



# MEMBERSHIP BROCHURE



**JOIN.  
CONNECT.  
GROW.**

## **MISSION:**

The Greater Orlando Builders Association is the authority, educator, and promoter of the housing and building industry.

## **VISION:**

The Greater Orlando Builders Association is the leader in the housing and building industry of Central Florida. Our purpose is to represent and promote the building industry, encourage higher standard practices through education, monitor and take a proactive role in governmental and regulatory activities that impact the construction industry within Greater Orlando, as well as at the State and National levels.

1953 Clayton Heritage Way  
Maitland, FL 32751

Phone: (407)629-9242

Fax: (407)629-6460

[www.GreaterOrlandoBA.com](http://www.GreaterOrlandoBA.com)

Dear Future Member,

As a valued friend of the Greater Orlando Builders Association (GOBA), I want to reach out and extend an offer to join the Association and take advantage of the wealth of knowledge available within the membership.

One of the most beneficial aspects of belonging to a large industry specific business group like GOBA is the sharing of information with fellow business owners. Expanding your knowledge is the only way you can grow personally, improve your leadership abilities and perfect your business skills. With over 3,500 business leaders and 700 companies, there are plenty of business savvy brains to pick!

As GOBA works to meet the challenges facing our industry, your membership support is crucial to our continued success. Joining the Greater Orlando Builders Association is a sound business decision, as it will further enhance the credibility and visibility of your company within both the residential and business community. Membership with GOBA will:

- Strengthen your Professional Credibility
- Help Shape the Building Industry
- Develop your Competitive Edge
- Make New Business Contacts

I encourage you to visit [www.GreaterOrlandoBA.com](http://www.GreaterOrlandoBA.com) for the latest Association activities and functions that are designed solely for the purpose of networking, growing your business and educating you on the latest changes in the building industry for the Greater Orlando area.

Becoming a member makes you our business partner, and the Association works for you. Our Business is Promoting Your Business. Invest in your future now!

We look forward to welcoming you into our Association. If you have any questions, or plan to join, please call the GOBA office 407-629-9242.

Respectfully,



Thad Lynch  
JNS Homes  
2023 GOBA President

## **2023 SENIOR OFFICERS**

### **PRESIDENT**

**Thad Lynch**, *JNS Homes*

### **VICE PRESIDENT**

**Wes Robbins**, *GB Construction Services*

### **SECRETARY/TREASURER** **Brock**

**Fanning**, *Toll Brothers*

## **2023 BOARD OF DIRECTORS**

### **BUILDER DIRECTORS**

Aldo Martin, *Bellavista Homes*

Andy Stilfield, *M/I Homes*

Adam Schott, *DRB Homes*

Brian Kittle, *Meritage Homes*

Brock Fanning, *Toll Brothers*

David Baselice, *Mattamy Homes*

Jeff Schnellman, *Silliman CitySide Homes*

Daniel Kennerly, *Alair Homes*

John Riddle, *Turning Leaf Custom Homes*

Paul Gidus, *PSG Construction*

Richard Selikoff, *K. Hovnanian Homes*

Tony Hartsgrrove, *ODC Construction*

### **ASSOCIATE DIRECTORS**

Deborah Dudley, *First American Title*

Erik Szabo, *Shutts and Bowen, LLP*

Dave Schmitt, *Dave Schmitt Engineering* Janeen Swanson, *Weathermaster*

John Mancini, *James Hardie*

John Holt, *Solar-Tite Windows & Doors*

Kris Williams, *American Builders Supply*

Kristine Featherstone, *Barry Neal Floor & Home*

Michelle Delaney, *LRA Insurance*

Mike Keesee, *Total Solutions Group*

Mitch Heitsch, *Westlake Royal Roofing*

Rick Caccavello, *Central Kitchen & Bath*

Ross Bitterling, *Builders FirstSource*

Hello, and welcome to GOBA!

I am Amanda Passwaters your Membership & Communications Director. In this role I will be your liaison and "go to" person to help you get as much out of your membership as possible.

