

**BAKER
&
HOSTETLER LLP**
COUNSELLORS AT LAW

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E-MAIL: MBRADEN@BAKERLAW.COM

February 27, 2003

Office of the General Counsel
Attn: Tony Buckley
Federal Election Commission
999 E Street, N.W. 6th Floor
Washington, DC 20463

AOR 2003-05

2003 FEB 28 P 2:51
RECEIVED
FEDERAL ELECTION
COMMISSION
OFFICE OF GENERAL
COUNSEL

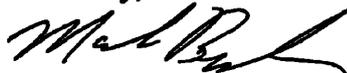
Re: Advisory Opinion Request – National Association of Home Builders

Dear Mr. Buckley:

This letter is in response to the February 6th letter from Acting Associate General Counsel Rosemary C. Smith. In her letter Ms. Smith posed a series of questions regarding an advisory opinion request submitted on behalf of the National Association of Home Builders of the United States (NAHB) to the Federal Election Commission. Enclosed with this letter are answers to the eight specific questions. We have also enclosed printed materials and video tapes which we believe are responsive to these questions. If your office should have additional questions, or need additional materials, please do not hesitate to contact me. We will respond promptly to any additional requests from your office.

Thank you for your cooperation in this matter.

Sincerely,



E. Mark Braden

EB/rvn

Enclosures

FEC Responses for Advisory Opinion

1. What are the different classes of membership at NAHB? What are the requirements of each class?

(See NAHB Bylaws, Article I – Attachment I)

2. Do the funds in the general operating accounts of NAHB that fund its "Voter Mobilization" program constitute general treasury funds of NAHB?

Yes.

3. With respect to the "Voter Mobilization" program generally, please describe in detail the media, content, timing, and distribution of the "partisan communications" to which the request refers. With respect to the content specifically, please provide transcripts, copies of print ads, phone bank scripts, and any other materials that you describe.

NAHB's partisan communications efforts have primarily been communication in the form of mail, sent to NAHB's restricted class. The mailings usually consists of a multicolored brochure highlighting a candidate's position on one or more key issues. It may include a letter from a prominent member of NAHB urging support for a candidate, soliciting their vote, encouraging a contribution be sent and/or encouraging members to volunteer for a campaign. Mail is sent to members of the restricted class. (see sample mailing – Attachment II). No phone banks or print advertisements have been used.

4. Other than partisan communications, please describe in detail the other activities that comprise NAHB's "Voter Mobilization" program.

In addition to partisan communication, NAHB's "Voter Mobilization" program has included issue advocacy communications which include references to federal candidates or office holders but do not expressly advocate the election or defeat of any candidate. Issue advocacy has been carried out via mail and in television advertisements. (See samples – Attachment III.)

5. Please provide more details about the events to which questions 1 and 2 of your request refer. For example, are "forum" and "meetings" general sessions of a "convention," a reception or similar social event, a luncheon speech, participation in a panel or workshop, etc? Also, who are the audience for each of the events? For example, are participants or attendees at the events members of NAHB's restricted class, etc? Might the composition of the audience change depending on what type of event is held? If so, how?

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NAHB's annual convention consists of two primary components, a governance component and a trade show component. The governance component consists of business meetings within the NAHB organization such as government affairs, public affairs, membership and budget. Social events are held in conjunction with the convention (Example the reception for the installation of the new NAHB President). These meetings and social functions are attended almost exclusively by NAHB members and family. There are speakers and limited special guests invited who may not be NAHB members.

The second component of the annual convention is an industry trade show. Both NAHB and non-NAHB members attend the show.

6. With respect to the types of events "convention," "forum," and "meeting" mentioned in your examples 1 and 2, state whether such events are held in the normal course of business by NAHB. If they are, please provide documentation (programs, agendas, etc) with respect to the last such event held by NAHB.

NAHB holds an annual convention and various meetings during the normal course of its business year. (See Attachment IV – Official program and sample draft committee agendas.)

7. You state that leaders of many different facets of American life have been invited to "attend," "participate" and/or "speak" at NAHB events. How do these three activities differ from each other?

As a matter of courtesy, federal elected officeholders in the vicinity of where the NAHB annual convention or board meetings are held are usually invited to "attend" these gatherings as guests of NAHB. An example would be the Nevada congressional delegation. They were invited to attend the NAHB annual convention in Las Vegas. Attendance should not be construed as this delegation having a speaking or participatory role.

To "participate" would mean an active role, probably in the program itself. This could mean participation in a panel discussion, or perhaps as a moderator. One may be asked to participate by merely attending a function, perhaps even receiving an invitation. Regardless, to "participate" would not mean that they would be the sole source of policy viewpoint or opinion in the program.

To "speak" is to have a more dominant role in the program. NAHB usually has a number of speakers, many are often public officials. In the past these speakers have provided a keynote address at the start of the NAHB trade show, or have been the primary speaker outlining policy or

future policy of importance to the industry, such as the Housing and Urban Development Secretary Martinez has done recently.

Past speakers at NAHB conventions have included: President George Bush, former Vice President Albert Gore, former New York City Mayor Rudy Giuliani, Willard Scott, Joan Rivers, Bruce Jenner, numerous elected officials from the local, state and federal levels and Tom Jones (Head of Habitat for Humanity).

8. Your question 2 is asked with respect to invitees being representatives of firms, or individuals, which have made donations to the NAHB "Voter Mobilization" effort. Would a donation be made as a condition of receiving an invitation to the event? Would donations otherwise be solicited with an invitation to the event being promised in return?

Donations would not necessarily have to be made as a condition of receiving an invitation to an event. No Voter Mobilization financial solicitations would occur at such an event. Many invitations to events would be based upon membership in various donor or contributor clubs as a part of fulfillment packages. Other perks would go with the various membership levels including but not limited to preferred hotel accommodations, car service, and internal NAHB recognition.

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ATTACHMENT I

**National Association of Home Builders
Advisory Opinion Request**

ARTICLE I

(Membership)

Sec. 1. CLASSES OF MEMBERS. The Association shall have the following classes of members. The designation of such classes and the qualifications of the members of such classes shall be as follows:

(A) BUILDER MEMBER. Any individual who is or has been in, or employed by a firm or corporation in the business of building or remodeling of homes, apartments, schools, commercial, industrial, or other structures normally related and appurtenant to a community, or in land development, and who subscribes to the Code of Ethics of this Association and is of good character and business reputation, shall be eligible to be a builder member provided such individual, or the firm or corporation which employs him or her, is in the above described business:

- (i) has been accepted as a builder member in good standing of any Affiliated Local Association, Chapter, or State Association of this Association, or
- (ii) operates in an area not within the jurisdiction of any Affiliated Local Association, Chapter, or State Association.

Where a firm or corporation has been accepted as a builder member of any Affiliated Local Association, Chapter, or State Association, the employee who is designated by that firm or corporation as its representative for its dealings with the Affiliated Local Association, Chapter, or State Association shall be eligible for builder membership in this Association. If the representative leaves the firm's employ, the firm or corporation may designate another representative for the balance of the NAHB membership year.

(B) ASSOCIATE MEMBER. Any individual who is or has been in or employed by a firm or corporation engaged in a trade, industry, or profession related to the business of building or remodeling of homes, apartments, schools, commercial, industrial, or other structures normally related and appurtenant to a community and is not inconsistent with the objectives of the Association or any of its Affiliated Local Associations, Chapters, or State Associations and who subscribes to the Code of Ethics of this Association and is of good character and business reputation shall be eligible to be an associate member provided such individual, or the firm or corporation which employs him or her and is engaged in a trade, industry, or profession described above:

- (i) has been accepted as an associate member of an Affiliated Local Association, Chapter or State Association; or
- (ii) operates in an area not within the jurisdiction of any Affiliated Local Association, Chapter or State Association.

Where a firm or corporation has been accepted as an associate member of an Affiliated Local Association, Chapter, or State Association, the employee whom that firm or corporation designates as its representative for its dealings with the Affiliated Local Association, Chapter, or State Association shall be eligible for associate membership in this Association. If the representative leaves the firm's employ, the firm or corporation may designate another representative for the balance of the NAHB membership year.

(C) AFFILIATE MEMBER. Any individual who subscribes to the Code of Ethics of this Association and is an employee of a firm represented by a builder or associate member of the same local association as defined in Sections (1)(A) and (B) of these bylaws shall be eligible to be an affiliate member if he/she has been accepted as an affiliate member in good standing by an Affiliated Local Association, Chapter, or State Association of this Association.

(D) STUDENT MEMBER. Any student of light construction or related subjects who is a member of an organized group in an accredited school during the current academic year and sponsored by a faculty advisor shall be eligible to be a student member.

(E) HONORARY MEMBER. Any persons so designated by the Board of Directors, from time to time, for distinguished and unique service to the building industry shall be Honorary Members.

(F) LIFE MEMBER. Past Presidents of the Association are life members of the Association.

(G) INTERNATIONAL MEMBER. Any United States citizen; firm, or corporation or foreign national, firm, or corporation engaged primarily in business outside the United States shall be eligible to be either an international builder member, provided the party is otherwise qualified as a builder member, or an international associate member, provided the party is otherwise qualified as an associate member.

(H) ACADEMIC SUBSCRIBER. Any full time professor, instructor, or other faculty member or full time administrator at a high school, local or state vocational school, college or university, who does not otherwise qualify for membership within these bylaws, shall be eligible to be an academic subscriber.

Sec. 2. ACCEPTANCE OF MEMBERS.

(A) Applicants for membership, other than Honorary and Life memberships, shall sign an application for membership. This may be a part of an application to an Affiliated Local Association, Chapter, or State Association. All individuals accepted for membership must comply with the Articles of Incorporation and Bylaws of this Association. Copies of the Bylaws are available upon request from the Vice President and Secretary.

(B) Applicants for builder, associate and affiliate membership approved and accepted by an Affiliated Local Association, Chapter, or State Association or, in the case of such applicants operating in an area not within the jurisdiction of an Affiliated Local Association, Chapter, or State Association, by the Vice President and Secretary, upon payment of dues shall become builder, associate, or affiliate members of this Association.

(C) Applicants for student and international membership and academic subscriber, approved and accepted by the Vice President and Secretary, upon payment of dues and/or fees shall be members of this Association.

Sec. 3. VOTING RIGHTS. Each builder member, and life member shall be entitled to one vote on each matter submitted to a vote of the members.

Sec. 4. SERVICES AND PRIVILEGES.

(A) All members in good standing are entitled to full benefits, services, and privileges of the Association, except (1) as provided in Subparagraph (B) of this Section or (2) as specifically set forth elsewhere in these Bylaws.

(B) Each academic subscriber, student, international, affiliate or honorary member, shall be entitled only to such national services and privileges upon payment of an annual fee therefore, as may, from time to time, be determined by the Executive Board.

(C) The Board of Directors may from time to time provide that one or more types of specialized and expanded services shall be available to all members in good standing upon payment of a stated fee, provided they also meet other prescribed conditions of eligibility.

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ATTACHMENT II

National Association of Home Builders
Advisory Opinion Request

As a small business owner himself, Lincoln Davis understands the different challenges we face every day. He worked hard passing legislation that opens the doors of opportunity for small business owners like you and me.

Lincoln Davis knows first hand the consequences of increasing taxes on small business owners. In the Tennessee State Senate, Lincoln Davis fought to make sure our state's budgets were fiscally responsible and didn't include any new taxes. He was also a leader in the fight against the creation of a state income tax.

There is no doubt that the outcome of the November 5th elections will dramatically change the American political landscape and our home building industry as well.

For those of us who rely on the Tennessee housing industry to protect our livelihood, this threat cannot go unanswered. Our interests on issues like housing affordability, tax reform, land use, environmental policies and reduced government regulations, demand that we take action right now.

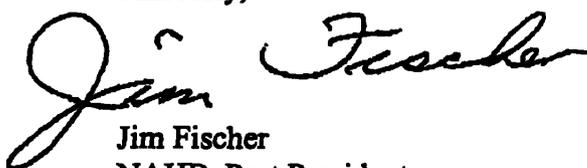
As builders, we have the unique opportunity to help shape this year's election and send responsible, informed leaders to Washington – leaders who will listen to our industry's concerns.

That is why I'm urging you to send, directly to the Davis for Congress campaign, your most generous contribution of \$500, \$250, \$100 or even \$50. To reach the campaign, call 931-879-3778 or mail your check directly to Lincoln Davis for Congress, PO Box 2002, Pall Mall, TN 38577.

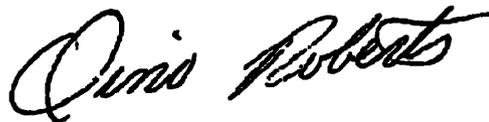
To succeed at electing pro-housing candidates, we must not let the few single-minded special interests beat us by writing large checks.

Please take a moment and read through the enclosed information about Lincoln Davis and show him how much you appreciate his continued support by sending a generous contribution to his campaign today!

Sincerely,



Jim Fischer
NAHB, Past President
HBA of Tennessee, Past President



Dino Roberts
HBA of Tennessee, President

P.S. With November 5th growing closer, it is critical we protect our livelihood and the Tennessee housing industry. The radical environmentalists and political extremists are lining up against us in an attempt to elect their anti-growth mouthpieces to Capitol Hill. To protect our industry and our businesses, we must elect pro-housing candidates to Congress. That's why I am urging you today to help support Lincoln Davis for Congress with the most generous contribution you can afford. Thank you.

Election 2002

Congress, Builders & Tennessee

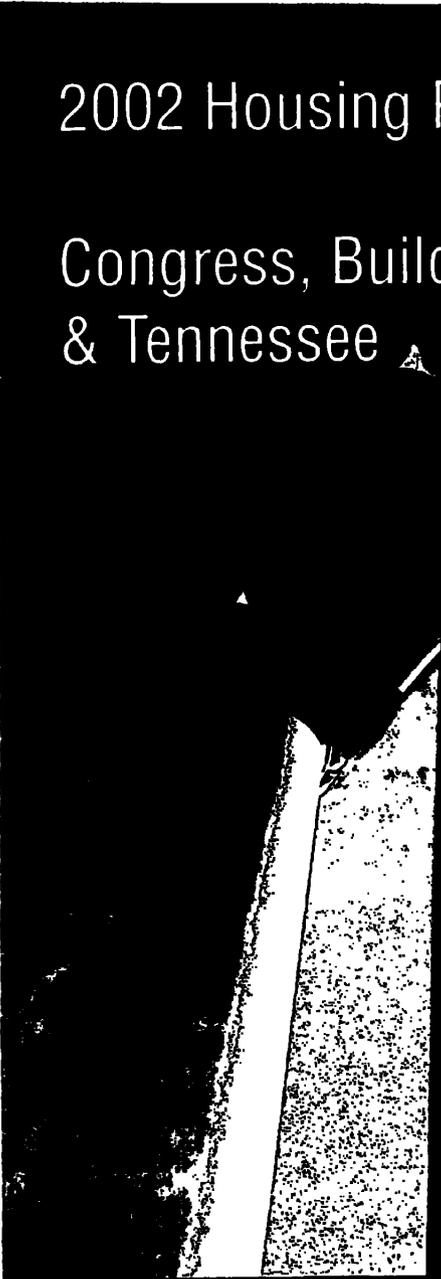
Help elect a PRO-HOUSING Congress

There are a number of things you can do to help pro-housing candidates get elected or re-elected to office.

