President

**TERRY KENT**  
Crestwood Communities

**DAN POCIUS**  
Frontier Communities

**JONATHAN WELDY**  
Meridian Land Development Co.

**KEVIN-JAMES GONZALEZ**  
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## 2016 BOARD OF DIRECTORS

**FRED AGUDELO**  
Fred Agudelo Construction

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imortgage

**DARIN JOHNSON**  
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**EILEEN MERINO**  
CDS Insurance

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Housing Partners I

**JOHN OHANIAN**  
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**DEAN PARADISE**  
David Evans and Associates, Inc.

**KEYVAN RAZI**  
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**SUSAN RICCIO**  
Vanguard Builders

**PETER SPARKS**  
KB Home

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The Toro Company



# 2016 OVERVIEW

## Ali Sahabi

2016 Chapter President



Helping others is an important part of the work that we do. Our efforts have broader-reaching benefits: creating jobs, building new infrastructure and improving the quality of life of the communities we serve. We've accomplished much in the past year and I'd like to take a moment to highlight some of the outstanding efforts of our BIA Baldy View Chapter: First of all, we remained pro-active in government affairs, ensuring that the interests of our members are served. Our chapter's Government Affairs program this year received national recognition from the National Association of Homebuilders, and was awarded the NAHB Association Excellence Award for our Local Government Affairs Effort in 2015 that focused on the importance of homebuilding during the drought.

This was also a banner year for educational conferences and summits. 2016 marked the first year that BIA Baldy View held three distinct and policy-oriented events with the Third Annual Housing Policy Conference in June, the 10th Annual San Bernardino County Water

Conference in August and the Inaugural Education Summit in September. These three events drew in more than 1,000 education, policy, water and business leaders to discuss matters of critical importance, not only to the building industry, but to the overall economic well-being of the entire region.

This year's Baldy View Programs have been hugely successful with every event either sold out or exceeding our attendance projections. We also brought in a phenomenal 61 new members this year – an increase of 37 percent over 2015! We have a lot of work to do next year and because of our common interests I believe we need to continue to work together to promote the goals and values that our industry upholds.

### SECTION 1

## Membership

The Baldy View Chapter continues to successfully promote the Building Industry Association as "One Association" and provide excellent service to our members. The membership section provides an overview of our recruitment and numerous benefits of BIA membership.

### SECTION 2

## Programs

The Baldy View Chapter hosted a wide range of successful events, seminars and conferences in 2016. We strive to provide our members with new learning and networking opportunities with events such as the Housing Policy Conference, Elected Officials Reception, the BIA Backyard BBQ and the newest event CRAFTED!

### SECTION 3

## Government Affairs

Government Affairs advocacy remains a top priority for the Baldy View Chapter and we achieved a multitude of significant policy victories in 2016. Our chapter remained focused on the pursuit of the strategic goals adopted by our Board of Directors.



## 2016 MEMBERSHIP SUMMARY



### Phil Burum

2016 BIA Baldy View Membership Chair  
Diversified Pacific

The Membership Committee is to be congratulated this year! The Baldy View Chapter recruited 61 members this year, an increase of 37% over 2015!

The good-natured competition of our membership drives brought out the best in our Board members and other Committee Members who participated in Baldy View's March Madness and NFL Kick-off! Both these events were great fun and successful membership efforts.

On the retention front, Baldy View is holding steady and to help with our efforts to retain members, the Membership/Programs Committee will be launching a new committee in 2017, "Connected". This new committee and its members will serve as a guide and mentor to new and 1st year members to ensure they start to receive the benefits and value of BIA of Southern California beginning day-one!



# Connect

The goal of CONNECTED is to inspire and motivate our newest members to become actively involved at BIA and help maximize the value they receive from our Association.



# MEMBERSHIP ▲

## WHY YOU SHOULD BE A BIA MEMBER!

**Representation** – BIA’s influential standing with government officials will provide a strong voice to represent your business interests at regulatory agencies as well as with the local, state, and federal government. The BIA Government Affairs program successfully advocates on public policies that positively affect our industry and your business bottom line.

**Networking** – The networking and education opportunities are vast, varied and well worth your time investment! Our Association offers workshops, Builder Update Seminars, Golf Tournaments, Elected Official Receptions, and much more. Each Chapter offers a variety of opportunities to network with your fellow members: developers, builders, consultants, and contractors doing business in the Southern California Building Industry.

**Savings** – Your BIA Membership also provides a variety of valuable discounts to companies such as Lowes, GMC, Verizon, Dell, Office Depot, and many more! For more information on the many member benefits and discounts, visit [www.biabuild.com](http://www.biabuild.com) click on the Membership tab.

## GET THE MOST OUT OF YOUR MEMBERSHIP, USE OUR CHECKLIST!

**30 Days**

**COMMIT TO:**

- ✔ Browse BIA websites, Local, State, National
- ✔ Like BIA Baldy View and the other Chapters on Facebook and Twitter
- ✔ Attend one or more of our networking events
- ✔ Learn about and sign up for discount programs and start saving \$\$
- ✔ Include a BIASC and the local Chapter’s logo on your website
- ✔ Familiarize yourself with weekly e-newsletter

**60 Days**

**COMMIT TO:**

- ✔ Look into builder rebate program
- ✔ Log on to “member login” - Local, State, National sites
- ✔ Make sure your listing has correct contact information
- ✔ Look at list of BIA committees, to see where you would have an interest in getting involved
- ✔ Send your business news to your local Chapter to promote on social media
- ✔ Ask about Partnership Program - an easy way to budget and support your BIA Chapters.