GOBA is a great vehicle that can help take your company to the next level but you have to add the gas (get involved) and steer it (commit) to your destination.

We provide many opportunities through events, councils/committees and training for you to get involved and start building relationships.

Our Team (volunteer and full-time professionals) will do everything we can to make you feel like one of the family by helping to introduce you to many new friends.

At [www.GreaterOrlandoBA.com](http://www.GreaterOrlandoBA.com) please check out the benefits that await you.

- Member Discounts (Local, State & National)
- Calendar of Events (Monthly)
- Councils & Committees (Pick the best fit)

GOBA is always working to get your voice heard throughout the community as well as politically on both the local and national levels. Your membership in GOBA automatically includes membership to the State (FHBA) and National (NAHB) Associations where each are always working hard on your behalf.

**Florida Home Builders Association (FHBA)**

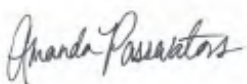
**[www.FHBA.com](http://www.FHBA.com)**

**National Association of Home Builders (NAHB)**

**[www.NAHB.org](http://www.NAHB.org)**

Know that we are your resource for many things, large and small, within the greatest industry of which you are so much a part. I am here to assist you in any way that I can.

Respectfully,



Amanda Passwaters  
Membership & Communications Director  
Greater Orlando Builders Association



## MEET THE TEAM:



### CEO

Chassity Vega

[Chassity@GreaterOrlandoBA.com](mailto:Chassity@GreaterOrlandoBA.com)

(407) 629-9242 Ext: 101



### Finance Director

Jane Ewing

[Jane@GreaterOrlandoBA.com](mailto:Jane@GreaterOrlandoBA.com)

(407) 629-9242 Ext: 104



### Membership & Communications Director

Amanda Passwaters

[Amanda@GreaterOrlandoBA.com](mailto:Amanda@GreaterOrlandoBA.com)

(407) 629-9242 Ext: 106



### Councils & Events Director

Cherry Masih

[Cherry@GreaterOrlandoBA.com](mailto:Cherry@GreaterOrlandoBA.com)

(407) 629-9242 Ext: 105



### Government & Legal Affairs Director

Raleigh "Lee" Steinhauer

[Lee@GreaterOrlandoBA.com](mailto:Lee@GreaterOrlandoBA.com)

(407) 629-9242 Ext: 103



### Government & Industry Relations Advisor

Ricardo Rodriguez

[Ricardo@GreaterOrlandoBA.com](mailto:Ricardo@GreaterOrlandoBA.com)

(407) 629-9242 Ext: 102



### Membership Services Coordinator

Jessenia Lopez

[Jessenia@GreaterOrlandoBA.com](mailto:Jessenia@GreaterOrlandoBA.com)

(407) 629-9242 Ext: 108





GREATER ORLANDO BUILDERS ASSOCIATION

*"The Greater Orlando Builders Association is the authority, educator and promoter of the housing and building industry"*



**TAKE YOUR BUSINESS TO THE NEXT LEVEL WITH A COMPANY MEMBERSHIP**

**ADD EMPLOYEES to company account to receive local benefits**

*No Additional Fee!*

## FACTS

- Second Largest Association In Florida
- The Voice Of The Building Industry
- Three Memberships In One
- Orange, Seminole & Osceola Counties
- Membership Enhances Credibility
- Increased Marketability

## EVENTS

- Parade of Homes™
- Young Professionals Social
- Meet The Builder Reverse Trade Show
- Major Achievement Awards
- Building Officials Chili & Oyster Roast
- Economic Housing Updates
- Golf Tournaments
- HYPE Awards
- & More!

## BENEFITS

- Networking/Social Events
- Trade Show Participation
- Discounts On Products & Services
- The Latest In Industry News
- Sponsorship Opportunities
- Educational Classes

## COMMITTEES

- Sales & Marketing Council
- Developers Council
- Custom Homes & Remodeling Council
- Joint Building Committee
- Governmental Affairs Committee
- GOBA Political Actions Committee
- Membership Committee
- GOBA Foundation
- Workforce Development
- Women's Alliance of GOBA

*Join Today!*



National  
Association  
of Home  
Builders





# MEMBER BENEFITS



GREATER ORLANDO BUILDERS ASSOCIATION



FLORIDA HOME BUILDERS ASSOCIATION

Members receive significant savings to their business' bottom line.



