

# HBCA News



## Builder Spotlight



The Home Builders & Contractors Association of Brevard is pleased to present Paul Joyal in this

month's Builder Spotlight. As an HBCA Member since 1977, Paul Joyal has served as President, Board Member, and is recognized as a Lifetime member of the National Association of Home Builders, NAHB. Paul Joyal continues to promote the HBCA with his professionalism, knowledge and investment of his time in membership recruiting. For 35 years, Paul has tirelessly contributed to the association's foundation through the creation, planning and oversight of the Joyal Family Golf Classic. This represents only a small sampling of the dedication and commitment Paul Joyal displays every day to the building industry and the HBCA.

Of the many quality new home builders in Brevard County, one stands out with a reputation of continued excellence.

Over 50 years ago, the Joyal Family built their first home here on the Space Coast. Today, Paul Joyal of Joyal Homes continues to impress and inspire home buyers and builders alike. Joyal Homes is acknowledged throughout the community, for their enduring quality of work, superior craftsmanship and unmatched customer satisfaction.

Currently, Joyal Homes is building new construction custom homes in Seville at Addison Village in Viera, starting in the \$550's, Aurora Woods in Melbourne starting in the low \$400's, and have several custom homes being built on owners lots throughout the community.

Visit the Parade of Homes Showcase Home, the Joyal Homes Model, in Seville at Addison Village.

8202 Barrosa Circle  
Viera, FL 32940  
321-806-3882  
[www.Joyal-Homes.com](http://www.Joyal-Homes.com)



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[www.hbca-brevard.org](http://www.hbca-brevard.org)

## February 2017

### LEADERSHIP

**President**  
Michelle Masline

**Second Vice President**  
Natasha Cartagena Spencer

**Treasurer**  
Terry Locke

**Secretary**  
Susan Walker

**Builder Directors**  
Don Simms  
Kathie McDaniel

**Associate Directors**  
Brian Hawkins  
Crystal Canina  
Tara Andrews

**Immediate Past President**  
Corey Lancaster

**NAHB Senior Life Director**  
Paul Joyal

**General Counsel**  
Kimberly Rezanka

**Director of HBCA**  
Suzanne Cummins

## Welcome New Members!

### BUILDER

MAI Design Build, LLC

### ASSOCIATE

Cabinet Designs of Central Florida  
Turner Pest Control

### AFFILIATE

Elan Builders, LLC  
Maronda Homes  
Kirschner Construction, Inc.  
Shining Star Services  
Wayne Anthony Insurance

## Thank You Renewing Members!

### BUILDER

Grant Marlowe Custom Builder  
Habitat for Humanity

### ASSOCIATE

Braden Kitchens  
Cast-Crete  
Entegra Roof Tile, LLC  
Florida City Gas Co.  
Regions Mortgage  
Signs of Sunshine

### AFFILIATE

Monarch Homes of Brevard, LLC

## Save the Dates!

Our 2017 Parade of Homes and SAMTRAM Realtor Bus Tour are right around the corner!

Mark your calendars to guarantee a glimpse at the best homes in Brevard.

**Parade of Homes**  
April 22nd - May 7th

**SAMTRAM Bus Tour**  
May 2nd & 3rd



## Education Corner



### SPEAKER SERIES: Kerry Mulcrone



With 30 years of proven, award winning sales success in the housing industry, Kerry uses her valuable "from the inside out" knowledge of how profitable organizations operate. As a builder consultant, sales trainer and speaker, Kerry has leveraged her experience by working with the organization as a whole.

Attendees will:

- Discover the value of "time intentionality" and how to leverage it for success
- Understand how to build a better relationship with time through "attention and intention"
- Learn the "3 universal truths" they've never heard before
- Realize how "focus and presence" are key success makers in any endeavor.

**\$10 HBCA Members**

**\$20 Non-HBCA Members**

**SPACE IS LIMITED-  
Register Today!**

**Visit our Website to  
Register TODAY!**

[www.hbca-brevard.org](http://www.hbca-brevard.org)

### "Basics of Building" Class

By Licensed Instructor Steve Hoffacker, CAPS MCSP, MIRM

**CLICK HERE for More Information**

Or Email Steve at [steve@stevehoffacker.com](mailto:steve@stevehoffacker.com)

## New & Current Member Orientation

Are you getting the absolute most out of your HBCA investment?

[Join Us at the Member Orientation to find out!](#)

Beginning April 4th we will be hosting a member orientation for new and current members on a quarterly basis.

This gives you the chance to explore all opportunities the HBCA has to offer. You don't want to miss it.

**REGISTER TODAY**

Visit us at  
[www.hbca-brevard.org](http://www.hbca-brevard.org)  
Or Call 321-254-3700

# Associate Spotlight



MBV Engineering, Inc. has been a member of HBCA since 2013. MBV joined the HBCA for business networking opportunities with the local homebuilders and contractors, as well as other construction related industry leaders. Bruce Moia, President of MBV, has been an active member of the HBCA Government Affairs committee, is currently the Chairman of the HBCA PAC committee, and is the HBCA representative for Business Voice.

