2020 ANNUAL CONFERENCE
REGISTRATION PACKET
JUNE 18 - 21, 2020
Marriott Virginia Beach Oceanfront
Thank you to our Host Sponsors!

- FroGalE Lumber Supply
- AnnapaDe Millwork
- Perry Engineering Company, Inc.
- TowneBank & Mortgage
- Builders FirstSource
- HBAV Insurance Agency
- Barricade Building Products
- Dominion Energy
- DuPont Tyvek
- Parksite
- VHDA
- JamesHardie

Thank you to our Associate Sponsors!

- Costen Floors, Inc.
- Graybar Electric Supply
- Kempsville Building Materials
- Premier Insurance
- Professional Warranty Service Corp.
- Weyerhauser
- George Mason Mortgage, LLC
The Home Builders Association of Virginia (HBAV) is a 3,100-member statewide organization of home builders and firms that provide products and services to the home building industry. HBAV members work together to further and protect the industry for the benefit of members, as well as the protection of home buyers.

About the HBAV Annual Conference and Inaugural Virginia Housing Excellence Awards Celebration  
June 18 - 21, 2020 | Marriott Virginia Beach Oceanfront

The 2020 HBAV Annual Conference and Housing Excellence Awards Celebration will be held June 18 - 21, 2020 at the brand new Marriott Virginia Beach Oceanfront resort. This two-day, three-night conference brings together leaders in residential construction from all areas of Virginia. The HBAV Annual Conference includes a welcome reception, industry education, an evening designed for business development, fun leisure activities for networking, and the inaugural Virginia Housing Excellence Awards Celebration.

Schedule of Events

Thursday, June 18, 2020

6:00 - 7:30 pm | Welcome Reception - Enjoy networking with business leaders throughout Virginia

Friday, June 19, 2020

8:00 - 9:00 am | President's Breakfast - HBAV President, Dan Sandoval, addresses issues and opportunities facing Virginia's home building industry and HBAV.

9:00 - 10:00 am | Virginia’s Housing Economic Forecast - Dr. Lisa Sturtevant, Chief Economist of Virginia Realtors

10:00 - 11:00 am | Keynote Address: Never Fly Solo - The Power of Partnerships to Reach New Heights in Business - Lt. Col. Bo McGowan draws extensively on his experience as an Air Force fighter pilot, instructor, international airplane pilot, and leadership consultant. Bo has flown 6,400 hours in the F-16 and T-37, including 42 combat missions in Iraq and Kuwait. He has commanded a 122-person training squadron and has worked with international NATO partners, commanders, and instructors in training future fighter pilots for thirteen NATO nations. Bo believes that people really matter, and that the key to success is building trusting, interdependent relationships across an entire organization.
Schedule of Events Continued

11:00 - 11:30 am | **HBAV Board of Directors Meeting**

Noon - 5:00 pm | **Enjoy Virginia Beach with open networking with Builder & Associate members throughout Virginia**

6:00 - 10:00 pm | **Luau Virginia Beach Style** - Dinner, cocktails, and fun just steps away from the water. *An event for everyone hosted by HBAV Associate Members. The evening will feature entertainment and activities.*

**Saturday June 20, 2020**

8:00 - 10:00 am | **Breakout Sessions**
- Session I - *Construction Contracts & Law*
- Session II - *Housing and Virginia Politics*
- Session III - *Business and Employee Benefits Trends*

11:00 am - Until | **Optional Group Activities**
- Distillery Tour - Tarnished Truth - *Join us for a tour of the only working distillery inside a hotel in the US and enjoy a tasting of the fine spirits we produce. Guided tours last 45 minutes.*
- Indoor Skydiving - iFly - *The most fun you can have in under 2 hours! iFly is safe and fun for all ages and all kinds of people. Free fall from 13,000 feet - feel what its like to skydive, no plane or jump required.*
- Dolphin Watching among the Rudee Flipper - *Each 90 minute tour is narrated by our marine experts who are ready to share their knowledge. The Flipper is equipped with restrooms, a snackbar, and full cash bar.*
- Rudee Rocket - *Know as "the Greatest Thrill Ride on the Virginia Beach Oceanfront"! Bring your camera and your swimsuit and prepare yourself for the thrill of a lifetime. 60 minute ride with guaranteed dolphin sightings.*
- Historic Cavalier Tour
- Pool and Beach