**90 Days**

**COMMIT TO:**

- ✔ Consider signing up for a BIASC council
- ✔ Time is limited and not sure how to get involved?
- ✔ Call the BIA Baldy View Chapter to learn more about how and where you can serve.
- ✔ Review the BIASC membership directory for potential business connections
- ✔ Decide shows and events to participate in to grow customers and business



**Membership Application**

**Building Industry Association of Southern California, Inc.  
Builder – Developer – Remodeler**

**PAGE 1**

Company Name \_\_\_\_\_

Address \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_

Company URL (Web Address): \_\_\_\_\_

Primary Contact \_\_\_\_\_ Title \_\_\_\_\_ Email \_\_\_\_\_

Billing Contact \_\_\_\_\_ Title \_\_\_\_\_ Email \_\_\_\_\_

Please list additional staff to be placed on your company's BIA roster to ensure their receipt of important announcements such as industry news, educational and networking opportunities. You may attach a separate staff registration sheet if necessary.

Additional Contact \_\_\_\_\_ Title \_\_\_\_\_ Email \_\_\_\_\_

Additional Contact \_\_\_\_\_ Title \_\_\_\_\_ Email \_\_\_\_\_

Additional Contact \_\_\_\_\_ Title \_\_\_\_\_ Email \_\_\_\_\_

**Who recommended that you join BIASC?**

Name \_\_\_\_\_ Company \_\_\_\_\_

**BUILDER MEMBER CATEGORIES**

**Builder Member:** Any individual, firm or corporation who is licensed by the State of California to do business as a general building contractor (B-1 License) or as a general engineering contractor (A License) or an owner-builder, land developer, or project developer. Builder Members please also complete the attached Assessment form/s by category.

- Builder \$1,050 Annual Base + Assessment
- Affordable Housing Builder \$1,050 Annual Base + Assessment
- Commercial/Industrial Builder \$1,050 Annual Base + Assessment
- Remodeler \$600
- Developer \$1,050 Annual Base + Assessment
- Apartment Builder \$2,600 Annual Base + Assessment
- Labor Agreement Signatory \$1,050 Annual Base + Man Hours
- Master Plan Developer \$23,000 + CBIA Major Contributor

**What are Assessments:** Assessments are part of the Association's dues structure. They are payments we ask our Builder and Developer members to make based on their success in selling homes or land. Assessments are an important component of the Association's revenue, providing funding for a portion of the Association's operations including our government affairs activities and other general & administrative expenses. Please see the Assessment forms included with this application and complete any form/s that apply to your company's current building and development activities.

**Join the BIASC specialty Council that is right for you!** *Page 3 of this packet contains Council descriptions.*

Indicate Council/s of your choice below and be sure to add the correct Council dues amount to payment total on Page 2.

- SAGE - \$95 (Optional NAHB 55+ Housing Council Membership: add \$100)
- Greater Sales & Marketing - \$95
- Remodelers and Custom Builders - \$85
- Customer Service Builders – sponsorship only
- Union Contractors - \$150

**Members have full privileges at all four BIASC Chapters!** Please check the BIASC Chapters you wish to receive communications from. You may choose one, all or some.

- Baldy View (San Bernardino County)
- LA/Ventura
- Orange County
- Riverside County (includes Desert Region)

**Help us ensure that your goal/s for joining BIA will be achieved.** Please indicate your main reason/s for joining BIASC:

- Supporting the advocacy work and other important efforts of BIA on behalf of the building industry
- Networking – Creating and maintaining relationships in the building industry and building awareness of your company and its offerings
- Accessing the online member directory
- Taking advantage of the members-only discounts
- Other: Use lines below for additional input:

\_\_\_\_\_

\_\_\_\_\_





# Membership Application

Building Industry Association of Southern California, Inc.  
Builder – Developer – Remodeler

PAGE 2

## Membership Application Page 2 – Please Complete All Sections

- 1) Please help us categorize your company for the online directory by telling us your primary business activities:  
*Example: 1. Developer 2. Custom Home Builder 3. Multi-family Home Builder* - Please list at least one business activity:
- 1 - \_\_\_\_\_ 2 - \_\_\_\_\_ 3 - \_\_\_\_\_
- 2) Total Number of Permanent Full Time Employees \_\_\_\_\_
- 3) Labor Coverage (If applicable, please list Union Agreements to which you are signatory): \_\_\_\_\_
- 4) General or Specialty Licenses/State Contractors License: \_\_\_\_\_
- Classification: \_\_\_\_\_ Date Issued/Exp Date: \_\_\_\_\_

### PAYMENT

▶ Please see the Builder Member Categories on Page 1 to determine your dues level, complete any applicable assessment form/s and complete all necessary items below:

I will be paying with:  Company Check  VISA  MasterCard  American Express

Checks should be made out to BIASC and mailed to: 24 Executive Park, Suite 100 – Irvine CA 92614

You may also fax this application to 949-296-3499 or email it to [membership@biasc.org](mailto:membership@biasc.org)

#### Credit Card Payment Info:

Cardholder Name (please print) \_\_\_\_\_

Credit Card # \_\_\_\_\_ Expiration \_\_\_\_\_

Cardholder Signature \_\_\_\_\_ Billing Zip Code \_\_\_\_\_

I Hereby Authorize BIASC to Charge the Above Card for my correct Builder base dues amount, Assessments (If applicable, refer to calculation totals on Assessment form/s) and Council dues (if applicable) for the total of:

\$ \_\_\_\_\_

▶ Credit card payments must include Cardholder Name, Signature, Expiration, and Billing Zip Code to be processed.