## CONTRACTS

Save an average of \$5,000 in legal fees by using model contracts for builders and contractors.



## EDUCATION

Members save an average of \$150 by attending free continuing education training during the FHBA's tour of 18 cities.



## ADVOCACY

FHBA and local HBAs pursue legislative, regulatory, and legal issues that save you money and increases your bottom line.



## 411 CODE

Building Code solutions just a call away, to save you time and hassle.



## BUSINESS DISCOUNTS

Members have access to discounts, rebates, and savings by top companies.



## EXCLUSIVITY

Receive exclusive opportunities to save money on software management, career postings, and small business administration loans.



## RESULTS

**JOIN TODAY!** To start maximizing your bottom line and experience results that improve your business, contact the Greater Orlando BA at 407.629.9242 or email [Amanda@greaterorlandoba.com](mailto:Amanda@greaterorlandoba.com).



GREATER ORLANDO BUILDERS ASSOCIATION

# NAHB Member **SAVINGS**\$

*Put your membership to work.*

Exclusive discounts that benefit you,  
your business and your family

[nahb.org/Savings](http://nahb.org/Savings)



DELL Technologies



AVIS®

Budget®

GOODYEAR

Heartland



PRO

odp  
BUSINESS SOLUTIONS™

HotelPlanner

houzz PRO

RingCentral



YRC  
FREIGHT



NAHB IBS™



# What has the Greater Orlando Builders Association Done for MEMBERS lately?

## REPRESENTATION

### Industry Issues

- GOBA & FHBA successfully advocated the legislature for a statewide preemption to the Rights of Nature (RON) Charter Amendment passed in Orange County, which granted all water bodies in Orange County the right to sue to stop building & development. The preemption was recently upheld by the court which dismissed attempts by RON advocates to overturn the preemption.
- Orange County embarked on a comprehensive review of their current tree related ordinances and policies, with an eye towards making potentially significant revisions. As a result of input and feedback provided by GOBA members, the proposed changes are far less onerous and more reasonable than initially contemplated. It appears to work both for the county and the development community.
- Orange County reached out to GOBA to host a workshop at our Association with County Staff, Builders, Affordable Housing Advocates, and other stakeholders to discuss ways for the county to help with the Housing Crisis in Central Florida. During the meeting, there were discussions about incentives, changes in processes and other things the county could do to help with getting housing on-line faster. In October of 2022, three fees were lowered and eight fees received a 25% temporary reduction. This is expected to save builders \$10M per year for the next three years.
- Osceola County proposed new residential architectural and design standards, which would add significant cost to new homes & make certain product types no longer permitted. County staff was receptive to many of GOBA member proposed changes & incorporated them into the latest draft. Final Vote by BCC expected in February of 2023.
- City of St. Cloud approached GOBA to review proposed design standards, GOBA was able to work to scale down the requirements originally proposed.

- Seminole County is currently conducting an extensive rewrite of their land development code (LDC), which has not been significantly updated since the 90's. GOBA has reviewed drafts of the proposed LDC changes, & submitted member comments/concerns to county staff, many of which have been incorporated into subsequent drafts. GOBA members have had the opportunity to weigh in on voice their concerns throughout the process. A final workshop is scheduled for January of 2023 with public hearings scheduled for later in 2023.
- GOBA held a series of special meetings to discuss and help our local jurisdictions to come together & work on getting a workable solution to the implementation of the new HVAC Seer2 standards set by the federal government to begin in January 2023.

### Forum with Building Officials

GOBA provides a forum where members meet directly with Area Building Officials on matters such as plans review, permitting, and the inspection process.