- ✓ Review a candidate's experience or legislative record to learn if the candidate supports the housing industry.
- ✓ Make a contribution to a pro-housing candidate's campaign.
- ✓ Donate your time to helping a pro-housing candidate's campaign.
- ✓ Make it easy for your employees to vote.
- ✓ VOTE on Tuesday, November 5.

2002 Housing Report

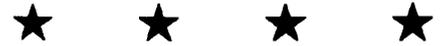
Congress, Builders & Tennessee



Lincoln Davis

Housing Advocate

Lincoln Davis



A Native of Tennessee

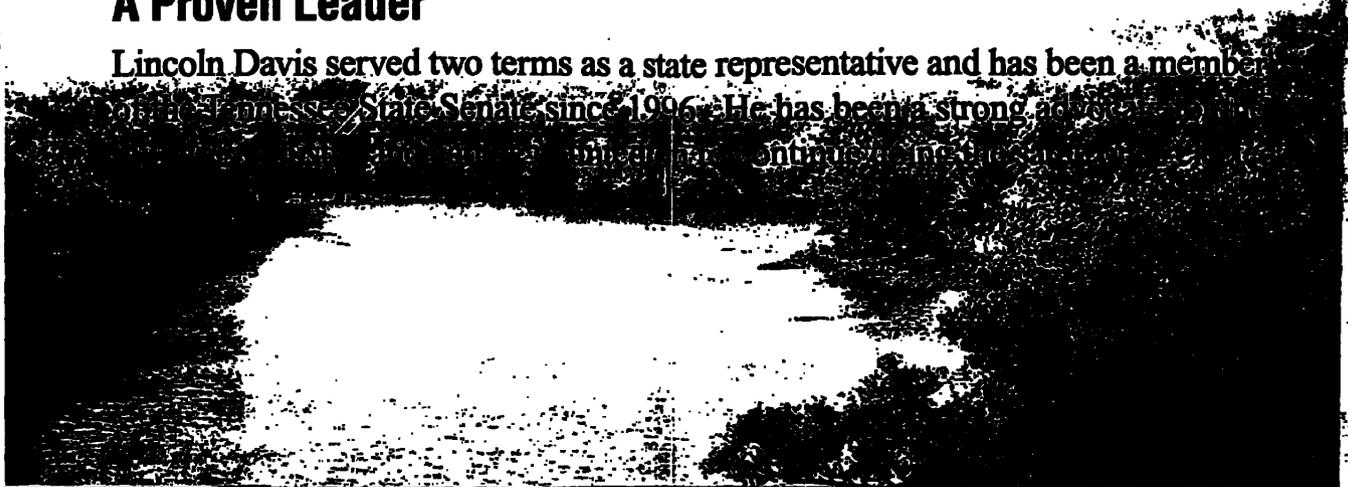
Lincoln Davis has lived in Tennessee his entire life. He grew up working on his family's farm and knows what it takes to make and keep a small business successful.

A Successful Builder

Lincoln Davis has spent the past 15 years building a successful construction business, Diversified Construction Company, which builds homes, apartments, commercial properties and develops land. He understands the concerns of the building industry and will be our voice in Congress.

A Proven Leader

Lincoln Davis served two terms as a state representative and has been a member of the Tennessee State Senate since 1996. He has been a strong advocate for the construction industry and will continue to bring the same leadership to Congress.



Contribution Checklist

Contributions to candidates for federal office are regulated under federal law. Here's what you need to know before making a contribution:

- ✓ Personal contributions only. Candidates for federal office may not accept corporate contributions.
- ✓ Contributions are limited to \$1,000 per election.
- ✓ Contributions are not deductible for federal income tax purposes.
- ✓ Include your name, address and occupation with your contribution. If paying by check, simply write "Home Builder" in the lower left-hand corner of your check.
- ✓ Checks for Lincoln Davis should be made payable to "Lincoln Davis for Congress" and sent to P.O. Box 2002, Pall Mall, TN 38577.

576
October 22 20 02
\$ 1,000.00
DOLLARS

Hometown Valley Bank

Pay to the Order of Lincoln Davis for Congress

One thousand only

Memo: Home Builder!

Leader on issues affecting builders...

Lincoln Davis

Fiscally Responsible

Builders rely on strong economic conditions and know first-hand the consequences that increased taxes can have on our industry. Lincoln Davis has worked hard in the Tennessee Senate fighting fiscally damaging budgets that can slow down Tennessee's economy and reduce jobs. He has been a strong voice in opposition to new taxes. Most recently, he successfully fought against the creation of a state income tax that would have drastically hurt Tennessee's economy and our quality of life.

True Believer in Small Business

As small business owners, builders face many challenges when it comes to competing with large corporations and special interests to get the attention of legislators. Lincoln Davis is a small business owner himself and personally understands these challenges. He has supported legislation that opens the door of opportunity for small business owners in Tennessee and can be counted on to take this leadership to Washington.



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ATTACHMENT III

National Association of Home Builders
Advisory Opinion Request



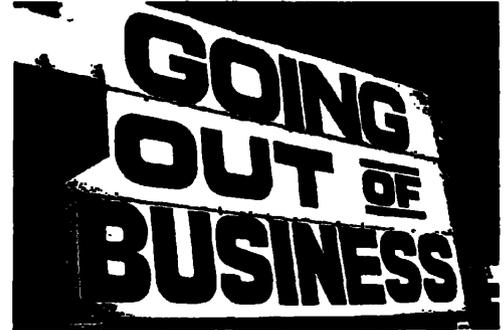
Protect the American Dream

Support the NAHB Housing Defense Fund

National Association of Home Builders
1201 15th Street, N.W.
Washington, D.C. 20005-2800

No-growth extremists have a plan for you.

Les Gagne
Moen Inc
24 Kowal Dr.
Chicopee, MA 01020-4939
|||||



Dear Les:

You've never received a letter like this from NAHB. But we are facing a monumental challenge and we need your help immediately!

Housing Under Siege. The Sierra Club is about to succeed in passing two radical no-growth initiatives in Colorado and Arizona. These measures would devastate housing in those states and set a dangerous national precedent.

State Constitutional Amendment 24 in Colorado & Proposition 202 in Arizona would stop home building, by creating strict urban growth boundaries, giving environmental extremists unprecedented access to the courts and creating the first true "ballot-box-zoning" system in the country.

Keep Housing Off The Endangered List. This election will set a precedent for the future of housing in America. If the Sierra Club wins, builders across the country will be threatened by similar no-growth initiatives for years to come.

Sierra Club activists are bragging. If they can pass just one of these measures, they'll take their no-growth plans to every state in the Union.

The Sierra Club May Put Builders Out Of Business. Polls show that if the elections were held today, both measures would pass. The only way we can turn the tide is through a massive voter education campaign — and that costs money.

You Can Help Protect The American Dream. Act now. Elections are just a few weeks away. The Sierra Club's radical no-growth agenda is out of touch with mainstream America. We are asking every NAHB member to contribute to the fight.

Sincerely,


Robert L. Mitchell
President


Kent Conine
Vice President/Secretary


Bruce Smith
President Elect


Charlie Ruma
Immediate Past President


Gary Garzynski
Vice President/Treasurer

NAHB has established a "Housing Defense Fund" to fight the no-growthers. **Simply return the enclosed envelope with your PERSONAL or CORPORATE check TODAY.** Your contribution to the Housing Defense Fund may be used to help other states facing no-growth threats both now and in the future. Thank you for your support.

Look at what radical environmentalists are saying



Protect the
**American
Dream**
SUPPORT THE HAMB HOUSING DEFENSE FUND

"The bad news is that smart growth is still the exception to the rule. Too many developers [. . .] still don't care a whit about the problem. Irresponsible, poorly planned development is threatening our coasts and rivers, open spaces and urban parks, our rural areas and big cities."

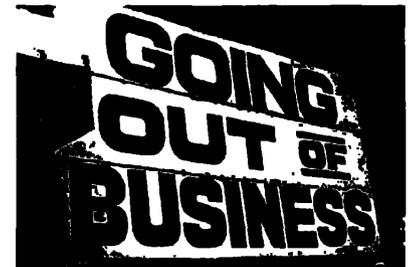
— *Deron Lovaas*
Representative for the Sierra Club's Challenge to Sprawl Campaign
Sierra Club News Release
September 14, 2000

"Sprawl contributes to the decline of cities, since people moving out means lower population bases for urban areas. It also concentrates poverty in urban areas; the poverty rate in cities rose 50 percent from 1970 to 1993 — from 14.2 percent to 21.5 percent, according to the Sierra Club."

— *Environment Media Services Web site*
Land & Transportation - Urban Sprawl Fast Facts

They have a plan to put you out of business

The Sierra Club & other no-growth extremists have a plan to stop growth in every state in the Union. They want to drive homebuilders out of business and force American families into crowded high-density neighborhoods against their will.



This November, their plan will be put to the test in Arizona & Colorado. The Sierra Club's ballot measures will be voted upon in Arizona & Colorado this November.

Key Features of Arizona & Colorado Ballot Initiatives:

- A two year moratorium on all new construction
- Inflexible growth boundaries strangling *every* community
- Radical environmentalists can sue anyone anywhere at anytime on any land use decision
- Growth boundaries are adopted by voters and can only be amended with voter approval
- Existing planning and conservation laws repealed

AUDIO

Lindsay Graham believes strong families make for strong communities.

In Congress, he voted to abolish the tax that punished working families.

And Lindsey Graham voted to wipeout the federal income tax burden altogether for thousands of low-income families in South Carolina.

“We’ve eliminated the death tax and to me that is one of the best things we’ve done for working families.”

On behalf of the more than 65,000 men and women working to build a better South Carolina, thanks Lindsey!

VISUAL

**Picture Lindsay with people at fair.
Family b-roll / pictures**

**-Young couple with kids
-70 something with 40 year-old
(Bill numbers “Death Tax”
“Income Tax Cut”) B-roll African
Americans**

Lindsey Graham speaking

**Builders at construction site, single
family framing**

**Paid for by The National Association of
Home Builders & Home Builders
Association South Carolina**



Protect the
**American
Dream**

Support the NAHB Housing Defense Fund

Enclosed is my check for

- \$50
- \$100
- \$250

(Please make check payable to National Association of Home Builders)



NAHB
NATIONAL ASSOCIATION
OF HOME BUILDERS

Your contribution to the Housing Defense Fund may be used to help other states facing no-growth threats both now and in the future.

Name _____

Company _____

Address _____

City _____ State _____ Zip _____

Phone _____ Fax _____

E-Mail _____

Note: Contributions to the Housing Defense Fund are not deductible as charitable contributions.

Thank you for helping protect the American Dream!

IX. NACU Infrastructure/Smart Growth Discussion
2:45 PM - 3:05 PM

Fel Rose, Executive Director
National Association of
County

X. NACU Report
3:15 PM - 3:30 PM

Fel Rose

XI. Congressional Briefing and Discussion
3:35 PM - 3:50 PM

Fel Rose

XII. Meeting of the National Association of
County Executives

Fel Rose

XIII. Meeting of the Council
3:55 PM - 4:00 PM

Fel Rose

XIV. Meeting of the National Association of
County Executives

Fel Rose

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ATTACHMENT IV

**National Association of Home Builders
Advisory Opinion Request**



NAHB
NATIONAL ASSOCIATION
OF HOME BUILDERS



**EXECUTIVE COMMITTEE MEETING
INTERNATIONAL BUILDER'S SHOW
LAS VEGAS, NEVADA**

Saturday, January 18, 2003
12:00 Noon – 1:00 P.M.
Lunch Served

Las Vegas Convention Center

1:00 P.M. – 5:00 P.M.
Executive Committee Meeting

Room N250
Las Vegas Convention Center

DRAFT WORKING AGENDA

Welcome (10) Gary Garczynski
Pledge of Allegiance, Invocation, Approval of Minutes

Office of the Vice President and Secretary Dave Wilson
Vice President & Secretary Report (Bylaw Amendments, New Affiliates, etc.) (5)
Governance Update (5)
Membership Update (5) Lynne Pratt

Guest Speaker: Kenneth Mayfield, President, National Association of Counties (30)
(Invited)

Office of the President-Elect Kent Conine
Advocacy/Policy Issues (20)
Legislative and Regulatory Policy Compendium (10) Joe Robson
BUILD-PAC Report (5) Rich Morin

Guest Speaker: Franklin Raines, Chairman and CEO, Fannie Mae (30)

Office of the Immediate Past President Bruce Smith
Nominations Committee (5)
Past Presidents Council (5)
Building Update (15)

Office of the Vice President and Treasurer Bobby Rayburn
Convention/IBS Update Julius Mehrberg
Policy Discussion:
Leadership Consensus Proposal

Open Forum Tom Mullen
Sales and Marketing Council 40th Anniversary (10)

Recess



**JOINT EXECUTIVE, BUDGET, AND RESOLUTIONS COMMITTEE MEETING
INTERNATIONAL BUILDER'S SHOW
LAS VEGAS, NEVADA**

Wednesday, January 22, 2003

8:00 A.M. – 12:00 P.M.
Executive Committee Meeting

Pavilion's 1,2, & 3
Las Vegas Hilton

12:00 Noon – 1:00 P.M.
Lunch Served

Ballroom A
Las Vegas Hilton

DRAFT WORKING AGENDA

Call to Order

Guest Speaker: Leland Brendsel, Chairman and CEO, Federal Home Loan Mortgage Corporation (30)

Office of the President-Elect
Legal Action Committee (10)
State and Local Issues Fund (10)

Kent Conine
Karl Schelling
Elton Parsons

Guest Speaker: John Korsmo, Chairman, Federal Housing Finance Board (30)