Applicant Signature \_\_\_\_\_ Date \_\_\_\_\_

Print Name \_\_\_\_\_ Title \_\_\_\_\_

Dues are non-refundable after the application is approved and processed for membership. BIASC Tax ID# 95-2507082

**Political Action Committee Funds Allocation:** A portion of your membership dues will be allocated to the BIASC Political Action Committee (PAC). If your company policies prohibit such contributions please check this box . PLEASE NOTE: This will not change your membership dues amount.

**Tax Information:** Dues payments to BIASC are not deductible as charitable contributions for federal income tax purposes. However, all payments may be tax deductible as ordinary and necessary business expenses with a portion subject to exclusion for lobbying activities.

**BIASC Proudly Promotes and Protects All of Southern California's Construction and Building Industry!**  
Find us on the web at [www.biasc.org](http://www.biasc.org) or call us at 949-553-9500



**Membership Application**

**Building Industry Association of Southern California, Inc.  
Associate**

PAGE 1

Company Name \_\_\_\_\_

Address \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Phone (\_\_\_\_) \_\_\_\_\_ Fax (\_\_\_\_) \_\_\_\_\_

Company URL (Web Address): \_\_\_\_\_

Primary Contact \_\_\_\_\_ Title \_\_\_\_\_ Email \_\_\_\_\_

Billing Contact \_\_\_\_\_ Title \_\_\_\_\_ Email \_\_\_\_\_

Please list additional staff to be placed on your company's BIA roster to ensure their receipt of important announcements such as industry news, educational and networking opportunities. You may attach a separate staff registration sheet if necessary. Not Applicable to Sole Proprietor members.

Additional Contact \_\_\_\_\_ Title \_\_\_\_\_ Email \_\_\_\_\_

Additional Contact \_\_\_\_\_ Title \_\_\_\_\_ Email \_\_\_\_\_

Additional Contact \_\_\_\_\_ Title \_\_\_\_\_ Email \_\_\_\_\_

**Who recommended that you join BIASC?**

Name \_\_\_\_\_ Company \_\_\_\_\_

**ASSOCIATE MEMBERSHIP CATEGORIES**

**Associate Member:** Associate members are broadly categorized as one of six types (below). BIASC Associate members may be a person, firm or corporation licensed to do business as a specialty contractor by the State of California, or any person or entity offering professional services of any kind to the building industry such as architectural, engineering, marketing, design, financial/lending services, etc., or any form of business that benefits/serves the building industry. For standard Associates, membership is based on company size. Please check the box below that best describes your company:

- Small Associate (1 - 25 employees) \$700 + \$51 BILD Contribution\*       Non-Profit Institution/Organization \$600
- Large Associate (26 or more employees) \$1,450 + \$101 BILD Contribution\*       Labor Agreement Signatory \$700 Annual Base+Man Hours
- Sole Proprietor (e.g.: Consultant with No Employees) \$400 + \$51 BILD Contribution\*       Industry Partner \$15,000 (includes CBIA Partnership)

**Members have full privileges at all four BIASC Chapters!** Please check the BIASC Chapters you wish to receive communications from. You may choose one, all or some.

- Baldy View (San Bernadino County)       LA/Ventura       Orange County       Riverside County (& Desert Region)

**Join the BIASC specialty Council that is right for you!** *Page 3 of this packet contains Council descriptions.*

Indicate Council/s of your choice below and be sure to add the correct Council dues amount to payment total on Page 2.

- SAGE - \$95 (Optional NAHB 55+ Housing Council Membership: add \$100)       Customer Service Builders – sponsorship only
- Greater Sales & Marketing - \$95       Remodelers and Custom Builders - \$85       Union Contractors - \$150

**Help us ensure that your goal/s for joining BIA will be achieved.** Please indicate your main reason/s for joining BIASC:

- Networking – Creating and maintaining relationships in the building industry and building awareness of your company and its offerings
- Supporting the advocacy work and other important efforts of BIA on behalf of the building industry
- Accessing the online member directory
- Taking advantage of the members-only discounts
- Other: Please tell us your goal for joining BIASC in your own words: \_\_\_\_\_



# Membership Application

# Building Industry Association of Southern California, Inc. Associate

PAGE 2

## Membership Application Page 2 – Please Complete All Sections

- 1) Please help us categorize your company for the online directory by telling us your primary business activities:  
*Example: 1. Roofing Contractor 2. Solar Roof Provider 3. Roof Repair Services* - Please list at least one activity:
- 1 - \_\_\_\_\_ 2 - \_\_\_\_\_ 3 - \_\_\_\_\_
- 2) Total Number of Permanent Full Time Employees \_\_\_\_\_
- 3) Labor Coverage (If applicable, please list Union Agreements to which you are signatory): \_\_\_\_\_
- 4) General or Specialty Licenses/State Contractors License: \_\_\_\_\_
- Classification: \_\_\_\_\_ Date Issued/Exp Date: \_\_\_\_\_

### PAYMENT

▶ Please see the Associate Member categories on Page 1 to determine your dues level and complete all necessary items below:

I will be paying with:  Check  VISA  MasterCard  American Express

Checks should be made out to **BIASC** and mailed to: 24 Executive Park, Suite 100 – Irvine CA 92614

You may also fax this application to 949-296-3499 or scan and email it to [membership@biasc.org](mailto:membership@biasc.org)

#### Credit Card Payment Info:

Cardholder Name (please print) \_\_\_\_\_

Credit Card # \_\_\_\_\_ Expiration \_\_\_\_\_

Cardholder Signature \_\_\_\_\_ Billing Zip Code \_\_\_\_\_

I hereby authorize BIASC to charge the above credit card for my correct Associate Members Dues type and Council Dues and BILD Contribution (if applicable) for a total of:

\$ \_\_\_\_\_

▶ Credit card payments must include Cardholder Name, Signature, Expiration, and Billing Zip Code to be processed.