## Education

- GOBA Builder members get free access for their Project Superintendents to our annual National Award winning Project Superintendent Training program. It is a Public-Private partnership between GOBA and Orange County Building Safety Department that offers annual superintendent training on how to pass each individual inspection in the homebuilding process. Attendees with professional Licenses receive 1 CEU per class.
- GOBA provides opportunities for our member to have special Electronic Plans submittal classes taught by the various building departments on their Electronic Plans Submittal Platforms.
- GOBA members have access to various annual educational panels and discussions such as : Economic Updates, Legal Seminars, Construction Defects and Warranty programs.

## Legislation & Elections

### Lobbies Legislators

- GOBA leaders routinely travel to Washington D.C. & Tallahassee to meet privately with Central Florida Legislators to advocate for our industry on issues such as: water policy, impact fees, tax policy, & Florida's Building Code.
- GOBA annually attends our FHBA Legislative Week in Tallahassee to advocate for important legislation impacting our industry.

### GOBA PAC CANDIDATE INTERVIEWS

GOBA PAC members meet and interview most local candidates to help elect construction & development friendly candidates into office. In 2022, GOBA PAC endorsed/financially supported and helped to elect 18 Central Florida elected officials.

### Municipal Commission and County Work Groups

GOBA members serve on important county & regional work groups, commissions, advisory committees and land use boards, including Orange County Affordable Housing Taskforce, Orange County's Streamlining Permitting and Environmental Committees, City of Orlando's Development Stakeholders Group, Orange County Planning & Zoning Commission, Osceola County Affordable Housing Board & the Orange County Impact Fee Advisory Committee.

### Impact Fees

GOBA successfully advocated for Osceola County to delay increasing Mobility Fees. GOBA lobbied to have Orange County Public School impact fees be phased in and partially delayed, saving developers and homeowners millions of dollars. GOBA members regularly participate on impact fee review and advisory board.

**Fighting for you and  
providing a VOICE  
for your Business!**

### FOR MORE DETAIL ON GOBA GOVERNMENT AFFAIRS SERVICES CONTACT:

Lee Steinhauer, Esq.  
Ricardo Rodriguez

Government Affairs Director  
Government and Industry Relations Advisor

Lee@greaterorlandoba.com  
Ricardo@greaterorlandoba.com

### GET INVOLVED WITH GOBA:

Government Affairs Oversight Committee meets at 11:45 am every 1st Thursday of the month at GOBA.

The Developers Council holds monthly programs at GOBA on issues affecting residential development. Meetings are the 4th Thursday of the month. Meeting times vary, please see GOBA Calendar for details.



See What Our Members  
Are Saying!

**Andy Stilfield, M/I Homes-  
Builder Member**



"GOBA's ability to gather and communicate the change in procedures from the area building departments as well as lobbying for construction and sales of homes to remain an essential business was invaluable. GOBA's proactive approach lends itself to continue to be a leader in the area housing industry. "

**Rick Caccavello, Central Kitchen and Bath- Associate Member**



"GOBA is an amazing association with amazing and caring members and staff. We look at GOBA as our partner. They help us stay informed, make connections, and represent our industry overall, not just the builders, but all of us. I can't begin to express how important that has been to our business."

**Thad Lynch, JNS Homes- Builder Member**



"GOBA is on the front of all building related topics, issues, and initiatives representing the greater good of the industry. GOBA is the primary source for information, resources, training, collaboration, and support for building professionals. A membership with GOBA provides phenomenal value and becomes a necessity for your business."

**Vivien Monaco, Watson Sloane- Associate Member**



"My GOBA membership is so important to my clients and me. GOBA (and FHBA and NAHB) work tirelessly to help builders in so many ways. The local Government Affairs staff and member volunteers coordinate with our tri-county local governments to ensure that builders' issues and concerns are heard, and GA has positively influenced proposed ordinances to save builders millions of dollars."