Office of the President
Report of the President
Report of the Executive Vice President (20)
Report of the Chief Economist (15)
National Housing Endowment
Resolutions (20)

Gary Garczynski

Jerry Howard
Dave Seiders
Roger Glunt
David Pressly

Office of the Vice President and Treasurer
2002 Budget Committee Report (10)

Bobby Rayburn

Open Forum (30)

Adjourn

BOARD OF DIRECTORS MEETING

Thursday, January 23, 2002

8:00 AM – 12:00 PM

Barron Ballroom

(National Sales and Marketing Council 40th Anniversary - video) (continuous loop)

*** DRAFT WORKING AGENDA ***

CALL TO ORDER, INVOCATION, PLEDGE OF ALLEGIANCE (5) Gary Garczynski

OFFICE OF THE PRESIDENT

Report of the Executive Vice President (10) (PowerPoint) Jerry Howard

NAHB Staff Recognition

2003 Hall of Fame Inductee Announcement (5) Fred Napolitano

Associate Member of the Year Presentation (5)

OFFICE OF THE PRESIDENT-ELECT

Advocacy/Policy Issues (PowerPoint) (10) Kent Conine

Voter Mobilization Program (Video) (Beta) (5)

Legislative and Regulatory Policy Compendium (10) Joe Robson

BUILD-PAC Report (5) Rich Morin

OFFICE OF THE IMMEDIATE PAST PRESIDENT

Nominations Committee Report Bruce Smith

Election of 2003 National Vice Presidents (5)

Election of 2003 Vice President/Secretary (10)

Election of 2003 Vice President/Treasurer (5)

Election of 2003 First Vice President (5)

Election of 2003 President (10) (video)

Building Update (5)

GUEST SPEAKER: Congressman Lincoln Davis (D-TN) (20)

Voter Mobilization Candidate

REPORT OF THE CHIEF ECONOMIST (15)(PowerPoint) Dave Seiders

OFFICE OF THE VICE PRESIDENT/TREASURER

Budget & Finance Committee Report (20) Bobby Rayburn

OFFICE OF THE PRESIDENT

Resolutions Committee Report (30) (vote) Gary Garczynski

David Pressly

OPEN FORUM (30)

ADJOURN

FEDERAL GOVERNMENT AFFAIRS COMMITTEE

NATIONAL ASSOCIATION OF HOME BUILDERS

2003 ANNUAL CONVENTION

LAS VEGAS, NEVADA

SUNDAY, JANUARY 19, 2003

Room North 260, Level 2
Las Vegas Convention Center
12:00 noon – 5:00 PM

Chairman: Charlie Kasko
Vice Chair: Joe Robson
Staff: Kathy Doddridge

- I. Lunch**
12:00 PM – 12:30 PM
- II. Call To Order & Taking Of Roll**
12:30 PM – 12:35 PM
Charlie Kasko
- III. Staff Changes**
12:35 PM – 12:45 PM
Kathy Doddridge
- IV. Reports from Subcommittees**
12:45 PM – 1:15 PM
Taxation Subcommittee (10 minutes) Lenny Sendelsky
Congressional Contact Subcommittee (10 minutes) Joe Robson
Legislative Conference Subcommittee (10 minutes) Joe Robson
- V. 107th Congress Accomplishments**
1:15 PM – 1:30 PM
Housing Legislation (5 minutes) Kathy Doddridge
Community Character Act (5 minutes) Jim Tobin
Terrorism Insurance (5 minutes) Kathy Doddridge
- VI. Continuing Issues in 108th**
1:30 PM – 1:55 PM
Energy Legislation (5 minutes) Jason Lynn
Bankruptcy Legislation (5 minutes) Sean McGraw
Appropriations (5 minutes) Sean McGraw
National Flood Insurance Program (5 minutes) Kathy Doddridge
TAMs Legislation (5 minutes) Marty Morris
Homeownership Tax Credit (5 minutes) Marty Morris
- VII. Overview of House Financial Services/
Senate Banking Committee Priorities**
1:55 PM – 2:15 PM
Clinton Jones/Cindy Chetti
- VIII. Overview of Senate Environment
and Public Works Committee Priorities**
2:15 PM – 2:30 p.m.
Andy Wheeler
- BREAK**
2:30 PM – 2:45 PM

- | | | |
|--------------|--|--|
| IX. | NACO Infrastructure/Smart Growth Discussion
2:45 PM – 3:05 PM | Ed Rosado, Legislative Director
National Association of
Counties |
| X. | BUILD-PAC Report
3:05 PM – 3:20 PM | Rich Morin |
| XI. | Corporate Fundraising Discussion
3:20 PM – 3:30 PM | Bob Nielsen |
| XII. | Discussion of State/Regional Issue Lobbying
3:30 PM – 3:55 PM | Charlie Kasko/Joe Robson |
| XIII. | Passing of the Gavel
3:55 PM – 4:00 PM | Charlie Kasko/Joe Robson |
| XIV. | Prioritization of Issues (1st Session 108th)
4:00 PM – 5:00 PM
Tax Issues (15 minutes)
Housing Issues (15 minutes)
Environment Issues (15 minutes)
Labor Issues (15 minutes) | Charlie Kasko/Joe Robson |

AS PART OF ITS FEBRUARY 27, 2003, SUBMISSION, NAHB SUBMITTED THE OFFICIAL PROGRAM FROM ITS 59TH ANNUAL CONVENTION AND EXPOSITION, HELD JANUARY 21-24, 2003, IN LAS VEGAS NEVADA. THIS PROGRAM, WHEN COPIED, TAKES UP OVER 100 PAGES, MUCH OF IT IRRELEVANT TO THE ADVISORY OPINION REQUEST. IN AN EFFORT TO REDUCE THIS PACKAGE TO A MORE READABLE FORM WHILE STILL PRESERVING ITS BASIC PURPOSE, WE HAVE ELIMINATED MUCH OF THE EXTRANEIOUS MATERIAL.

THE PROGRAM IS DIVIDED INTO THE FOLLOWING SECTIONS:

NAHB LEADERSHIP AND COMMITTEE LISTINGS
GENERAL INFORMATION
ENTERTAINMENT AND TOURS
NAHB COMMITTEE MEETINGS
EDUCATIONAL PROGRAMS
EXECUTIVE OFFICERS COUNCIL
NAHB WOMEN'S COUNCIL

THE NEWLY-CONFIGURED MATERIALS START OFF WITH THE COVER OF THE PROGRAM. THE NEXT PAGE IS THE TABLE OF CONTENTS, WHICH WILL SERVES AS AN INDICATOR OF THE SCOPE OF THE MATERIALS THAT HAVE BEEN ELIMINATED. FOLLOWING THE TABLE OF CONTENTS, THE FIRST PAGE OF THE FIRST SECTION (NAHB LEADERSHIP AND COMMITTEE LISTINGS) IS INCLUDED. FOLLOWING THAT, THE TITLE PAGE OF EACH SUBSECTION, AND AT LEAST ONE PAGE REPRESENTING THE CONTENTS OF EACH SUBSECTION, IS INCLUDED. ADDITIONALLY, THOSE PAGES THAT REFLECT ACTIVITIES OF BUILD-PAC HAVE ALSO BEEN RETAINED.

AS RECONFIGURED, THE MATERIALS TAKE UP 26 PAGES. THE THREE-PAGE CONVENTION PROGRAM PLANNER, WHICH WAS ALSO SUBMITTED AND WHICH IS ALSO BEING MADE AVAILABLE, GIVVES AN EVEN MORE SPECIFIC REPRESENTATION OF MANY OF THE MATERIALS THAT ARE BEING OMITTED.



**THE
INTERNATIONAL
BUILDERS
SHOW**



Presented by
NAHB & HomeSource.com

**January 21-24, 2003
Las Vegas Convention Center
Las Vegas, Nevada USA
www.BuildersShow.com**



SPECIAL NOTICE

This is a professional trade Convention-Exposition. It is not open to the public.

CONVENTION CREDENTIALS

Note that our security guards will be asking for identification to substantiate the identity of the badge holder. Use of badges by anyone other than the person to whom the badge was issued will be grounds for confiscation of the badge.

UNAUTHORIZED SOLICITATIONS

Solicitation of business at the Show by manufacturers who are not official exhibitors is not in the best interest of the NAHB members or exhibitors. Any such occurrence should be reported promptly to the Show Executive Office located in Exhibit Hall C2.

THE INTERNATIONAL BUILDERS' SHOW®

Message Center
Exhibit Hall C2, (702) 943-3521

Website
www.BuildersShow.com



ACCESSIBILITY FOR PEOPLE WITH DISABILITIES

All Las Vegas Convention Center Facilities are accessible.

Accessible Shuttle Bus: For accessible Shuttle bus information please call the shuttle bus office at 800-869-3696.

Maps: Maps have been developed for the Convention Center giving an at-a-glance look both inside and out. Accessible parking, restrooms, elevators, etc. are marked to assist disabled visitors in getting from one area to another. These maps are available in the Visitor Information Center or the Security Office in the Convention Center.

Wheelchair Rental: The Las Vegas Convention and Visitors Authority has wheelchairs for emergency use only. You may make arrangements to rent standard or motorized wheelchairs and scooters from any of the following:

- Access Services of Nevada, Inc. - (702) 642-8260
- Advanced Medical and Mobility - (702) 896-8911
- International Medical Specialties - (702) 263-3010
- Interwest Home Medical - (702) 565-1800
- Landmark Pharmacy - (702) 731-0041
- Las Vegas Home Medical Supply - (702) 221-9848
- Mesa Medical Equipment, Inc. - (702) 367-0737
- THC of Nevada - (702) 796-1016
- USA Hosts - (702) 735-1963

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**NAHB
SENIOR
OFFICERS**



F. Gary Garczynski
NAHB President



C. Kent Conine
President-Elect



James R. "Bobby" Rayburn
Vice President and Treasurer



David F. Wilson
Vice President and Secretary



Bruce C. Smith
Immediate Past President



Gerald M. Howard
*Executive Vice President and
Chief Executive Officer*

PRESIDENT'S MESSAGE

Welcome to Las Vegas, and the best
INTERNATIONAL BUILDERS' SHOW
yet! I'm glad you could join us for this
tremendously worthwhile event. It's easily
the largest and most important annual
trade show for housing professionals any-
where.



We've come a long way since last
year's show in Atlanta. Not only have we weathered an eco-
nomic downturn in which the housing industry emerged nearly
unscathed, but we've seen the fruits of our labor widely cele-
brated as a crucial source of strength and a saving grace for this
country. NAHB members can be proud of the role we've played
in keeping America sound and stable.

Important victories have been ours in the courts, in Congress
and in the regulatory rulemaking process, as well. Whether
challenging overly broad critical habitat designations, arming
our members with the essential tools they need to deal with the
contents of the APA's Legislative Guidebook, or pushing for
comprehensive housing legislation on Capitol Hill, NAHB has
measured up to the justifiably high expectations of our 205,000
members, time and again.

Now we must build on our successes. This event's 200+
educational seminars, along with more than a thousand superb
exhibits, can open the door to business opportunities you'll
want to explore. And, back by popular demand,
techHOMEpo™ offers all the cutting-edge technologies for
home design and business management you could dream of.
We've devoted a major section of the exhibit floor exclusively
to these products. Don't forget to test drive the impressive
Building Homes of Our Own CD-ROM game, which debuted in
middle schools this fall.

Las Vegas is the perfect venue for showcasing the latest,
most innovative products geared specifically to the residential
and light commercial construction industries. I hope you have a
wonderful time, and that you return right here for the 2004
Builders' Show. For those seeking the competitive advantage,
this is truly a can't-miss event.

Gary Garczynski
2002 President
National Association of Home Builders

A Harley-A-Day Giveaway!



We're giving away one motorcycle each day of The 2003 International Builders' Show®, and you can enter to win!

Just complete an entry form and drop it off in the Harley-A-Day box in the Theme Center in the South Hall of the Las Vegas Convention Center before the Exhibit Floor closes each day. Pick up entry forms at the registration counters, badge holder kiosks or in the South Hall of the Convention Center during the Show.

THE INTERNATIONAL BUILDERS SHOW

59th Annual Convention & Exposition

www.BuildersShow.com

General Information

NAHB MEMBERSHIP - GET CONNECTED TO THE POWER OF THE NATION'S BUILDING INDUSTRY

WHAT'S IN IT FOR ME?

Get fully connected to the power of the building industry when you join over 205,000 builders, subcontractors, and other professionals who have found NAHB membership an asset to improve their business operation and bottom line.

NAHB, its affiliates, and industry councils offer many resources and opportunities for you to increase your profitability. Here are some ways you'll profit from your membership investment:

• **ADVOCACY** - As a part of NAHB, your voice becomes a powerful instrument of change and influence at the local, state and national level. No one can deny it, the opinion of over 205,000 members counts! NAHB and its affiliates advocate for your rights and interests to the policymakers, regulators, and the media.

• **INFORMATION** - To stay on top, you need to stay informed. NAHB studies economic, demographic, technological, legislative, and regulatory issues as well as the consumer trends that have an impact on the building industry. Receive legal assistance from NAHB's experienced team of attorneys, valuable economic forecasting, customized resource listings from the NAHB Housing Library, and individual consultations with any of NAHB's 300-plus staff experts. As a member, you'll be among the first to know about industry developments and how you can benefit from them.

• **EDUCATION** - NAHB's University of Housing offers quality education that is affordable, accessible, timely, and relevant. Year-round, hundreds of educational programs are offered in a variety of formats to meet your needs. Take advantage of the professional designation programs designed to further enhance your professional experience: Certified Graduate Remodelor™ (CGR), Certified New Home Sales Professional (CSP), Certified Graduate Associate (CGA), Registered Apartment Manager (RAM), Housing Credit Certified Professional (HCCP), Certified Leasing Professional (CLP), and Member, Institute of Residential Marketing (MIRM) designations.

• **NETWORKING** - Make the right connections with unsurpassed opportunities for networking and marketing! Through both formal and informal networking events at the local, state, and national levels, meet potential clients, business partners, and industry colleagues. Take advantage of the NAHB committee, council, and leadership opportunities, support from the special interest councils, and the local to national level trade shows and expos.

• **DISCOUNTED BUSINESS PRODUCTS AND SERVICES** - NAHB members receive discounts on dozens of products and services relevant to the success of your business. Put the buying power of over 205,000 members to work for you! Affinity programs designed especially for members include: 401(k) plan, credit card processing, mobile offices and storage units, computers, office products, and payroll processing.