Applicant Signature \_\_\_\_\_ Date \_\_\_\_\_

Print Name \_\_\_\_\_ Title \_\_\_\_\_

Dues are non-refundable after the application is approved and processed for membership. BIASC Tax ID# 95-2507082

\* **BILD contribution:** Your Building Industry Legal Defense Foundation (BILD) contribution helps protect the entire building industry but is NOT required to complete your membership registration. BILD is a California mutual benefit nonprofit corporation whose purposes are to monitor legal developments and to initiate litigation designed to improve the business climate for the building industry.

**Political Action Committee (PAC) funds allocation:** A portion of your membership dues will be allocated to the BIASC Political Action Committee. If your company policies prohibit such contributions please check this box  PLEASE NOTE: This will not change your membership dues amount.

**Tax information:** Dues payments to BIASC are not deductible as charitable contributions for federal income tax purposes. However, all payments may be tax deductible as ordinary and necessary business expenses subject to exclusion for lobbying activities.

**BIA of Southern California, Inc. Proudly Promotes and Protects Southern California's Construction and Building Industry**  
 Find us on the web at [www.biasc.org](http://www.biasc.org) or call us at 949-553-9500 FAX: 949-296-3499



## BIA of Southern California's Regional Councils: Join Today, *Network Tomorrow!*



### 55 + Housing Council

The 55+ Housing Council provides the education and networking tools needed to ensure success in building for and serving the senior market. The council offers members a chance to learn and share information with others in their field, helping them to maintain their competitive edge. 55+ Housing Council events are very well attended!



### Home Builders Council (HBC)

The HBC's primary purpose is to provide students who are interested in pursuing a construction oriented career with scholarships and financial support through grants and other donations and to advance homebuilding educational programs at high schools, community colleges and universities. Join HBC and help prepare tomorrow's builders!



### Customer Service Builders Council (CSBC)

The CSBC provides a forum where customer service professionals can network and share ideas on new technologies and innovative solutions for warranty and service within the building industry, improvements in product quality and service, and educational resources for both the industry and the public. Better customer service = better client relationships!



### Greater Sales & Marketing Council (GSMC)

The Greater Sales & Marketing Council's mission is to deliver greater reward, greater benefits and greater return to our members throughout Southern California by providing a forum for Membership, Education, Networking, Recognition, Sponsorship and Mentoring. Join GSMC and be a part of the group that holds several outstanding events a year!



### Remodelers & Custom Builders Council

The Remodelers & Custom Builders Council is a professional network created to help remodelers and custom home builders identify ways to establish and maintain credibility with customers, exchange ideas, and develop new services as needed.



### Union Contractors Council (UCC)

UCC is composed of union general contractors and subcontractors who share the common concerns of advancing union construction and addressing critical industry issues which impact union contractors. All interested parties can contact Pam Ackrich for more information at 949-553-9500, ext 858 or email her at [pamackrich@biasc.org](mailto:pamackrich@biasc.org).

#### Council Dues:

55+ Council: \$175  
GSMC: \$95

HBC: \$100  
RCBC: \$85

CSBC: Sponsorship Only  
UCC: \$150

To join a Council please see Page 1 of the BIASC Membership Application or contact Councils Manager, Amy Cisneros: 949-553-9500, ext 855 - Email [acisneros@biasc.org](mailto:acisneros@biasc.org)



Southern California



National Association  
of Home Builders



\$\$ in the Bank!!

## Reduce Expenses with Your BIASC Membership

As a BIASC member, you have access to several offers that will reduce expenses for goods and services your company uses every day.

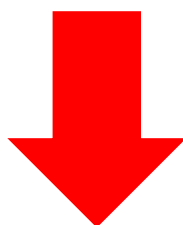
Please take note of the following members-only discounts and be sure to register for as many as possible and maximize their impact on your company's bottom-line:

- **Lowe's ProServices Discounts:** 2% on your Lowe's Accounts Receivable (LAR) purchases, free delivery on purchases over \$500, and an additional 5% on in-store purchases (see page 2)
- **Special Workers Comp Program for BIA Members Only:** Significant savings on Workers Comp policies! (see page 5)
- **\$500-\$1,000 off qualifying GM vehicles** (see page 2)
- **Up to 22% on Verizon Wireless** plans and MORE from the National Purchasing Partners Program (**NPP**) (see page 3)
- **Customized General Liability programs** for builders and contractors from CDS Insurance that include 10 hours of FREE Risk Review consultation
- **Low rates on BIASC Career Center (Job Placement Board) with Boxwood Tech, Inc.**
- **And many more: SEE FOLLOWING PAGES!**

### Questions?

Contact Kevin Ward at 949-777-3856, or via email at [kward@biasc.org](mailto:kward@biasc.org)

**Please See the Full List of Available Discounts**





## Member Advantage at a Glance

[www.nahb.org/ma](http://www.nahb.org/ma)

**Lowe's** - Visit [www.LowesForPros.com/NAHB](http://www.LowesForPros.com/NAHB) or call 877-435-2440 and register to save 2% on your Lowe's Accounts Receivable (LAR) purchases and free delivery on purchases over \$500. Save an additional 5% every day at the store when they mention the 5% at time of purchase and when using their LAR.