**Join. Connect. Grow.**



JOIN ONLINE: [www.GreaterOrlandoBA.com](http://www.GreaterOrlandoBA.com) or fax completed applications to: 407-629-6460

## General Information ( \* are REQUIRED fields)

\*Company: \_\_\_\_\_  
\*Principal/Owner: \_\_\_\_\_  
\*Primary Contact Person: \_\_\_\_\_ Title: \_\_\_\_\_  
\*Business Address: \_\_\_\_\_  
\*City, State and Zip: \_\_\_\_\_  
\*Phone: \_\_\_\_\_ Fax: \_\_\_\_\_ Cell: \_\_\_\_\_  
\*E-mail: \_\_\_\_\_ Web Site: \_\_\_\_\_  
State \*Builder/Remodeler License # / State Certification #: ) \_\_\_\_\_  
Occupational License Number #: \_\_\_\_\_  
Select 1 Business Category (See next page for listings): \_\_\_\_\_  
SPIKE: Who recommended you for membership? Name: \_\_\_\_\_ Company: \_\_\_\_\_

Builder applicants must  
enclose copy of Builder  
License with application

## Membership Investment *Please check appropriate category*

☐ Associate \$815    ☐ Builder, Developer, Remodeler *Select dues level from list below*

### Builder, Developer, Remodeler Dues Categories: (must select one)

### Actual Sales Volume

<input type="checkbox"/> Category 1	<i>Under \$5 million</i>	<b>\$1,000</b>	_____
<input type="checkbox"/> Category 2	<i>\$5 million to \$30 million</i>	<b>\$1,400</b>	_____
<input type="checkbox"/> Category 3	<i>\$30 million to \$60 million</i>	<b>\$3,500</b>	_____
<input type="checkbox"/> Category 4	<i>\$60 million to \$100 million</i>	<b>\$6,500</b>	_____
<input type="checkbox"/> Category 5	<i>\$100 million to \$200 million</i>	<b>\$10,000</b>	_____
<input type="checkbox"/> Category 6	<i>Over \$200 million</i>	<b>\$20,000</b>	_____

*\*GOBA Builder Membership dues are based on sales volume from the previous fiscal year and are due in full upon joining.*

### Get Involved! GOBA Councils:

☐ Developers Council: \$0    ☐ Sales & Marketing Council: \$95\*    ☐ Custom Home & Remodeling Council: \$90\*  
*\*Includes Local, State & National dues*

☐ Affiliate Membership \$100 Name & Email: \_\_\_\_\_  
Name & Email: \_\_\_\_\_

**Affiliate Benefits:** Individuals are listed on the GOBA online directory, can access NAHB.org and all discounts. Includes Free Registration to Building Officials Cook-Off and Oyster Roast, Economic Forecast General Membership Meeting, Mid-Year Construction Update General Membership Meeting and Annual Meeting of the Membership- Elections

**\*\*Company must first become members. Once company joins, you may obtain unlimited Affiliate memberships.**

**TOTAL REMITTANCE** .....\$ \_\_\_\_\_

## Method of Payment

☐ Check (enclosed) # \_\_\_\_\_    ☐ AMEX    ☐ MasterCard    ☐ Visa

Credit Card: \_\_\_\_\_ Exp. Date: \_\_\_\_\_

Name on card (Please print): \_\_\_\_\_ Sec. Code: \_\_\_\_\_

Credit Card Billing Address: \_\_\_\_\_

*This portion is not tax deductible. GOBA will distribute a portion of the investment as follows- \$21.00 to NAHB's political action committees, \$10.00 to FHBA's political action committees and \$20.00 to GOBA Political Action Committee. If you do not wish to allocate these funds as described, please contact the GOBA.*

## Membership Agreement

I do hereby make application for membership in the Greater Orlando Builders Association on the basis of the foregoing statements and refer to the persons named above who are personally familiar with our work. I agree that if accepted, I will be governed by the GOBA code of ethics and the bylaws of the Association as long as I continue to be a member. I also agree that when I wish to withdraw, will pay all dues and indebtedness due the Association and tender resignation in writing to the Board of Directors. I understand that acceptance of this application does not constitute membership until approved by the Board of Directors in accordance with the bylaws. I understand that by providing my mailing address, email, phone and fax number, I consent to receive communication via regular mail, e-mail, phone and/or fax by or on behalf of the Greater Orlando Builders Association.

Signature: \_\_\_\_\_ Date: \_\_\_\_\_