HOW TO JOIN - THREE MEMBERSHIPS IN ONE!

By joining the affiliated NAHB local association in your area, you will automatically become a member at the state and national level. That's three memberships in one - a triple return on your investment! Contact the local home builders association in your area, use the online locator at www.nahb.org, or call (800) 368-5242, ext. 8440 to learn more about joining.

NAHB MEMBERS:
SPECIALIZING IS OUR KEY TO SUCCESS.

Make the most of your NAHB membership by joining an NAHB Council. NAHB special interest industry councils can help get your business headed in the right direction and represent your views. Established councils at NAHB include: Sales & Marketing, Remodeling, Seniors Housing, Single Family, Women's, Building Systems, Multifamily, and Commercial Builders. Share your experiences, learn from peers, and gain targeted industry knowledge!

Joining the councils is easy and inexpensive. Come to NAHB OnSite in the Grand Concourse and find out how one or more of NAHB's industry councils can maximize your business potential. It just may be that special tool your business has been looking for. You can also visit the Council Area and meet directly with other diversified members.

National Association of Home Builders
Membership & Associate Member Programs
1201 15th Street NW
Washington, DC 20005

(800) 368-5242, ext. 8440 or
(202) 266-8440



HOME BUILDERS INSTITUTE

The workforce development arm of NAHB is the nation's leading source of craft education and training programs serving the home building industry. For more than 30 years, HBI has trained skilled workers in residential construction, promoted our industry as a career and helped the membership address its need for qualified employees.

HBI offers current and future industry members many vital services including:

- Comprehensive trades training
- Job placement services
- "Building Careers" Job Bank
- NAHB Student Chapters
- School-to-Career programs
- Workforce development assistance

SUNDAY, JANUARY 19, 2003

8:00 a.m. – 10:00 a.m.

Workforce Development Working Group *Las Vegas Convention Center, North 114, Level 1*

An informal working group charged with oversight for implementation of the recommendations of the Task Force on Labor Shortages. Addresses key workforce development issues that include HBA workforce initiatives, legislative impediments to attracting and retaining workers, wages and benefits, and innovative funding strategies to promote workforce programs at HBAs.

10:30 a.m. – 12:30 p.m.

Build a Home, Build a Career *Las Vegas Convention Center, North 257, Level 2*

An innovative high school project that showcases career opportunities across the home building industry. *Build a Home, Build a Career* is becoming a major hit with HBAs and school systems across the country. This meeting offers an opportunity for members and HBAs to share successful strategies, and to help plan next steps to expand the reach and impact of the project.

1:00 p.m. – 3:00 p.m.

HBI Craft Training & Apprenticeship Committee *Las Vegas Convention Center, North 256, Level 2*

MONDAY, JANUARY 20, 2003

3:00 p.m. – 5:00 p.m.

HBI Board of Trustees *Las Vegas Convention Center, North 113, Level 1*

TUESDAY, JANUARY 21, 2003

Skills Exhibit and Employment Booth

Open Exhibit hours
Booth # C6635 on the Exhibit Floor

Looking for qualified craft help? Want to see a sample of what HBI students and apprentices can do? There is no better place than the Skills Exhibit and Employment booth, where you can meet HBI Job Corps students and staff and possibly walk away with a new employee. Also on hand will be apprentices from workforce development efforts at a number of HBAs. Don't know how you can benefit from an apprenticeship program? The answers will be at Booth C6635!

10 a.m. – 6:00 p.m.

HBI OnSite *Las Vegas Convention Center, Main Concourse, Level 1*

Staff will be OnSite throughout the show to answer questions and offer information on the Institute's diverse array of programs designed to address your need for qualified workers. HBI is 'building tomorrow's workforce today' through direct training of people of all ages, promoting the industry as a career to today's youth and enhancing local and state HBAs' capacity in the workforce development arena.

WEDNESDAY, JANUARY 22, 2003

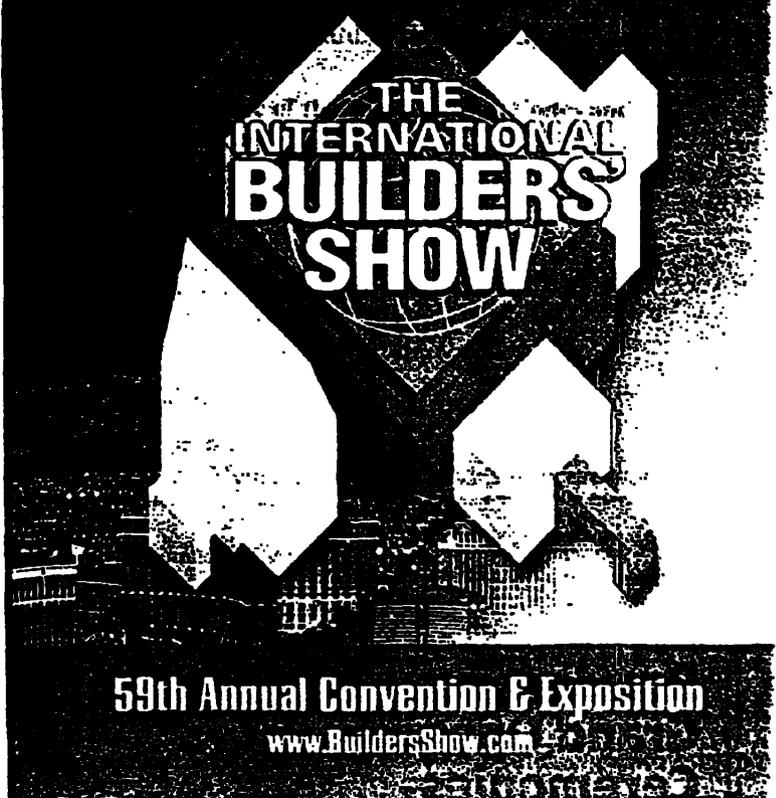
9:00 a.m. – 10:00 a.m.

Putting on the White Hat: Legislatures' Support for Construction Training Can Profit HBAs *Las Vegas Convention Center, North 253, Level 2*

How to replicate the success of the Florida HBA and HBI in garnering legislators' support for Project CRAFT, an HBI training program, and the positive results these efforts have produced. Political staff at HBAs and members active in state legislative efforts will learn how the Florida HBA and HBI worked together to secure funding for HBI programs in the state. Over the past two years, these efforts have produced trained workers in the trades, facilitated advocacy in other key industry issues and secured non-dues funding for the HBA.

Monday, January 26, 2009 **NOTES**

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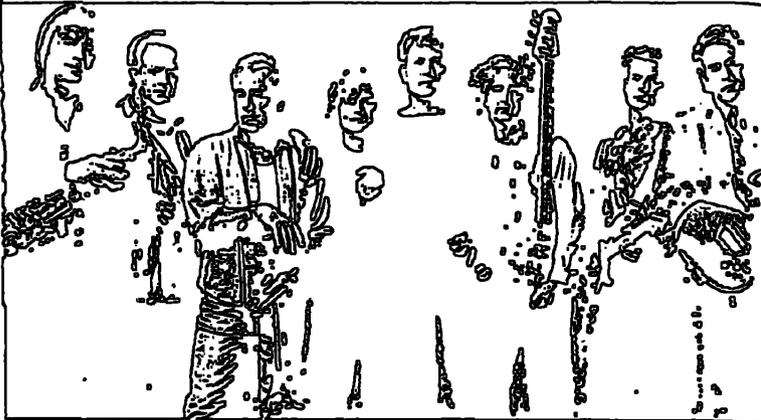
**Entertainment
& Tours**

The International Builders' Show®

Spike Party & Directors'

Reception with

Chicago... in Concert



Tuesday, January 21, 7:00 pm
Caesars Palace—The Palace Ballroom

One of the great things about the '70s was the music, and some of the greatest music of that era came from Chicago—the band. Get ready to rock again as these legendary musicians treat you to classics like "25 or 6 to 4," "If You Leave Me Now," and other favorites that earned them a dozen Top-10 albums. Enjoy great music, plus a fabulous buffet and cocktail party as NAHB Spikes and Directors from across the country are honored at a special Spike Party and Directors' Reception.

Stop by the Spike Ticket Booth in Exhibit Hall C2 of the Las Vegas Convention Center to pick up your tickets.

This is an exclusive private party for Spikes and Directors. Tickets are required.

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GARDENS
YORKTOWNE, INC. AN ELLAY COMPANY

Installation Ceremony &
Annual Banquet

Rock with Three Dog Night



Thursday, January 23, 6:00 pm
Caesars Palace—The Palace Ballroom

Their driving pop/rock sound and powerful harmonies were hallmarks of the seventies. Now, Three Dog Night is back, performing with the same magic that made hits like "Mama Told Me Not To Come" and "Joy to the World" unforgettable. Hear one classic hit after another when they perform at this year's Installation Ceremony & Annual Banquet at the opulent Caesars Palace. Complimentary bars will be open from 6:00 pm to 7:00 pm, followed by an evening of ceremony, dining and entertainment by Three Dog Night.

Stop by the Special Events Ticket Booth in Exhibit Hall C2 of the Las Vegas Convention Center to buy your tickets. Tickets are \$75 per person.



The International Builders' Show®
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 Las Vegas Convention Center



VEGAS2004

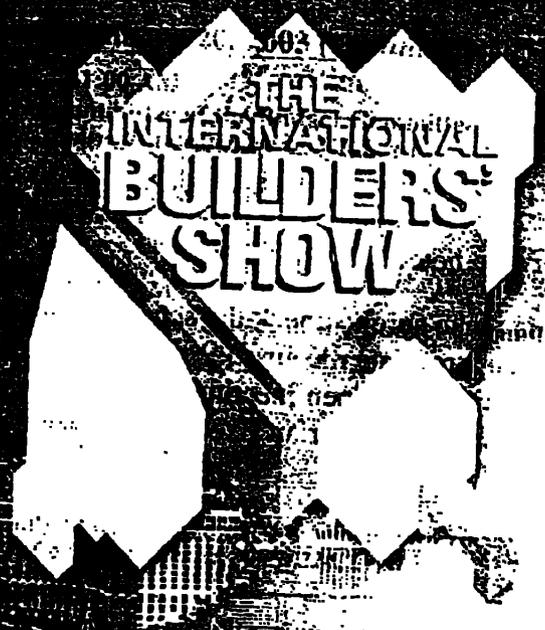


CO-LOCATED WITH:



January 18-22, 2004
Monday-Thursday
Las Vegas Convention Center
Las Vegas, Nevada USA
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The news is spreading fast! The International Builders' Show® returns to Las Vegas next year. More than 1,000 suppliers. Nearly 200 seminars packed with smart solutions. It's all you need to build your business.



59th Annual Convention & Exposition

Committee Meetings

Monday January 20, 2003 (continued)
Sunday, January 19, 2003 (continued)

1:00 PM - 3:00 PM
Remodelers Council Membership & Council Development Committee

Las Vegas Convention Center, North 113, Level 1

Chairman

Bob Earl, CGR, San Antonio, TX

Vice Chairman

Finley Perry, Hopkinton, MA

1:00 PM - 3:00 PM

Seniors Housing Convention Education Committee

Las Vegas Convention Center, North 211, Level 2

Chairman

Tracy Lux, Sarasota, FL

Vice Chairman

Bonnie Solomon, Chesterfield, MO

1:00 PM - 3:00 PM

Seniors Housing Research Committee

Las Vegas Convention Center, South 229, Level 2

Chairman

Margaret Wylde, Ph.D., Oxford, MS

Vice Chairman

John Migliaccio, White Plains, NY

1:00 PM - 3:00 PM

Seniors Housing Sponsorship Committee

Las Vegas Convention Center, North 262, Level 2

Chairman

Wendy Pieper, Gaithersburg, MD

Vice Chairman

Tony Sala, Fredericksburg, VA

1:00 PM - 3:00 PM

Standards Subcommittee of the Construction, Codes and Standards Committee

Las Vegas Convention Center, North 110, Level 1

Chairman

Pat Bridges, Portland, OR

1:00 PM - 3:00 PM

State & Local Professional Lobbyists

Las Vegas Convention Center, North 111, Level 1

1:00 PM - 5:00 PM

Multifamily Housing Credit Group

Las Vegas Convention Center, North 250, Level 2

Chairman

L. Earl Armiger, Ellicott City, MD

Vice Chairman

Bob Greer, Marlton, NJ

Monday January 20, 2003 (continued)
Sunday, January 19, 2003 (continued)

1:00 PM - 5:00 PM

Registered in Apartment Management (RAM) Board of Governors

Las Vegas Convention Center, North 253, Level 2

Chairman

Patty Landry, Metairie, LA

Vice Chairman

Claire Collins, Lowell, MA

1:30 PM - 3:00 PM

Capital Markets Subcommittee of the Housing Finance Committee

Las Vegas Convention Center, North 257, Level 2

Chairman

Larry Swank, Mishawaka, IN

2:00 PM - 3:00 PM

BUILD-PAC Fundraising Workshop

Las Vegas Hilton, Conference Room 1, First Floor

2:00 PM - 5:00 PM

2002/2003 National Vice Presidents

Las Vegas Convention Center, North 259, Level 2

2:30 PM - 4:30 PM

NAHB Membership Committee

Las Vegas Convention Center, South 228, Level 2

Chairman

Lynne Pratt, Auburn Hills, MI

3:00 PM - 4:30 PM

Rural Housing Subcommittee of the Housing Finance Committee

Las Vegas Convention Center, North 113, Level 1

3:30 PM - 5:00 PM

Building Systems Council Strategic Planning Review Session

Las Vegas Convention Center, North 255, Level 2

Chairman

Lynn Gastineau, New Bloomfield, MO

3:30 PM - 5:30 PM

BUILD-PAC New Trustees Orientation Session

Las Vegas Hilton, Conference Room 1, First Floor

Chairman

Rich Morin, Waitsfield, VT

Sunday, January 19, 2003 (continued)

3:30 PM - 5:30 PM
Custom Builder Symposium Subcommittee
Las Vegas Convention Center, North 258, Level 2
Chairman
Stephen K. Hann, CGR, Stafford, TX

3:30 PM - 5:30 PM
Long Range & Strategic Planning Committee
Las Vegas Convention Center, North 257, Level 2
Chairman
Eugene Graf, III, Bozeman, MT
Vice Chairman
John Moffitt Jr., Overland Park, KS

3:30 PM - 5:30 PM
National Sales and Marketing Publication Committee
Las Vegas Convention Center, North 114, Level 1
Chairman
Joseph E. Link, MIRM, Elkridge, MD