**General Motors** - \$500 exclusive private offer on most Buick, Chevrolet and GMC vehicles. Business Owners receive a \$1000 private offer on select vehicles and may also qualify for additional incentives, visit [www.nahb.org/ma](http://www.nahb.org/ma) and click on the GM logo to find out more.

**AT&T, Verizon, Sprint & T-Mobile** - Savings up to 35% including a free analysis of new and existing plans. Program offers free mobile to ANY mobile, free mobile device management, dedicated help desk support, and much more. Visit [www.eMemberBenefits.com/NAHB](http://www.eMemberBenefits.com/NAHB) or call 866-430-NAHB (6242).

**2-10 Home Buyers Warranty** - Visit [www.2-10.com/NAHB](http://www.2-10.com/NAHB) or call 855-280-1328 to receive exclusive access to discounts on select products, including the Builder Backed Service Program and the systems and appliances warranty.

**AXA Equitable** - Offers full-service, low-cost retirement plans that can help reduce taxes while saving for life in retirement. Visit [www.axa.com/nahb](http://www.axa.com/nahb) or call 800-523-1125, option 3, department 2046 and mention NAHB.

**UPS Savings Program & YRC Freight** - UPS discounts of up to 36% on a broad portfolio of shipping services. Savings of at least 70% on less-than-truckload shipments 150 lbs. or more with UPS Freight and YRC Freight. Visit [www.1800members.com/NAHB](http://www.1800members.com/NAHB) or call 1.800.MEMBERS (800-636-2377) for more information.

**TransFirst** - Payment solutions with average savings of 16% per year. Web/mobile tools, credit card and eCheck processing and more. Free "Savings Analysis" call 800-613-0148 or visit [www.TransFirstAssociation.com/NAHB](http://www.TransFirstAssociation.com/NAHB).

**Dell** - Up to 30% off on all Dell computers. Call 800-757-8442 and Mention NAHB or visit [www.dell.com/nahb](http://www.dell.com/nahb)

**Associated Petroleum Products (APP)** - Earn \$0.015 for EVERY gallon purchased using the APP Fuel Card program. Visit [www.associatedpetroleum.com/nahb](http://www.associatedpetroleum.com/nahb) to enroll or call 800-929-5243, Option 6 & mention NAHB.

**GEICO** - Exclusive discounts for members on auto and home owners insurance. Visit [www.geico.com/disc/nahb](http://www.geico.com/disc/nahb) or call 800-368-2734 and mention NAHB for a free quote.

**Hertz** - Up to 20% off on rental cars and FREE Gold Plus Rewards membership. Visit [www.hertz.com/nahb](http://www.hertz.com/nahb) or call 800-654-2200 and use CDP# 51046.

**Avis** - Up to 25% off rental cars and FREE Avis Preferred Service membership at [www.avis.com/nahb](http://www.avis.com/nahb) or call 800-331-1212 and use AWD code G572900

**Budget** - Up to 20% off rental cars and FREE Budget Fastbreak at [www.budget.com/nahb](http://www.budget.com/nahb) or call 800-283-4387 and use BCD code Z536900

**Office Depot** - 10% off all delivery orders. Free shipping on orders of \$50 or more. Call 800-274-2753 mention NAHB.

**Omaha Steaks** - Save 10%, in addition to any online specials. [www.OSincentives.com/promo/nahb](http://www.OSincentives.com/promo/nahb)

**Endless Vacation Rentals** - 25% discount on over 200,000 vacation rentals worldwide. Call 877-782-9387 and mention NAHB at time of reservation or go to [www.endlessvacationrentals.com/nahb](http://www.endlessvacationrentals.com/nahb)

**Wyndham Hotel Group** - 15% off at over 7,400 hotels. Call 877-670-7088 and mention ID 8000002688. Go to [www.nahb.org/ma](http://www.nahb.org/ma) and click on the Wyndham logo to find out more

**FTD** - 20% off floral arrangements and gifts at [www.ftd.com/nahb](http://www.ftd.com/nahb) or call 800-SEND-FTD use code 17421

**NAHB Career Center** [www.nahb.org/careers](http://www.nahb.org/careers) - 20% off of standard rates for job posting & 15% off other HR services.





# DISCOUNT PRICING

for BIA OF SOUTHERN CALIFORNIA MEMBERS



Southern California

The BIA of Southern California partners with NPP to provide discounts on products and services. NPP negotiates the rates, and makes them available to BIA of Southern California members.

**NPP MEMBERSHIP IS FREE.**

Available products include:

- |                      |                     |
|----------------------|---------------------|
| Wireless Service     | Tech Devices        |
| Office Supplies      | Fleet Management    |
| Travel               | Remote Surveillance |
| Facility Maintenance | and more...         |



Access the nation's largest and most reliable 4G LTE network.

**Corporate Discount** - 22% discount on eligible wireless

calling plans \$34.99 and higher (five line minimum, two corporate lines required).

**\$20 for 3GB** data on 3G/4G devices or **\$30 for 5GB** with Mobile Hotspot on 4G smartphone devices for corporate subscribers.

**Text Message Offer** - 250 per month for free, 500 per month for \$5, or unlimited per month for \$10.

**Employee Discount** - Up to 18% discount on eligible wireless calling plans \$34.99 and higher (15% discount, plus 3% if enrolled in paperless billing and My Verizon).

**Accessories** - 25% discount on select accessories.

*\*Eligibility Requirement: Company must be a commercial construction company, home builder, remodeler or other trade craftsman.*

All Verizon Wireless offers are for a limited time only and are subject to equipment availability. Verizon Wireless reserves the right to change or modify all offers at any time without notice. All terms and conditions are subject to and governed by Verizon Wireless' Agreement with Customer including, but not limited to, Customer eligibility requirements. Every effort is made to ensure the accuracy of the Verizon Wireless offers, however, Verizon Wireless is not responsible for any errors or omissions.