**Enjoy Virginia Beach with open networking with Builder & Associate members throughout Virginia!**

6:00 - 9:00 pm | **Inaugural Virginia Housing Excellence Awards Celebration** - The Housing Excellence Awards Celebration includes a cocktail and dinner to recognize housing industry leaders from across the commonwealth
- Builder of the Year
- Associate of the Year
- Community of the Year
- Remodeler of the Year
- HBA Awards
- Multifamily Project of the Year
- and many more!
Why should you attend?

**Networking with Peers:**
Competitors from other regions of Virginia can be valuable resources for referrals and best practices. Collaboration is the way to approach networking. Uncover ideas and spark inspiration when you get to know people on a personal level.

**Encounter New Vendors and Suppliers**
Discovering innovative products and services for your business is necessary to stay competitive in today's fast-paced world. Industry suppliers are some of the best people for you to get to know if you want to learn more about the current business climate. Invest time with the sponsors and turn them into your friends and allies.

**Have FUN!**
Being in the building business can be rewarding and fun. All work and no play can get old fast. The HBAV Annual Conference adds a layer of enjoyment to managing your career growth by mixing a social aspect into your learning and industry branding efforts. Never underestimate the power of a little fun mixed with some interesting people!

**Position Yourself as an Industry Leader**
When you are active in your industry, you develop a reputation as a leader and expert to your peers and clients. Like it or not, others like to associate with the experts in any industry. Clients feel good about doing business with those that are celebrated by their peers.

**Up to date Industry Information**
No matter how experienced you are at your business, everyone can learn. The Annual Conference will expose you to new legislation that may affect your business in the near future. Staying up to date on these issues will allow your business to plan and position itself for future growth.
Register Today!

<table>
<thead>
<tr>
<th>Registration Type</th>
<th>Price AFTER May 1, 2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>Full Member Registration</td>
<td>$599</td>
</tr>
<tr>
<td>Spouse/Guest of Member</td>
<td>$485</td>
</tr>
<tr>
<td>Children (5 and up)</td>
<td>$150</td>
</tr>
<tr>
<td>Housing Excellence Awards Celebration ONLY</td>
<td>$150/person</td>
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</tbody>
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The above registration includes: Thursday evening welcome reception, Friday morning breakfast and business sessions, Friday evening dinner and Associates event, Saturday morning breakfast and breakout sessions, Saturday evening Housing Excellence Awards Celebration. Rudee Boat Tours, iFly indoor skydiving, and distillery tour may be added at an additional cost.

To pay with check, please complete this form and return to HBAV:

- Name: _____________________________ $____________
- Spouse/Guest: ______________________ $____________
- Children: ________________________ $____________
- Distillery Tour: ______________________ $____________
- Rudee Tours: ______________________ $____________
- iFly Indoor Skydiving: ______________________ $____________

TOTAL $ _______________

Company: ______________________________________________________________________________
Address: __________________________________________________ Fax: _________________________
City: ___________________________ State: ___________ Zip: ___________________
Phone: ___________________________ Email: _______________________________________________

Local Association: _______________________________________________________________________

O Builder  O Associate  O Other

Hotel Reservations - Single/Double Occupancy Group Rate of $224 plus tax and resort fees.
By phone: Call (757) 937-4200, using group Home Builders Association of Virginia for June 18-21, 2020
Or
Online by clicking here.
Deadline to book hotel registration is May 27, 2020

Return this form with payment to: HBAV, 1051 East Cary Street, Suite 1400, Richmond, VA 23219, or email to elucas@hbav.com

NO HBAV REGISTRATION REFUNDS WILL BE HONORED AFTER JUNE 1, 2020

Questions? Contact Emily Lucas at 804.643.2797 or elucas@hbav.com