3:30 PM - 5:30 PM
Seniors Housing Design Awards Committee
Las Vegas Convention Center, North 110, Level 1
Chairman
William Parks, Scottsdale, AZ
Vice Chairman
Rick Jolson, Silver Spring, MD

3:30 PM - 5:30 PM
Seniors Housing ICONS Committee
Las Vegas Convention Center, North 262, Level 2
Chairman
Steve Wattenbarger, Bellevue, WA

3:30 PM - 5:30 PM
Smart Growth Advisory Group
Las Vegas Convention Center, North 109, Level 1
Chairman
David Pressly, CPM, Statesville, NC

3:30 PM - 6:00 PM
Building Codes Subcommittee of the Construction, Codes and Standards Committee
Las Vegas Convention Center, North 112, Level 1
Chairman
Chip Dence, Victoria, TX

4:00 PM - 7:00 PM
Consortium of Housing Research Executive Committee
Las Vegas Hilton, Royal Salon, East Wing, Second Floor

Sunday, January 19, 2003 (continued)

5:30 PM - 6:30 PM
Multifamily Reception (Sponsored by Whirlpool Corporation)
Las Vegas Convention Center, North 256, Level 2

5:30 PM - 7:30 PM
BUILD-PAC Senior Officers Meeting
Las Vegas Hilton, Conference Room 1, First Floor
Chairman
Rich Morin, Waitsfield, VT
Vice Chairman
Robert Nelson, Reno, NV

6:30 PM - 10:00 PM
Seniors Housing Leadership Dinner
Sun City Anthem
Chairman
Antonio Giordano, Providence, RI
Vice Chairman
L. Earl Armiger, Ellicott City, MD

7:00 PM - 12:00 AM
National Sales and Marketing/Institute of Residential Marketing Fun Night
Off-Site

MONDAY, JANUARY 20, 2003

7:00 AM - 5:00 PM
Residential Construction Competition: Two Year/Secondary Schools
Las Vegas Convention Center, South 224, Level 2
Chairman
Rick Boser, Normal, IL
Vice Chairman
Jim Gronski, York, PA

7:00 AM - 5:00 PM
Residential Construction Competition: Four Year Schools
Las Vegas Convention Center, South 225, Level 2
Chairman
Rick Boser, Normal, IL
Vice Chairman
Jim Gronski, York, PA

7:00 AM - 5:00 PM
BUILD-PAC Capitol Club Suite (Members Only)
Las Vegas Convention Center, North 115, Level 1

7:00 AM - 5:00 PM
BUILD-PAC Gold Key Club Suite (Members Only)
Las Vegas Convention Center, North 116, Level 1

Monday, January 20, 2003 (continued)

7:30 AM - 9:00 AM
National Housing Endowment/Lee S. Evans Scholarship
Committee

Las Vegas Convention Center, North 209, Level 2

Chairman

Bruno Pasquinelli, Homewood, IL

7:30 AM - 9:30 AM
Compensation Subcommittee of the Budget Committee

Las Vegas Convention Center, North 211, Level 2

Chairman

Bobby Rayburn, Jackson, MS

Vice Chairman

Joseph Landers, Claremont, NH

7:30 AM - 9:30 AM
Investment Subcommittee of the Budget Committee

Las Vegas Convention Center, North 215, Level 2

Chairman

Bobby Rayburn, Jackson, MS

Vice Chairman

Joseph Landers, Claremont, NH

7:30 AM - 10:30 AM
Convention Committee

Las Vegas Convention Center, North 245, Level 2

Chairman

Julius Mehrberg, Staten Island, NY

Vice Chairman

Phil Jobe, Dallas, TX

7:30 AM - 10:30 AM
Custom Home Builders Committee

Las Vegas Convention Center, North 264, Level 2

Chairman

Randy Rinehart, Charlottesville, VA

Vice Chairman

Ray Tonjes, Austin, TX

7:30 AM - 10:30 AM
Education Board

Las Vegas Convention Center, North 250, Level 2

Chairman

Paul E. Mashburn, Jr., Winter Park, FL

Vice Chairman

Alan Hanbury, Jr., CGR, CAPS, Newington, CT

Monday, January 20, 2003 (continued)

7:30 AM - 10:30 AM
Energy Subcommittee of the Construction, Codes and
Standards Committee

Las Vegas Convention Center, North 262, Level 2

Chairman

Eric Borsting, Canyon Country, CA

7:30 AM - 10:30 AM
Environmental Issues Committee Effluent
Guidelines/TMDL Working Group

Las Vegas Convention Center, North 263, Level 2

Chairman

Chuck Ellison, North Bethesda, MD

7:30 AM - 10:30 AM
NAHB Associate Members Committee & Subcommittees

Las Vegas Convention Center, South 233, Level 2

Chairman

Ralph O. Kennedy, II, Appleton, WI

Vice Chairman

Michael Choucalas, Dallas, TX

7:30 AM - 10:30 AM
NAHB Research Center Board of Directors' Meeting

Las Vegas Convention Center, North 257, Level 2

Chairman

Robert Arquilla, Hazel Crest, IL

7:30 AM - 10:30 AM
National Commercial Builders Council Joint Membership
& Trustees Meeting

Las Vegas Convention Center, North 243, Level 2

Chairman

Richard Steiner, Monroe, CT

Vice Chairman

George Goudreau, Jr., Cleveland, OH

7:30 AM - 10:30 AM
Remodelers Council Board of Trustees

Las Vegas Convention Center, North 260, Level 2

Chairman

Bill Owens, CGR, CAPS, Powell, OH

Vice Chairman

M.M. (Mike) Weiss, CGR, CAPS, Carmel, IN

7:30 AM - 10:30 AM
State & Local Government Affairs Committee

Las Vegas Convention Center, North 253, Level 2

Chairman

Elton Parsons, Wichita, KS

Vice Chairman

Debora Trimpe, Flower Mound, TX

Monday, January 20, 2003 (continued)

7:30 AM - 10:30 AM
The New American Home 2003/2004 - Task Force Meeting
Las Vegas Convention Center, North 261, Level 2
Task Force Chairman
Ted Mahoney, Plainville, MA
Task Force Chairman Emeritus
C.W. Edwards, Marietta, GA

7:45 AM - 10:00 AM
Federal Government Affairs Committee (Resolutions)
Las Vegas Convention Center, North 259, Level 2
Chairman
Charlie Kasko, Shavertown, PA
Vice Chairman
Joe Robson, Broken Arrow, OK

8:00 AM - 9:00 AM
Associate Members BUILD-PAC/Legislative Affairs Subcommittee
Las Vegas Convention Center, South 226, Level 2
Chairman
Marie Hanson, Boise, ID
Vice Chairman
Larry Stege, Hoffman Estates, IL

8:00 AM - 9:00 AM
Associate Members Communication & Recognition Subcommittee
Las Vegas Convention Center, South 228, Level 2
Chairman
Ann Garvey, Charlotte, MI
Vice Chairman
Kevin McLain, Plano, TX

8:00 AM - 9:00 AM
Associate Members Education Subcommittee
Las Vegas Convention Center, South 230, Level 2
Chairman
Lee Terry, San Mateo, CA

8:00 AM - 9:00 AM
Associate Members Membership/Member Services Subcommittee
Las Vegas Convention Center, South 227, Level 2
Chairman
Jim Goodwin, North Kansas City, MO
Vice Chairman
Peter Wallstron, Wells, ME

Monday, January 20, 2003 (continued)

8:00 AM - 9:00 AM
BUILD-PAC Fundraising Committee
Las Vegas Convention Center, North 246, Level 2
Chairman
Robert Nielsen, Reno, NV

8:00 AM - 9:30 AM
Building Systems Council SHOWCASE Planning Committee
Las Vegas Convention Center, North 247, Level 2
Chairman
Tom Grothe, Adrian, MI

8:00 AM - 10:00 AM
Seniors Housing Symposium Committee
Las Vegas Convention Center, South 226, Level 2
Chairman
Antonio Giordano, Providence, RI
Vice Chairman
J. Scott Glaus, Chantilly, VA

8:00 AM - 12:00 PM
Presidents' Council
Las Vegas Convention Center, North 109 - 110, Level 1
Chairman
C. Kent Conine, NAHB President-Elect, Dallas, TX

8:00 AM - 5:00 PM
Builder 20 Club #20 - Purchasing Managers Meeting
Las Vegas Convention Center, South 229, Level 2

8:30 AM - 10:00 AM
Design Institute Planning Group
Las Vegas Convention Center, North 225, Level 2
Chairman
Sanford Steinberg, Houston, TX
Vice Chairman
Tony Crasi, Akron, OH

8:30 AM - 10:00 AM
Multifamily Board of Trustees
Las Vegas Convention Center, North 113, Level 1
Chairman
Antonio L. Giordano, Sr., Providence, RI
Vice Chairman
Will Cooper, Sr., Costa Mesa, CA

Monday, January 20, 2003 (continued)

8:30 AM - 10:00 AM
NAHB HFA Directors Working Group of the Housing
Finance Committee

Las Vegas Convention Center, North 255, Level 2

Chairman

Gary Lenker, Dauphin, PA

8:30 AM - 10:30 AM
National Sales and Marketing Council Nationals Advisory
Committee

Las Vegas Convention Center, North 256, Level 2

Chairman

Tom Weston, Los Angeles, CA

Vice Chairman

John Wright, MIRM, Tequesta, FL

8:30 AM - 4:00 PM
Consortium of Housing Research Centers

Las Vegas Convention Center, North 204, Level 2

9:00 AM - 10:00 AM
BUILD-PAC Nominations and Bylaws Committee

Las Vegas Convention Center, North 246, Level 2

Chairman

Jim Smiri, Upland, CA

9:00 AM - 3:00 PM
Legal Action Committee Meeting

Las Vegas Convention Center, North 111, Level 1

Chairman

Karl O. Schelling, Jackson, MI

Vice Chairman

R. Randy Lee, Staten Island, NY

9:00 AM - 4:00 PM
Multifamily Housing Credit Certified Professional (HCCP)
Board of Governors

Las Vegas Convention Center, North 112, Level 1

Chairman

LaVonne Rhoda, Maitland, FL

Vice Chairman

Roxie Munn, Piedmont, NC

9:00 AM - 4:00 PM
Spokesperson Training - Basic; Pre-registration Only

Las Vegas Convention Center, North 206, Level 2

Monday, January 20, 2003 (continued)

9:30 AM - 11:00 AM

Audit Subcommittee of the Budget Committee
Las Vegas Convention Center, North 211, Level 2

Chairman

Bobby Rayburn, Jackson, MS

Vice Chairman

Joseph Landers, Claremont, NH

9:30 AM - 11:00 AM

Capital Budget Subcommittee of the Budget Committee
Las Vegas Convention Center, North 215, Level 2

Chairman

Bobby Rayburn, Jackson, MS

Vice Chairman

Joseph Landers, Claremont, NH

9:30 AM - 12:30 PM

Multifamily State QAPs and The Allocation Process
Las Vegas Convention Center, North 224, Level 2

10:00 AM - 11:00 AM

BUILD-PAC Long Range Planning Committee
Las Vegas Convention Center, North 246, Level 2

Chairman

Barbie Wickman, Omaha, NE

10:00 AM - 11:30 AM

Building Systems Council Sales & Marketing Committee
Las Vegas Convention Center, North 247, Level 2

Chairman

John Colucci, Wingdale, NY

10:00 AM - 12:00 PM

Pillars of the Industry Conference & Awards Gala
Committee of the Multifamily Committee
Las Vegas Convention Center, North 255, Level 2

Co-Chairman

Sanford Steinberg, AIA, Houston, TX

Stephen C. Moore, Palatine, IL

Vice Chairman

Kate Good, RAM, Atlanta, GA

10:30 AM - 12:00 PM

Federal Government Affairs Interactive Grassroots
Training for Congressional Contacts
Las Vegas Convention Center, North 256, Level 2

11:00 AM - 12:00 PM

BUILD-PAC Budget Committee
Las Vegas Convention Center, North 246, Level 2

Chairman

Robert Nielsen, Reno, NV

Monday, January 20, 2003 (continued)

11:30 AM - 2:30 PM

The New American Home 2004 - Product Selection
Las Vegas Convention Center, North 212, Level 2
Chairman Emeritus
Ted Mahoney, Plainville, MA
Vice Chairman
C.W. Edwards, Marietta, GA

11:30 AM - 6:00 PM

Budget and Finance Committee
Las Vegas Convention Center, North 258, Level 2
Chairman
Bobby Rayburn, Jackson, MS
Vice Chairman
Joseph Landers, Claremont, NH

1:00 PM - 2:00 PM

Building Systems Modular Council
Las Vegas Convention Center, North 247, Level 2
Chairman
Pat Fricchione, Scranton, PA

1:00 PM - 2:00 PM

Women's Council Nominating Committee
Las Vegas Convention Center, North 225, Level 2
Chairman
Debbie Ferland, Warwick, RI
Vice Chairman
Lynne Pratt, Auburn Hills, MI

1:00 PM - 2:30 PM

Home Builders Institute Executive Committee
Las Vegas Convention Center, North 211, Level 2
Chairman
Jud Motsenbocker, CGR, Muncie, IN
Vice Chairman
Thomas Mullen, MIRM, Indianapolis, IN

1:00 PM - 3:00 PM

BUILD-PAC Board of Trustees Meeting
Las Vegas Convention Center, North 246, Level 2
Chairman
Rich Morin, Waitsfield, VT
Vice Chairman
Robert Nielson, Reno, NV

Monday, January 20, 2003 (continued)

1:00 PM - 3:00 PM

Budget 20 Club Trustees
Las Vegas Convention Center, North 212, Level 2
Chairman
Mike Payne, Chardon, OH
Vice Chairman
Norman Cohen, Atlanta, GA

1:00 PM - 5:00 PM

Resolutions Committee
Las Vegas Convention Center, North 256, Level 2
Chairman
David Pressly, CPM, Statesville, NC
Vice Chairman
Andrew Chaban, Lowell, MA

1:30 PM - 2:30 PM

Seniors Housing Marketing Committee
Las Vegas Convention Center, South 226, Level 2
Chairman
Barbara Kieger, Philadelphia, PA

2:00 PM - 3:00 PM

Building Systems Panelized Council
Las Vegas Convention Center, North 247, Level 2
Chairman
Henry Walthery, Selinsgrove, PA

2:00 PM - 4:00 PM

Women's Council National Representatives/State Council
Las Vegas Convention Center, North 208, Level 2
Chairman
Joann Bogese, Colonial Heights, VA