Exclusive savings with the world's largest online travel agency.

Save **10%** on hotel bookings—over and above Expedia's industry leading prices.



Fuel up at **over 98%** of all major brand fuel retailers nationwide.



The nation's leading provider of online legal document services and legal plans to families and small businesses.

**15% discount** for NPP members.



Discount pricing on maintenance, repair and operating supplies.

Local products and service at **over 2,600 stores**.



Discounts on Industrial Coatings, Chemical Coatings, Architectural Coatings and Paint Supplies.

## HOW TO GET STARTED

Signing up to be an NPP member is free and easy:

- Visit [www.mynpp.com](http://www.mynpp.com), click on "Join Now."
- Select "Company" then "Construction," then "Residential."
- Select "HBA-Home Builders Association" from the Association dropdown menu and complete enrollment.



[mynpp.com](http://mynpp.com)  
800.810.3909  
[customerservice@mynpp.com](mailto:customerservice@mynpp.com)



Southern California



# CALIFORNIA BUILDING INDUSTRY ASSOCIATION

## WORKERS' COMP GROUP PROGRAM

### ABOUT US

CBIA strives to provide our members with the best business solutions. **Workers' compensation** insurance is a major component of every company's balance sheet, and purchasing insurance continues to be difficult and expensive for contractors, developers and construction-related companies throughout the state. Many carriers have pulled out of insuring the construction industry altogether, leaving companies like yours forced to deal with a larger business expense and fewer options. But there's good news...

CBIA has an **exclusive** offer for its members: A workers' compensation safety group program that provides **affordable workers' compensation insurance** at a discounted rate. In addition to savings, the program provides resources and tools to promote safety – which ultimately protects or drives down your experience modification.

***Why wait? Call us or your broker to get access to this member benefit.***

### PROGRAM FEATURES

- › Exclusive to CBIA Members
- › 5% Group Discount on Premium Rates
- › Additional Rate Reduction Modifications May be Available
- › Group Program Eligibility – Minimum Annual PAYROLL of \$30,000
- › Unlimited Access to Risk Management Platform
- › Includes Construction and Construction Trade Class Codes (few exceptions apply)
- › A+ by A.M. Best Rated Insurance Company
- › Quick Quote Turnaround

For more information on how to receive a quote, please contact your local BIA or Broker

email: [info@sisprogram.com](mailto:info@sisprogram.com) call toll free: (844) 296-2472





# 2016 PROGRAMS SUMMARY



## Ryan Combe

2016 BIA Baldy View Programs Chair  
Lennar Homes

This year's Baldy View Programs have been very successful. The Backyard BBQ was one of the highlights of the year with proceeds surpassing the budget goal substantially. We thank the Lewis Management Corp for opening their Park Place, Ontario, to accommodate our Backyard BBQ & 'Q View Tour. We introduced a new event in 2016, CRAFTED. It was an excellent opportunity to relax and network over great hand crafted beer and food truck fare! The Holiday Charity Gala was another smashing success! The Baldy View Chapter was able to increase the HomeAid Inland Empire donation, thanks to our generous members! The

entire Programs calendar for 2016 is up over 8% from 2015.

The Baldy View Event Calendar for 2017 has been expanded to include two new networking events, a new lunch & legislation series and one additional Advanced Mechanic's Lien seminar. Take a moment to check out our new website for the 2017 calendar and other exciting news. The Baldy View Chapter is responding to our members' requests. We will continue to listen to and take action on our members' input!



Attendees of the BIA Baldy View Chapter 2016 Holiday Charity Gala Networking with other BIA Members





### Meet the Builder

Attend your best opportunity to network with Builder Representatives. More than 25 Southern California Builders with table tops under one roof. Experience the exciting energy of this event, designed to enhance the relationships between our builders, trade contractors/subs and associate members.



### Housing Policy Conference

Attendees will learn about the latest public policy priorities at the Federal, State, Regional and Local levels. Find out the status of the latest Washington D.C. and Sacramento housing policy debates from our National Association of Homebuilder (NAHB) and California Building Industry Association (CBIA) legislative staff.



### SBC Water Conference

In order for businesses and residents to continue to have access to water, we need to explore unique ways to meet water demands. The conference enables the public to engage with business, community and civic leaders to discuss issues such as the state's water resources, financing and next steps in dealing with these issues.



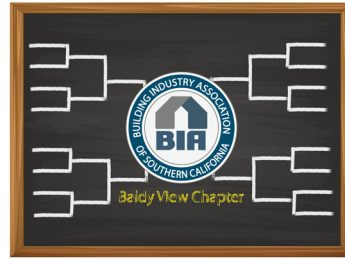
### Backyard BBQ

The BIA Backyard BBQ gives attendees a chance to tour new model home communities in luxurious, air conditioned limousines, aside from an evening filled with fun, delicious barbecue & brews. The tours consisted of new communities from BIA Builder Members



### Education Summit

The BIA Education Summit is hosted in collaboration with San Bernardino County Superintendent of Schools, Ted Alejandre. We recognize that quality schools are the foundation of thriving communities. The BIA Education Summit brings education to the forefront of a countywide dialogue where stakeholders can identify best practices and fuel collective impact initiatives.



## 2016 Membership Drives

The BIA Baldy View Board of Directors enjoyed an afternoon at Dave & Busters to encourage new members to join the BIA. Two competing teams were organized to see who could bring in the most new members during the call period.