MBV Engineering, Inc. offers a full range of consulting services for residential, commercial, and municipal projects. Our staff

includes professionals trained in Civil, Structural, and Environmental Engineering, Construction Administration, Environmental Assessments, and Surveying. We offer a wide variety of services and are well equipped to handle all phases of engineering projects from planning to design to bid through construction closeout. With an in-depth understanding of local and state regulations, we can ensure that all designs incorporate the necessary codes while maintaining functionality and affordability. No matter the size or scope of the project, we are dedicated to servicing our clients' needs.



Aaron Bowels



Bruce Moia



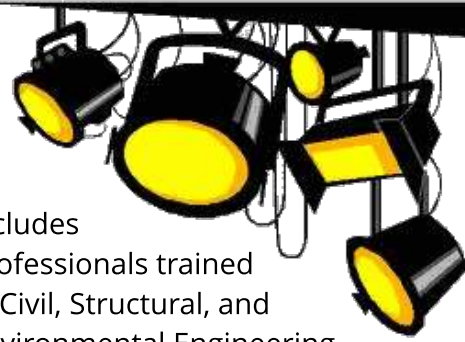
Rodolfo Villamizar

## New Home Sales Reach Highest Yearly Total Since 2007

Sales of newly built, single-family homes rose 12.2% in 2016 to 563,000 units, the highest annual rate since 2007, according to newly released data by the U.S. Department of Housing and Urban Development and the U.S. Census Bureau. New home sales fell 10.4% in December 2016 to a seasonally adjusted annual rate of 536,000 units.

"To ensure sales continue to move forward in 2017, builders need to price their homes competitively, especially given that mortgage interest rates are expected to rise this year," said NAHB Chairman Granger MacDonald, a home builder and developer from Kerrville, Texas.

More analysis is available on NAHB's [Eye on Housing](#) blog.



## Calendar of Events

### Board of Directors Meeting

March 15, 2017  
11:00AM HBCA of Brevard

### Member Mixer

March 8, 2017  
6:00PM 822 E New Haven Ave.  
Melbourne, FL 32901  
*Hosted By:*



### Government Affairs Luncheon

March 16, 2017  
11:30AM HBCA of Brevard  
*Guest Speaker:* Matt Susin  
Brevard County Schools  
Lunch Sponsored By:



### Membership Committee Meeting

March 28, 2017  
10:00AM HBCA of Brevard

### Sales & Marketing Speaker Series

March 28, 2017  
8:30AM HBCA of Brevard  
*Guest Speaker:* Kerry Mulcrone

### Member Orientation

April 4, 2017  
8:30AM HBCA of Brevard

### Member Breakfast

April 19, 2017  
8:00AM HBCA of Brevard  
*Guest Speaker:* Dana Blickey  
Brevard County Property Appraiser  
Breakfast Sponsored By:



# Government Affairs Luncheon Success



The first Government Affairs Luncheon of 2017 was a great success! We hope all participants enjoyed it as much as we did.

Thanks to Florida Home Builder Association's (FHBA) CEO, Rusty Payton, our members and guests had the chance to hear first hand what the FHBA is doing for us.

The FHBA's Governmental Affairs department is working hard to let lawmakers and regulators know how their policies impact the building industry on the local level. Sensitive topics included building codes, workers compensation and lack of skilled laborers were some of the areas Rusty covered Thursday, February 16th.

In case you missed it, visit us on Facebook at [www.facebook.com/HBCABrevard](http://www.facebook.com/HBCABrevard) to watch the presentation filmed live.

**Advertise Your Business Here!**

**Call the Office for More Information**

**321-254-3700**

**OFFICE SPACE  
FOR RENT!**

**CALL 321-254-3700**

## 2017 FHBA Legislative Conference

Join us at the 2017 Legislative Conference on March 27-29 in Tallahassee, Florida; where members and leaders in Florida residential construction and remodeling industry participate in legislative training, engage with elected officials, and meet to address organizational agendas.

At this time four HBCA Board members will be attending to support Brevard County's voice in many subject matters. Meeting request have been sent to both the House and Senate representatives for Brevard County.

Legislators and Capitol observers use this event as a barometer of FHBA member intensity regarding our legislative initiatives. Be sure to join us as we firmly support the building industry in Florida.

If you plan to attend please contact Suzanne at the office to coordinate meeting times.

For more information and tickets please visit <https://www.eventbrite.com/e/2017-fhba-legislative-conference-tickets-29890049944>



Last Chance to Claim For 2016!

**Q4'16 Claim Deadline Extended  
To  
Friday March 3rd, 2017!**

All Builder & Remodeler members can claim for any completed residential addresses from July – December 2016 that used any of the 50+ Manufacturer brands.

Deadline has been extended to:  
**Friday, March 3rd, 2017**

**Rebate Claim Form**