3:00 PM - 4:30 PM

Building Systems Log Homes Council
Las Vegas Convention Center, North 247, Level 2
Chairman
Chris Wood, Dandridge, TN

3:00 PM - 4:30 PM

2003 Leadership Meeting
Las Vegas Convention Center, North 261, Level 2
Chairman
C. Kent Conine, Dallas, TX

Monday, January 20, 2003 (continued)

6:00 PM - 9:00 PM

President's Celebration and Gala

Caesars Palace, Roman Ballroom

6:30 PM - 7:30 PM

Reception for BuilderBooks Authors - Invitation Only

Las Vegas Convention Center, BuilderBooks.com Booth, Grand Concourse

7:00 PM - 8:30 PM

NAHB Student Chapters Awards Reception

Las Vegas Hilton, Ballrooms E - G, First Floor

Chairman

Rick Boser, Normal, IL

Vice Chairman

Jim Gronski, York, PA

TUESDAY, JANUARY 21, 2003

7:00 AM - 5:00 PM

BUILD-PAC Capitol Club Suite (Members Only)

Las Vegas Convention Center, North 115, Level 1

7:00 AM - 5:00 PM

BUILD-PAC Gold Key Club Suite (Members Only)

Las Vegas Convention Center, North 116, Level 1

7:30 AM - 9:30 AM

Homestore.com Task Force

Caesars Palace, Forum Boardroom

Chairman

H.R. "Buss" Ransom, Dublin, OH

7:30 AM - 9:30 AM

Institute of Residential Marketing MIRM Breakfast

Las Vegas Hilton, Pavilion 9, First Floor

8:00 AM - 9:30 AM

Women's Council 2002 Leadership Breakfast

Las Vegas Hilton, Ballroom D, First Floor

Chairman

Marilyn Kneebone, Madison, WI

8:00 AM - 10:00 AM

2002/2003 National Vice Presidents

Las Vegas Convention Center, North 243, Level 2

Tuesday, January 21, 2003 (continued)

8:00 AM - 10:00 AM

Associate Advisory Council

Las Vegas Convention Center, North 259, Level 2

Chairman

Michael Choucas, Dallas, TX

Vice Chairman

Robin Newhouse, Fredericksburg, VA

8:00 AM - 10:00 AM

Building Systems Council Board of Trustees

Las Vegas Hilton, Conference Rooms 7, 8 & 9, Second Floor

Chairman

Bret Berneche, Wyliesburg, VA

Vice Chairman

Joseph Landers, Claremont, NH

8:00 AM - 10:00 AM

NAHB Student Chapters Advisory Board Meeting

Las Vegas Hilton, Conference Rooms 4 & 5, First Floor

Chairman

Rick Boser, Normal, IL

Vice Chairman

Jim Gronski, York, PA

8:00 AM - 10:00 AM

State & Local Government Affairs Recognition Awards Breakfast

Las Vegas Hilton, Ballroom G, First Floor

Chairman

Elton Parsons, Wichita, KS

Vice Chairman

Debora Trimpe, Flower Mound, TX

8:30 AM - 11:30 AM

Seniors Housing Editorial Board

Las Vegas Convention Center, North 212, Level 2

Co-Chairmen

Peter Studl, Orland Park, IL

Gavin Sweeney, Gibbsboro, NJ

9:00 AM - 4:00 PM

Spokesperson Training - Advanced; Pre-Registration Only

Las Vegas Convention Center, North 204, Level 2

10:00 AM - 12:00 PM

AIA Housing Committee

Las Vegas Convention Center, North 262-264, Level 2

Chairman

Diane Georgopoulos, Boston, MA

Tuesday, January 21, 2003 (continued)

3:30 PM - 5:30 PM

Area Caucus 10 - Iowa, Minnesota, North Dakota, South Dakota and Wisconsin

Las Vegas Convention Center, North 256, Level 2

Chairman

Bruce Walker, Minot, ND

3:30 PM - 5:30 PM

Area Caucus 11 - Kansas, Missouri, Nebraska and Oklahoma

Las Vegas Convention Center, North 261, Level 2

Chairman

J. Greg Schwinn, Lincoln, NE

3:30 PM - 5:30 PM

Area Caucus 12 - Texas

Las Vegas Convention Center, North 260, Level 2

Chairman

Gary Sheffield, Weatherford, TX

3:30 PM - 5:30 PM

Area Caucus 13 - Arizona, Colorado, Nevada, New Mexico, Utah and Wyoming

Las Vegas Convention Center, North 259, Level 2

Chairman

Ron Jones, Placitas, NM

3:30 PM - 5:30 PM

Area Caucus 14 - California and Hawaii

Las Vegas Convention Center, North 263 Conference, Level 2

Chairman

Brian Catalde, Playa Del Rey, CA

3:30 PM - 5:30 PM

Area Caucus 15, Alaska, Idaho, Montana, Oregon and Washington

Las Vegas Convention Center, North 258, Level 2

Chairman

Jess Hall, Palmer, AK

3:30 PM - 5:30 PM

National Council of the Housing Industry General Membership

Las Vegas Convention Center, Conference Rooms 7, 8, & 9, Second Floor

Corporate Co-Chairman

Lyle Hunnicutt, Carmel, IN

Builder Co-Chair

William "Bill" Asdal, CGR, Chester, NJ

Tuesday, January 21, 2003 (continued)

5:30 PM - 7:00 PM

Women's Council Parade of Presidents

Caesars Palace, Emperors Ballroom

Chairman

Marilyn Kneebone, Madison, WI

6:00 PM - 8:00 PM

Past Presidents' Dinner

Caesars Palace, Messina, Promenade

Chairman

Bruce Smith, NAHB Immediate Past President, Alamo, CA

6:00 PM - 12:00 AM

The Nationals Awards Gala

Hard Rock Hotel, The Joint

7:00 PM - 11:00 PM

Spike Party and Director's Reception

Caesars Palace, Palace Ballroom

7:00 PM - 11:00 PM

BUILD-PAC Gold Key Club Dinner/Dance

Caesars Palace

Chairman

Randy Strauss, Amherst, OH

WEDNESDAY, JANUARY 22, 2003

7:00 AM - 5:00 PM

BUILD-PAC Capitol Club Suite (Members Only)

Las Vegas Convention Center, North 115, Level 1

7:00 AM - 5:00 PM

BUILD-PAC Gold Key Club Suite (Members Only)

Las Vegas Convention Center, North 116, Level 1

8:00 AM - 10:00 AM

Associates' Awards Presentation

Las Vegas Hilton, Ballrooms D, E, & F, First Floor

Chairman

Ralph O. Kennedy, II, Appleton, WI

Vice Chairman

Michael Choucalas, Dallas, TX

8:00 AM - 12:00 PM

2002 Joint Executive, Budget and Resolution Committee

Las Vegas Hilton, Pavilions 1-3, First Floor

Chairman

F. Gary Garczynski, MIRM, NAHB President, Woodbridge, VA

Wednesday, January 22, 2003 (continued)

8:00 AM - 5:00 PM
BUILD-PAC Golf Tournament
Angel Park Golf Course

9:30 AM - 12:30 PM
2003 Sales and Marketing Council Roundtable
Las Vegas Convention Center, North 212, Level 2

Chairman
Roger Fiehn, MIRM, Houston, TX
Vice Chairman
Gaye Burwell, MIRM, Raleigh, NC

10:30 AM - 11:30 AM
Women's Council Members Workshop
Las Vegas Convention Center, North 263 Conference, Level 2

Chairman
Marilyn Kneebone, Madison, WI

11:30 AM - 12:30 PM
Women's Council Bylaws
Las Vegas Convention Center, North 260, Level 2

Chairman
Jean Miller, Ft. Mitchell, KY

12:00 PM - 2:00 PM
The Special Luncheon
Las Vegas Hilton, Pavilions 9-11, First Floor

12:30 PM - 2:00 PM
Learn Ten Secrets That Make National Sales and Marketing Council Awards Programs Successful
Las Vegas Convention Center, North 212, Level 2

Chairman
Jack Gallagher, MIRM, Raleigh, NC

1:00 PM - 5:00 PM
2002 NAHB Board of Directors
Las Vegas Hilton, Barron, First Floor

Presiding
F. Gary Garczynski, MIRM, NAHB President, Woodbridge, VA

3:30 PM - 5:00 PM
Women's Council 2002 Executive Committee
Las Vegas Convention Center, North 263, Level 2

Chairman
Marilyn Kneebone, Madison, WI
Vice Chairman
Debbie Ferland, Warwick, RI

Wednesday, January 22, 2003 (continued)

6:00 PM - 7:30 PM
Women's Council Spikette Reception
Caesars Palace, Emperors Ballroom

Chairman
Betty Bell, Louisville, KY

6:00 PM - 11:00 PM
BUILD-PAC Capitol Club Event
Off-Site

Chairman
Barbie Wickman, Omaha, NE

6:30 PM - 8:30 PM
Standing Committee on Construction, Codes & Standards Building Officials Dinner & Cocktails
Caesars Palace, Capri, Promenade Level

THURSDAY, JANUARY 23, 2003

6:00 AM - 10:00 AM
Credentials Committee
Las Vegas Hilton, Club Salon, Second Floor

7:00 AM - 5:00 PM
BUILD-PAC Capitol Club Suite (Members Only)
Las Vegas Convention Center, North 115, Level 1

7:00 AM - 5:00 PM
BUILD-PAC Gold Key Club Suite (Members Only)
Las Vegas Convention Center, North 116, Level 1

8:00 AM - 12:00 PM
2002 NAHB Board of Directors
Las Vegas Hilton, Barron, First Floor
Presiding
F. Gary Garczynski, MIRM, NAHB President, Woodbridge, VA

8:30 AM - 9:30 AM
Aging In Place Student Design Competition Breakfast
Las Vegas Convention Center, North 259, Level 2

10:30 AM - 11:30 AM
Women's Council Local Presidents Orientation
Las Vegas Hilton, Conference Rooms 4 & 5, First Floor
Chairman
Debbie Morgan, Pittsburgh, PA

11:30 AM - 1:30 PM
Women's Council Awards Luncheon
Las Vegas Hilton, Ballrooms D & E, First Floor
Chairman
Marilyn Kneebone, Madison, WI

Thursday, January 23, 2003 (continued)

1:00 PM - 2:00 PM

BUILD-PAC Golf Committee

Las Vegas Convention Center, North 263, Level 2

Chairman

Earl Sharp, Knoxville, TN

1:00 PM - 3:00 PM

Convention Committee

Las Vegas Convention Center, North 256, Level 2

Chairman

Julius Mehrberg, Staten Island, NY

Vice Chairman

Phil Jobe, Dallas, TX

1:00 PM - 3:00 PM

National Council of the Housing Industry Board of Trustees

Las Vegas Convention Center, North 243, Level 2

Chairman

Lyle Hunnicutt, Carmel, IN

Vice Chairman

William "Bill" Asdal, CGR, Chester, NJ

2:00 PM - 2:30 PM

Women's Council Credentials Committee & Registration

Las Vegas Hilton, Ballroom F Foyer, First Floor

Chairman

Olguita Dollison, Huntsville, AL

Vice Chairman

Joann Bogese, Colonial Heights, VA

2:00 PM - 2:30 PM

Women's Council Senior Officers/Bylaws

Las Vegas Hilton, Conference Rooms 4 & 5, First Floor

Co-Chairmen

Marilyn Kneebone, Madison, WI

Jean Miller, Ft. Mitchell, KY

2:00 PM - 3:00 PM

BUILD-PAC Capitol Club Meeting

Las Vegas Convention Center, North 115, Level 1

Chairman

Barbie Wickman, Omaha, NE

2:30 PM - 5:30 PM

Women's Council Board of Directors/General Membership Meeting

Las Vegas Hilton, Ballroom F, First Floor

Chairman

Marilyn Kneebone, Madison, WI

Vice Chairman

Debbie Ferland, Warwick, RI

4:00 PM - 11:00 PM

Installation Ceremony and Banquet

Casino Palace, Palace Ballroom

7:00 PM - 10:00 PM

EVHA Awards Ceremony

Las Vegas Hilton, Pavilion H, First Floor

FRIDAY, JANUARY 24, 2003

7:00 AM - 5:00 PM

BUILD-PAC Capitol Club Suite (Members Only)

Las Vegas Convention Center, North 115, Level 1

7:00 AM - 5:00 PM

BUILD-PAC Gold Key Club Suite (Members Only)

Las Vegas Convention Center, North 116, Level 1

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PRE-CONVENTION COURSES

FRIDAY, JANUARY 17, 2003

9:00 AM - 5:00 PM
Lifestyle Merchandising, Advertising and Promotion Strategies (IRM III) - Day One
Las Vegas Convention Center, North 220, Level 2

Develop and implement more effective promotional campaigns with dozens of proven marketing, advertising, and public relations strategies, as well as on/off site merchandising techniques. The course also offers real-life, practical ideas to help you design models and sales centers that really appeal to your target market, maximize traffic flow, and work as effective sales tools. Separate \$425 fee required for 2-day course.

SATURDAY, JANUARY 18, 2003

8:00 AM - 12:00 PM
Superintendent Field Designation Series: Office and Subcontractor Relations
Las Vegas Convention Center, South 227, Level 2

Learn what a superintendent should be looking for in a subcontractor and what to do to recruit the most successful subcontractors to your job. The course also offers tips for creating a win/win partnership with your internal customers and provides a proven strategy for dealing with conflict. Separate \$99 registration fee.

9:00 AM - 4:00 PM
Advanced RAM: Fair Housing for Property Managers
Las Vegas Convention Center, North 221, Level 2

This course provides information on the following topics: Fair Housing legislation, complying with Fair Housing laws, developing occupancy standards, the Americans with Disabilities Act, and the complaint process. This course is part of the National Association of Home Builders (NAHB) Advanced RAM (Registered in Apartment Management) Program. The Advanced RAM Program is a designation that reflects broader mastery and deeper understanding of apartment management above and beyond the basic NAHB RAM designation. This course can count towards credit for recertification of the NAHB RAM designation. Separate \$175 fee required.



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59th Annual Convention & Exposition

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Executive Officers Council

**EXECUTIVE OFFICERS
COUNCIL
PRESIDENT'S MESSAGE**

Dear Colleagues:

Early settlers visited the region now known as Las Vegas, which is Spanish for "the Meadows".

Founded in 1855 by Mormon missionaries, Las Vegas has always been a dichotomy of fantasy versus reality. Fantasy for those who have always considered Las Vegas the capital of the "get rich quick". Reality for those who considered it one of the fastest growing communities in the country.