Rep. Norma Torres



## Elected Officials Reception

The BIA Baldy View Chapter's Elected Officials Reception offers attendees an opportunity to meet with Elected Leaders at all levels of government (federal, state, and local) in a relaxed networking setting while enjoying a cocktail and some hor'dourves.



## Crafted

The Crafted event provides attendees a social evening of relaxed fun, networking, raffle prize giveaways, food and craft beers all while mingling amongst BIA Builder Members.



Supervisor James Ramos



## Annual Holiday Charity Gala

Our Gala provides a special evening to thank our leadership and welcome our 2017 Board of Directors. We honor our Industry Leader Award recipients and enjoy a silent auction to benefit HomeAid Inland Empire. Be sure to plan on dancing the rest of the night away at the After-Party!



## Mechanics Lien Seminars

BIA education remains at the forefront of these informative seminars. Thank you to Theresa Tate with Crawford & Bangs for providing attendees with the latest information to help their businesses adhere to the latest legal requirements.



# 2016 BUILDING INDUSTRY LEADERSHIP AWARDS



Jonathan & Lisa Weldy inducted to BIABV Hall of Fame at 2017 Gala.

BIA Baldy View Chapter Hall of Fame  
**Jonathan & Lisa Weldy**  
Meridian Land Development

Builder of the Year  
**Diversified Pacific**

Associate of the Year  
**Michael Baker International**

Builder Member of the Year  
**Ryan Combe**  
Lennar Homes

Associate Member of the Year  
**Beau Cooper**  
United Engineering Group

New Member of the Year  
**Chris Groby**  
Marina Landscape

Individual Achievement Award  
**Richard Hedrick**  
imortgage

President's Award  
**Leon Swails**, Lewis Management Corp.

**Michael Battaglia**, CalAtlantic Homes

Good Government Awards  
**San Bernardino County Superintendent of  
Schools Ted Alejandre**

**Ontario International Airport Authority**



# 2016 GOVERNMENT AFFAIRS PRIORITIES



## Dan Leigh

2016 VP of Government Affairs  
Corman Leigh Communities, CEO

In 2016 the Building Industry Association of Southern California, Baldy View Chapter's Government Affairs Team was committed to pursuing policy reform, fee reductions and entitlement efficiencies throughout our service region. The BIA Baldy View Chapter's service region includes all 28 cities in San Bernardino County, 14 cities in eastern Los Angeles County and the corresponding unincorporated communities. The Baldy View team also monitors the 46 school districts and 20+ local water district in our service region.

**Objective #1** – Advocate for a balanced approach to development related fees, infrastructure financing and zoning regulations.

**Objective #2** – Monitor drought conservation plans of local and regional water districts

**Objective #3** – Monitor implementation of local Climate Action Plans (CAP) and other environmental regulations that may have an impact on the home building industry.

**Objective #4** – Pursue efficiency and best recommended practices improvements with utilities partners, planning and engineering departments.

**Objective #5** – Support the election of pro-industry candidates in 2016 and beyond

**Objective #6** – Support Federal, State and Regional Policy Priorities by coordinating closely with BIA SoCal (BIASC), the California Building Industry Association (CBIA) and the National Association of Homebuilders (NAHB).

## 2016 Government Affairs Report Excerpt

### NAHB Association Excellence



For the second year in a row the BIA Baldy View Chapter received the National Association of Homebuilders' (NAHB) Association Excellence Award, in the category of Best Government Affairs Effort – Locally and was recognized at this year's Leadership Institute Conference, San Antonio TX. In 2015, the BIA Baldy View government affairs team conducted a comprehensive outreach effort to the water districts in our service area to ensure there would be no threats of homebuilding moratoriums or unnecessary water regulations placed on new homes. The effort created the BIABV Water District Guide,

Drought Briefing Materials and helped to ensure no moratoriums on new development would occur due to the drought.



### Level 2 School Fees

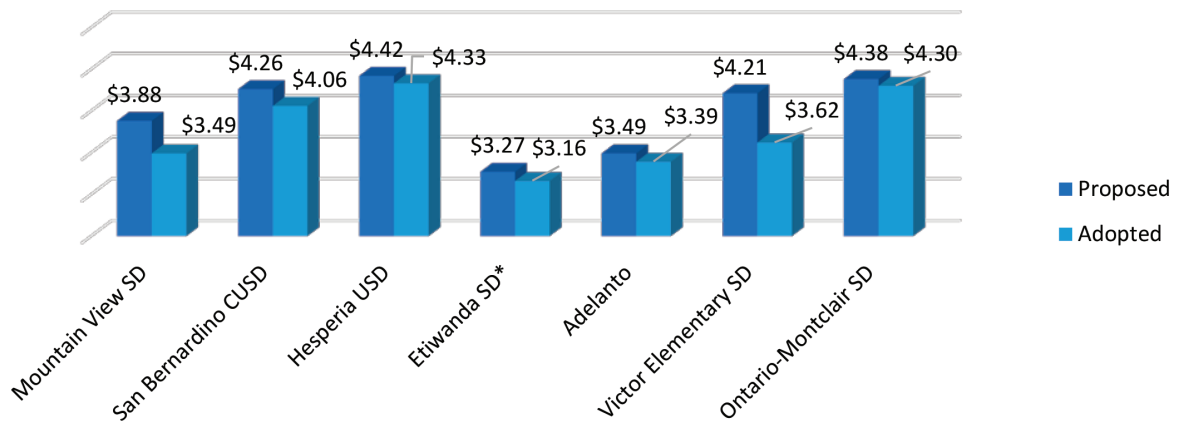
The BIA Baldy View Government Affairs team remains ever vigilant in reviewing, mitigating and reducing Level 2 School Fees on new residential development in our service region. In 2016, seven school districts in our service region reduced their level 2 fees. **The school fee reductions secured by BIABV is estimated to save the homebuilding industry over half a million dollars annually.**