Welcome to Las Vegas and the 2003 International Builders' Show. The reality here is that this NAHB Convention is the largest housing trade show in the world. It is one in which we should be proud that we have had a hand in growing over the years.

During the next four days it is my wish for all of you to be able to spend quality time, not only by serving on EOC Committees, but to take the time to learn the latest trends in the housing industry, and in association management. By attending seminars and networking with your peers you can become a better Executive Officer for your members when you return home.

EOC Committees will be meeting throughout our time in Las Vegas. Take the time to visit those that interest you and participate in molding the future of our Council.

Take some time to visit with fellow EO's at the installation luncheon on Monday afternoon. Sit with someone you don't know and make new acquaintances. That is what the Executive Officers Council is all about.

Here's to hoping you return home safely and with some money left in your pockets. Have a great few days at the 2003 International Builders' Show.

Bob Weiss
2003 President, NAHB Executive Officers Council



**2003 EXECUTIVE OFFICERS COUNCIL
BOARD OF DIRECTORS**

Officers:

President: Bob Weiss, HBA of Kentucky, Frankfort, KY
Vice President: J. Mark Harrison, BIAE, HBA of Illinois, Springfield, IL
Secretary/Treasurer: Marty Milstead, BIAE, HBA of Mississippi, Jackson, MS
Immediate Past President: Susan Matlick, CAE, BIAE, Maryland-National Capital BIA, Silver Spring, MD

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Ed Kibbey, BIA of So. Calif./Desert Chapter, Palm Desert, CA
Channing Pfeiffer, BIAE, Tidewater BA, Chesapeake, VA
Joe Race, BIA of Stark County, North Canton, OH
Steve Thomas, BIAE, HBA of Oconee County, Seneca, SC

Regional Directors:

Region A:

One Year Term: Wendy David, BIAE, HBA of Metro Harrisburg, Harrisburg, PA
Two Year Term: Phil LaRocque, New York State BA, Albany, NY

Region B:

One Year Term: David Ellis, Collier BIA, Naples, FL
Two Year Term: Gina Hill, BIAE, BA of Gainesville, Gainesville, FL

Region C:

One Year Term: Janette McIntyre, BIAE, Black Hills HBA, Rapid City, SD
Two Year Term: Bill Wendle, BIAE, Wisconsin BA, Madison, WI

Region D:

One Year Term: Shelley Schipke, BIAE, HB&RA of Northeast Mississippi, Belden, MS
Two Year Term: Pat Sullivan, BIAE, HBA of Greater St. Louis, St. Louis, MO

Region E:

One Year Term: Rich Lambros, BIA of Southern California, Diamond Bar, CA
Two Year Term: David Roewe, BIAE, Clark County HBA, Vancouver, WA

Past President Committee Representative:

Carmine Torio, BIAE, HBA of Portage and Summit Co., Akron, OH

Seminar Dean:

Cindy Sheehan, BIAE, HBA of South Dakota, Sioux Falls, SD

Presidential Appointments:

Lisa Scott, BIAE, HBA of Greater Peoria, Peoria, IL
David Bohardt, BIAE, HBA of Dayton & Miami Valley, Dayton, OH
Sasha Zemanek, Interior Alaska BA, Fairbanks, AK

Wednesday, January 22, 2003 (continued)

10:30 AM - 12:30 PM

Executive Officers Council Small Office Forum
Las Vegas Convention Center, North 258, Level 2

The EOC Forums are networking opportunities for executive officers to discuss similar problems facing a particular population. Forums are open to all who wish to participate and offer the opportunity to identify issues and solutions. In addition, each forum is asked to suggest an educational topic/program for future EOC meetings.

Coordinator

Sasha Zemanek, Fairbanks, AK

3:30 PM - 5:30 PM

2003 Executive Officers Council Board of Directors Meeting
Las Vegas Convention Center, North 258, Level 2

Presiding

Bob Weiss, Frankfort, KY



NAHB WOMEN'S COUNCIL PRESIDENT'S MESSAGE

Welcome – you've found us! If you've been looking for our information, or just stumbled on this page, we're glad. The NAHB Women's Council is here to provide member benefits to all women affiliated with NAHB.



If you are an NAHB member, employed by a member firm, or a family member of an NAHB member, just \$35 annually will bring the benefits of National Women's Council membership to you.

Those benefits include our bi-monthly newsletter, *Networker*, complimentary use of our extensive Professional Resource Library – including audio and videotapes of interest to professional women in the industry, and an amazing number of events and programs at the International Builders' Shows.

Thanks to our generous sponsors, NAHB Women's Council members are invited to receptions including the Parade of Presidents, sponsored by Whirlpool, the Spikette Reception, sponsored by In-Sink-Erator, our Awards Luncheon, sponsored by Trane and other events.

Stop by any one of our education programs to learn how to better navigate as a woman in the building industry, what design trends are in your future, how to better manage succession in your family business, and how to communicate with anyone, any time, and anywhere! They're all listed in your program.

Our Council Headquarters in Room North 239 offers you a place to learn more about the NAHB Women's Council, rest for a few minutes, meet women like yourself in the building industry, and grab a quick drink or a snack. Please come by and introduce yourself. We hope you'll make the smart decision to make the Women's Council your home within the Association – the place to get information and to enjoy benefits that are targeted to your concerns and needs.

Marilyn Kneebone
2002 President, NAHB Women's Council

THE WOMEN'S COUNCIL EXECUTIVE COMMITTEE



Marilyn Kneebone
President



Debbie Ferland
President Elect



Margaret Gilbreth
Vice President/Secretary-Treasurer



Lee Terry
Associate Vice President



Lynne Pratt
Immediate Past President

WOMEN'S COUNCIL SPONSORS

The Women's Council expresses its sincere thanks for the support and encouragement given by the following firms in sponsoring Women's Council social events and other activities. Women's Council members are urged to visit the exhibiting firms' booths at the NAHB Exhibits in the Las Vegas Convention Center and thank them personally.

Gas Appliance Manufacturers Association
Sponsor of the 2002 Leadership Breakfast

In-Sink-Erator (Booth # 4041, Aisle 4000)
Sponsor of the Spikette Reception

Kohler Company (Booth # 4565, Aisle 4500)
Sponsor of the Networker

Andersen Windows (Booth # 5041 & 5065, Aisle 5000)
Sponsor of the Women's Council Hospitality Headquarters

Trane Company - Building Projects Group
Sponsor of the Awards Program Lunch and the Networker

Whirlpool Corporation (Booth # 4865, Aisle 4800)
Sponsor of the Parade of Presidents Reception

REGISTRATION

Any attendees who did not pre-register must register at the NAHB On Site Registration Area in the Exhibit Hall C-2 of the Las Vegas Convention Center. Upon registering and picking up your Convention badge, Women's Council members may complete the registration process by picking up Women's Council ribbons at the Women's Council Membership Headquarters located in Room North 239, of the Las Vegas Convention Center.

MEMBERSHIP AND INFORMATION BOOTH

Information on organizing a local council and becoming a council member or Member-at-Large is available at the Women's Council Membership Headquarters in Room North 239, of the Las Vegas Convention Center from 8:00 am - 5:00 pm on Monday, January 20th through Thursday, January 23rd, and from 8:00 am - 11:30 am on Friday, January 24th, and at the NAHB OnSite, main entrance of the Las Vegas Convention Center.

HOSPITALITY HEADQUARTERS

Andersen Windows is sponsoring the Hospitality Headquarters located in Room North 239, of the Las Vegas Convention Center. The Hospitality Headquarters is open on Tuesday, January 21st through Thursday, January 23rd, from 8:00 am - 5:00 pm and on Friday, January 24th from 8:00 am - 11:30 am.

Sponsor: Andersen Windows

BUILD PAC RECEPTION

This reception, sponsored by NAHB Government Affairs, is scheduled to take place on Monday, January 20th from 5:30 pm - 6:30 pm in the Pisa Room of Caesars Palace.

Sponsor: NAHB Government Affairs

2002 LEADERSHIP BREAKFAST

By Invitation Only

This breakfast, sponsored by the Gas Appliance Manufacturers Association, is scheduled to take place on Tuesday, January 21st from 8:00 am - 9:30 am in Ballroom D of the Las Vegas Hilton Hotel. The breakfast gives the Women's Council President the opportunity to thank her Executive Committee and National Representatives for all of their efforts in developing and implementing Women's Council programs and policies during the year.

Sponsor: Gas Appliance Manufacturers Association

PARADE OF PRESIDENTS

The Parade of Presidents, sponsored by Whirlpool Corporation, on Tuesday, January 21st, from 5:30 pm - 7:00 pm in the Emperors Ballroom of Caesars Palace Hotel, is hosted by Marilyn Kneebone, President. The Women's Council 2002 and 2003 Local Presidents are recognized for their achievements during the year and are welcomed for the new year.

Sponsor: Whirlpool Corporation

CONVENTION PROGRAM PLANNER

These seminars take place in the Las Vegas Convention Center. The convention program planner identifies programs by color-keyed interest categories.

TRACKS

- ARCHITECTURE & INTERIOR DESIGN
- CONSTRUCTION, CODES & EMERGENCY
- CUSTOMER SERVICE
- FINANCE & HOUSING PROGRAMS
- INTERNATIONAL AFFAIRS
- LAND DEVELOPMENT & ENVIRONMENTAL REGULATIONS
- LEGISLATIVE/CONGRESSIONAL
- MULTIFAMILY
- ORGANIZATIONAL & BUSINESS MANAGEMENT
- OSHA & WORKERS' COMPENSATION
- PROFESSIONAL DEVELOPMENT & PERSONNEL ISSUES
- SALES & MARKETING
- SENIORS HOUSING
- TRENDS & FORECASTING
-  techHOME Seminars and Computer Labs on opposite side

ROOMS:	North 101-103	North 113-114	North 245-247	North 246-250	North 253	North 255	North 257	Southern
TUESDAY, January 21, 2003								
8:30 AM - 10:00 AM	Adopting "Tried and True" Housing Plans for Traditional Neighborhoods	What's New in Single Family Finance?	Picture Perfect Wood Framing-A Quality Job Every Time	Recommended Bidding Procedures on Competitively Bid Construction	Estate Planning for the Closely Held Business	Architectural Copyright Law: Current Trends and Traps		Building Construction Management
1:00 PM - 2:00 PM	Bigger is Better! How One Builder Increased Business by 50%	Construction as eBusiness: Profiling in the Net Economy	How to Talk Your Deal and Assemble Your Pack CANCELLED	Communication and Leadership: Essential Tools for the Next Level of Success	Current Trends in Residential Construction	Log Home Construction-From Planning to Completion	Steel Framing -The Future of Residential Construction	
3:00 PM - 4:00 PM	Designing the 1,000 to 2,500 Square-foot Detached Home (3:00 PM - 4:30 PM)	Technology Watch: Innovations in New Home Technologies	How to Develop & Implement an Effective Safety Program	Dare To Be Different-Create Strategies for Increasing Traffic, Sales & Profits	Selling Your Ideas By Increasing Your Persuasion Quotient CANCELLED	Opportunities for Builders in the Military Housing Market	Increasing Profits by Building Affordable & Energy Efficient Homes	The Evolution of Strategies
WEDNESDAY, January 22, 2003								
9:00 AM - 10:00 AM	Is Your Technology Hindering Your Company's Growth?	Lessons From Small Volume Successes With Big Market Competition	Business Management and You: Try A Systematic Approach	Cost-Saving Detailing for Custom and High-Volume Builders	Putting on the White Hat: Legislators' Support for Construction Training Can Profit MBAs	Live Fall Protection Demonstration	Adopting the International Residential Code	Super Bow Management (10:00 AM)
11:00 AM - 12:30 PM	Multifamily Finance: Change and Innovation in Today's Marketplace	Profit and Opportunity Beyond Traditional Building Practices	Where's the Land?		The Best in Builders Housing Design	Septic Systems-Not Like Your Grandmother's	The 101 Best Companies in the Residential Construction Industry	
1:30 PM - 3:00 PM	New Building Technologies	90 Years of Sales Ideas in 90 Minutes	Show Me the Money! Finding Financing For Your Multifamily Property	Short-Sweet: Reduced Construction Time-Increase Profitability	Structural Insulated Panels-A System That Can Benefit You	Construction - It's a Great Career!	Construction Financing: The Basics and Beyond	Super Bow (2:00 PM)
4:00 PM - 5:00 PM	Branding Trends (4:00 PM - 5:30 PM)	Make More Money from Your Building Business and Have a Life	Best Practices for Controlling Moisture Intrusion and Enhancing Building Durability	Thirty Top Trends in Multifamily Housing and Beyond	The Paper Trail-Systems and Forms for a Successful Business	Providing a More Comfortable Home without Spending More Money	Frost Protected Shallow Foundations	
THURSDAY, January 23, 2003								
9:00 AM - 10:00 AM	The "A-to-Z" of Bedroom and Bath Design Trends	Custom Home Building by the Numbers	Customer Satisfaction Doesn't Stop at the Sale: Perpetual Care Above Ground	International Marketing and Sales	Log Homes, America's Building Systems Helps You Log Into Profits	Multifamily Accessibility Compliance - It's Not Just Fair Housing	A Woman's Guide to Financial Planning	How to Conquer the Big Guys
11:00 AM - 12:30 PM	25 Ways to Fine-Tune Your Floorplans	21st Century Management Reports	The Universal Appeal of Universal Design	Consumer Preferences and Community Design	Fair Housing Accessibility - What You Don't Know Can Hurt You	Storm Water Regulations: Phase I, II, and III and Low-Impact Development	90 Minute Law School for Builders, Developers, and Remodelers	Are You Ready? Product, Marketing Strategies
1:30 PM - 3:00 PM	Controlling Profits: QuickBooks Pro for Builders, Remodelers, and Developers	Quality Pays - Hear the Proof	Secrets to Successful Small and Mid-Size Active Adult Communities	Green Building Guidelines: Meeting the Demand for Low-Energy, Resource-Efficient Homes	Home Sweet Home: Successful Multifamily Property Management	Safety 101	Risky Business: Effective Risk Management Techniques for Home Builders	Affordable Design
4:00 PM - 5:00 PM	One Dozen Projects (4:00 PM - 5:30 PM)	Change Orders: Punishment or Profit?	Changing Times and Evolving Markets: From "Warm" to "Cold"	The Art of Managing and Scheduling Trade Contractors Management	The EEssentials of Becoming an Energy Efficient Builder	How to Avoid Window Pains	A Technical Comparison of the 2000 and 2003 Editions of the IRC	Cultural In-Housing Design (4:00 PM)
FRIDAY, January 24, 2003								
8:30 AM - 10:00 AM	How Will You Reach The 'Newers'?	Can I Continue to Build in Floodplains?	Multifamily Seniors Housing: For Rent	Smarter Scheduling-The Critical Path to Higher Profits Management and Better Control	Working as a Team: From Concept to Move-In	Concepts in Practice: Building "Net-Zero" Energy Homes		
11:00 AM - 12:00 PM			Speaking of Sales Management		Think Outside the Box: Multifamily Architectural Design Trends	The LifeWise Home: Designing for all Ages and Abilities	Panelization Plus Consider the Alternatives	