District	Est. Annual Closings	Avg. Unit SQFT	Saving/SQFT	Savings/Unit	Est. Industry Annual Savings
Mountain View SD	200	2,792	\$0.39	\$1,089	\$217,796
San Bernardino CUSD	200	2,857	\$0.20	\$571	\$114,280
Hesperia USD	20	2,021	\$0.09	\$182	\$3,637
Etiwanda SD	240	3,030	\$0.11	\$333	\$79,999
Adelanto	140	2,135	\$0.10	\$214	\$29,890
Victor Elementary SD	40	2,055	\$0.59	\$1,213	\$48,504
Ontario-Montclair SD	40	2,313	\$0.08	\$185	\$7,402
<b>Total Estimated Annual Savings</b>					<b>\$501,507</b>

## 2016 School District Fee Reductions



(Note: Level 2 School Fees are applied per square foot)



### 2016 Elections

The Baldy View Chapter Congratulates all of the 2016 General Elections winners. Thanks to your generous support the BIA Southern California Political Action Committee successfully supported 27 pro-industry candidates at the County Supervisors, City Councils, School Boards and Water Districts.



### Yes, on Prop 51! - School Bond

A special thank you to everyone who contributed and voted Yes on Proposition 51 - Kindergarten Through Community College Public Education Facilities Bond Act of 2016. The California BIA led initiative for a statewide \$9 billion bond will ensure the current Level 2 school fees paid by homebuilders will not revert to Level 3, effectively doubling the fee, in hundreds of school districts throughout California. The passage of Prop 51 will ensure thousands of new residential projects are protected from significantly increased school fees.

For a full copy of the 2016 BIA Baldy View Chapter Government Affairs Report, please visit:

[www.biabuild.com/government/](http://www.biabuild.com/government/)



# Ali Sahabi

2017 President  
BIA BALDY VIEW CHAPTER



## BIOGRAPHY

Ali Sahabi has extensive experience in multiple areas of real estate development including master planned communities, mixed-use development, finance and public funding, entitlement, retail/lifestyle centers, golf course development, entertainment venues, in-fill projects, environmental restoration and residential communities. Prior to forming Optimum Group, Mr. Sahabi was president of the land-planning and entitlement firm, SE Corporation, winner of the California Governor's Economic and Environmental Leadership Award for Sustainable Communities for development of the mixed-use community of Dos Lagos in Corona, California. Previously, Mr. Sahabi served as Executive Vice President of Vahdani Construction where he negotiated and managed more than 300 projects statewide. He is the recipient of a Builder of the Year award from the Building Industry Association and multiple awards and recognitions from organizations such as the American Planning Association, the American Institute of Architects and the Southern California Association of Governments' Compass Blueprint Award. Mr. Sahabi has also been featured in dozens of newspaper and magazine articles. Complementing his achievements in business, Mr. Sahabi is a generous benefactor to numerous philanthropic causes and serves on several boards including the Board of Counselors at the USC Price School of Public Policy. His commitment to sustainability is reflected in his endowment of the UC Riverside Edward J. Blakely Center for Sustainable Suburban Development. He holds a Master of Real Estate Development degree from the School of Urban Planning and Development at the University of Southern California; and a Bachelor of Science degree in Management from Pepperdine University.



# WELCOME 2017 EXECUTIVE COMMITTEE & BOARD OF DIRECTORS



## **President**

Ali Sahabi  
Optimum Group

## **Vice President, Government Affairs**

Phil Burum  
Diversified Pacific

## **Vice President, Programs**

Beau Cooper  
United Engineering Group

Terry Kent

Crestwood Communities

Karen Klepack

Southern California Edison

Jason Ackerman - Best, Best & Krieger

Scott Alevy - Passantino Anderson Communications

Derek Barbour - Brookfield Residential

Shane Bouchard - Benchmark Communities

Landon Boucher - Innovative Structural Engineering

Sandipan Bhattacharjee - Translutions, Inc.

Jeremy Cooper - Wells Fargo Home Mortgage

Jennifer Chung - Pacific Communities Builder, Inc.

Sean Doyle - CalAtlantic Homes

Tony Eaton - Lewis Management Corp.

Kevin James Gonzalez - Kevin James Gonzalez Productions

Robert Gregorek - LGC Inland Inc.

Sondra Harris - Richmond American Homes

## **Vice President, Membership**

Ryan Combe  
Lennar Homes

## **Secretary/Treasurer**

Kristine Scott  
Southern California Gas Company

Jonathan Weldy

Meridian Land Development Co.

Keyvan Razi

Stratham Homes

## **Immediate Past President**

Jim Perry

Beazer Homes

Richard Hedrick - imortgage

Dan Leigh - Corman Leigh Communities

Eileen Merino - CDS Insurance

Dave Mlynarski - Transtech

John Ohanian - Terra Verde Group

Dean Paradise - David Evans and Associates, Inc.

Susan Riccio - Vanguard Builders

James Sinnema - Michael Baker International

Jason Smith - American Financial Network

Jonathan Smith - D.R. Horton

Peter Sparks - KB Home, Inland Empire Division

Rob Starr - The Toro Company

Saul Wolf - Manly, Stewart and Finaldi



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