North 257 South 219-220 South 221-222 South 223 South 224-225 South 226-228 South 229-231 South 233 North 262-264

Mixed Use Transit Oriented Development - Beyond the Concept	Building Company Management: Controlling Sales	The New American Home 2003		Build Faster, Build Smarter-The Modular Answer- Have You Seen a Modular Home Lately?	Lifestyle Merchandising: We Model Our Lives after the Active Adult	Commercial Building			8:30 AM - 10:00 AM
Steel Framing -The Future of Residential Construction		Design Stars-Winning Home Designs from Across the Country from the Best in American Living Awards	The Best of Las Vegas-Exciting New Trends in Residential Design	From the Kitchen Table to the Conference Table: Family Business Communication	Play in The Big Leagues	Insurance Coverage For Construction Defects: What You Need To Know!	Certified Aging in Place Specialist (CAPS) Program Overview	AIA Plan Review Workshop I (1:00 PM - 4:00 PM)	1:00 PM - 2:00 PM
Increasing Profits by Building Affordable & Energy Efficient Homes	The Evolution of TNO's: Strategies for Success	Design 2003-Residential Design Trends in the New Century from the American Institute of Architects	Affordable Housing Turns Lookers into Buyers	Launch Pad Lease-Ups: Marketing Your Multifamily Property	Real Strategies to Maximize Profit Through Business and Finance	Affordable Multifamily Housing: The Undiscovered Country	Cutting Edge Financing: A Builder's Guide to Attracting New Buyers and Renters		3:00 PM - 4:00 PM

Adopting the International Residential Code	Super Bowl Sales Management Rally (10:00 AM - 12:00 PM) Super Bowl Sales Rally (2:00 PM - 5:00 PM)	North, South, East, West-Design Trends from Around the Country	The "A-to-Z" of Kitchen and Dining Design Trends	Harness the Power of You	Building Your Image: Public Relations Tips for Home Builders	Green Building Success Stories and Mainstream Green Building Tips	Marketing Strategies for Active Adult Communities (and How to Get a Head Start)	AIA Plan Review Workshop II (9:00 AM - 12:00 PM)	9:00 AM - 10:00 AM
The 101 Best Companies in the Residential Construction Industry		50 Key Design Ideas and Details That Work-A Design Superstore	Personal Accountability and the OBO!			Strategic Planning for Profit	Breaking Ground in Multifamily Development: How to Get Started		11:00 AM - 12:30 PM
Construction Financing: The Basics and Beyond		What Women Want in Housing	Trapeze Buddies: Build Trust, Support & Teamwork TODAY!	Protecting Your Assets Against Construction Defects Litigation		A Primer for Handling Mold Claims and Litigation	High Performance Builders-Benchmark with the NHQ Award -Winners		1:30 PM - 3:00 PM
Frost Protected Shallow Foundations		How to Recruit, Screen, Hire, Train, and Retain Excellent Employees	Trends in Design For the Changing Generations (4:00 PM - 5:30 PM)	Understanding Yourself and Others	CANCELLED	Enhancing Senior Environments	Guaranteed Energy Bills: Risks and Rewards	Insurance 101 (4:00 PM - 5:30 PM)	4:00 PM - 5:00 PM

A Woman's Guide to Financial Planning	How to Compete With the Big Guys	Gaining a Competitive Advantage Thru Effective Market Research	Light Commercial Building: An Introduction for Homebuilders	CANCELLED		Focusing the Future-Trends from Award Winning Communities Following 9/11			9:00 AM - 10:00 AM
90 Minute Law School for Builders, Developers, and Remodelers	Are You Ready For Wartime Product, Marketing & PR Strategies	Customer Satisfaction and Control Through Communication	Building Your Business with Training	The Effect of Poor Indoor Air Quality on the Health of the Occupant: A Physician's Perspective	Trends in Neighborhood Building	Cure for the Common Callback	Engineered Wood Products/Maximum Component Technology		11:00 AM - 12:30 PM
Risky Business: Effective Risk Management Techniques for Home Builders	Affordable Million Dollar Design Details	103 Ideas for the Year 2003	How to Match, Manage and Motivate Employees for Performance and Profit	Lost Opportunities... Managing Options Effectively	How to Sell Density	Getting and Keeping the Best Employees	Breathing Space-Balancing Making a Living and Making a Life	AIA Plan Review Workshop III (1:00 PM - 4:00 PM)	1:30 PM - 3:00 PM
A Technical Comparison of the 2000 and 2003 Editions of the IRC	Cultural Influences on Housing Design (4:00 PM - 5:30 PM)	India Housing: Structuring the Deal (4:00 PM - 5:30 PM)	Business Opportunities in International Homebuilding: U.S. Connecting Builders	Strategies to Increase Profitability for the Remodeler	Lessons From Smart Growth Communities (4:00 PM - 5:30 PM)	It's Not Just About the Price: Or is it? (4:00 PM - 5:30 PM)	Partnering for Profitability		4:00 PM - 5:00 PM

				Implement an Iron Curtain Around Your Personal Net Worth		Estimating with Excel: Unlocking the Power for Home Builders			8:30 AM - 10:00 AM
				Jazzing Up Your Elevations	Monitoring the Housing Cycle in Your Markets	The Perfect "Customized Cost" Estimate (In 8 Hours or Less)			11:00 AM - 12:00 PM

PRE-CONVENTION PROGRAM PLANNER

These seminars take place in the Las Vegas Convention Center and the Las Vegas Hilton Hotel

← Open For Convention Program Planner

FRIDAY, January 17, 2003	
9:00 AM - 5:00 PM	Lifestyle Merchandising, Advertising and Promotion Strategies (IRM III) - Day One <i>Las Vegas Convention Center, North 220, Level 2</i>
SATURDAY, January 18, 2003	
8:00 AM - 12:00 PM	Superintendent Field Designation Series: Office and Subcontractor Relations <i>Las Vegas Convention Center, South 227, Level 2</i>
9:00 AM - 4:00 PM	Advanced RAM: Fair Housing for Property Managers <i>Las Vegas Convention Center, North 221, Level 2</i>
9:00 AM - 5:00 PM	Lifestyle Merchandising, Advertising and Promotion Strategies (IRM III) - Day Two <i>Las Vegas Convention Center, North 220, Level 2</i>
9:00 AM - 5:00 PM	Certified Aging in Place Specialist (CAPS) - Day One <i>Las Vegas Convention Center, North 222, Level 2</i>
1:00 PM - 4:00 PM	Professional Remodeler Experience Profile (PREP) <i>Las Vegas Convention Center, North 223, Level 2</i>
1:00 PM - 5:00 PM	Superintendent Field Designation Series: Customer Service and Home Owner Relations <i>Las Vegas Convention Center, South 227, Level 2</i>
SUNDAY, January 19, 2003	
8:00 AM - 12:00 PM	Superintendent Field Designation Series: General Project Management <i>Las Vegas Convention Center, South 227, Level 2</i>
9:00 AM - 4:00 PM	Scheduling <i>Las Vegas Convention Center, North 221, Level 2</i>
9:00 AM - 4:00 PM	Negotiating Skills <i>Las Vegas Convention Center, North 222, Level 2</i>
9:00 AM - 4:00 PM	Risk Management/Insurance <i>Las Vegas Convention Center, North 208, Level 2</i>
9:00 AM - 5:00 PM	The Challenge of New Homes Sales Management (IRM IV) - Day One <i>Las Vegas Convention Center, North 220, Level 2</i>
9:00 AM - 5:00 PM	Certified Aging in Place Specialist (CAPS) - Day Two <i>Las Vegas Convention Center, North 223, Level 2</i>
1:00 PM - 5:00 PM	Superintendent Field Designation Series: Safety and Security <i>Las Vegas Convention Center, South 227, Level 2</i>
MONDAY, January 20, 2003	
9:00 AM - 4:00 PM	Building Technology-Systems and Interior Finishes <i>Las Vegas Convention Center, North 221, Level 2</i>
9:00 AM - 4:00 PM	Family-Owned Business: Managing It Successfully <i>Las Vegas Convention Center, North 227, Level 2</i>
9:00 AM - 4:00 PM	Introduction to Business Management <i>Las Vegas Convention Center, North 222, Level 2</i>
9:00 AM - 4:00 PM	Smart Planning for Active Adult Communities (Pilot) <i>Las Vegas Convention Center, North 223, Level 2</i>
9:00 AM - 5:00 PM	The Challenge of New Homes Sales Management (IRM IV) - Day Two <i>Las Vegas Convention Center, North 220, Level 2</i>
TUESDAY, January 21, 2003	
1:00 PM - 4:00 PM	Local Joint Venture Education Workshop <i>Las Vegas Convention Center, North 205-208, Level 2</i>
1:30 PM - 3:00 PM	Case Study Workshop <i>Las Vegas Hilton, Conference Room 3, First Floor</i>

COMPUTER LABS

These seminars take place in the Las Vegas Convention Center

Presented By:

SOFTPLAN

HOMEBUILDER SUCCESS

TIMBERLINE

BUILDSoft Enterprise

Cadsoft

VECTIFWORKS II

BOSCH
DIGITAL POWER TOOLS

CONTRACTORS SOFTWARE GROUP

CDCI

S sales CLOSER

BuildLinks

NewStar

ROOMS: North 1

TUESDAY, January 21, 2003	
8:30 AM - 10:00 AM	Meet the Mouse People Who Are Familiar With th
1:00 PM - 2:00 PM	Front Page
3:00 PM - 4:00 PM	Builders' Best W

WEDNESDAY, January 22, 2003	
8:30 AM - 10:00 AM	SoftPlan Interact Workshop
11:00 AM - 12:30 PM	Pulling Your Business Together
1:30 PM - 3:00 PM	Residential Design Software Hands-CadSoft Corpora
4:00 PM - 5:30 PM	Job Site Manage Computer Labs - by Bosch™ Powe

THURSDAY, January 23, 2003	
8:30 AM - 10:00 AM	Job Site Manage Punch List™ - S by Bosch™ Powe
11:00 AM - 12:30 PM	Full Cycle Cost Estimating, Scheduling, Accounting Integ.
1:30 PM - 3:00 PM	KILLER PRESENT Wow Your Customer Kill Your Compet
4:00 PM - 5:30 PM	Sales Office Auto Computer Labs

FRIDAY, January 24, 2003	
8:30 AM - 10:00 AM	Newsletters using Microsoft Publish
11:00 AM - 12:00 PM	Front Page

ROOMS: North 107 North 108

TUESDAY, January 21, 2003		
8:30 AM - 10:00 AM	Meet the Mouse: For People Who Are Not Familiar With the Internet	Mastering Microsoft Excel
1:00 PM - 2:00 PM	Front Page	PowerPoint 2000 Presentations for the Busy Professional
3:00 PM - 4:00 PM	Builders' Best Web Sites	Techniques for Targeted Web Search CANCELLED

WEDNESDAY, January 22, 2003		
8:30 AM - 10:00 AM	SoftPlan Interactive CAD Workshop	Think Before You Buy: Evaluating Software
11:00 AM - 12:30 PM	Pulling Your Business Together	Drive and Track Profits With "Production-Driven" Project Management & Accounting Software
1:30 PM - 3:00 PM	Residential Design Software Hands-on-Lab by CadSoft Corporation	VectorWorks- Object-Based CAD for Home Builders
4:00 PM - 5:30 PM	Job Site Management with Computer Labs - Sponsored by Bosch™ Power Tools	"Finally, a Complete Turnkey Software Solution for Builders"

THURSDAY, January 23, 2003		
8:30 AM - 10:00 AM	Job Site Management with Punch List™ - Sponsored by Bosch™ Power Tools	CHEAP TRICKS: Solve Big Business Problems With Little Technology!
11:00 AM - 12:30 PM	Full Cycle Cost Control- Estimating, Scheduling and Accounting Integration	Integrated Sales to Accounting... Improve Your Bottom Line
1:30 PM - 3:00 PM	KILLER PRESENTATIONS: Wow Your Customers and Kill Your Competition!	Managing "Option Selection and Change Orders" Using Web Tools
4:00 PM - 5:30 PM	Sales Office Automation Computer Labs	VectorWorks- Object-Based CAD for Home Builders

FRIDAY, January 24, 2003		
8:30 AM - 10:00 AM	Newsletters using Microsoft Publisher	Getting Started with Access 2000
11:00 AM - 12:00 PM	Front Page	NAHB Web Sites



TECHNOLOGY PROGRAMS

Technology seminars take place in the Las Vegas Convention Center. This planner identifies programs by color-keyed interest categories.

Presented By:



TRACKS

- BONUS SESSION
- CONNECTED HOMES & COMMUNITIES
- KEYNOTE SESSION
- TECH MANAGEMENT SOLUTIONS
- TECH SALES & MARKETING SOLUTIONS
- ORGANIZATIONAL & BUSINESS MANAGEMENT
- SALES & MARKETING

ROOMS: North 109-110 North 111-112

TUESDAY, January 21, 2003		
8:30 AM - 10:00 AM	The Internet - A Marketing Tool for Builders and Remodelers	E-Productivity: Technology Trends for Builders
1:00 PM - 2:00 PM	TechHome Community Insights	Best Selling Builder Websites
3:00 PM - 4:00 PM	The Ultimate Connected Home Office	Online Design Centers & Options Catalogs

WEDNESDAY, January 22, 2003		
9:00 AM - 10:00 AM	Creating Connected Kitchens & Baths	Integrating CAD, Estimating & Purchasing
11:00 AM - 12:30 PM	Keynote: State Of The Builder Technology Market	High Tech & High Touch Clicks and Bricks Marketing Sells
1:30 PM - 3:00 PM	Community-Wide Infrastructure & Bundled Services	The Portable, Connected Builder's Office
4:00 PM - 5:00 PM	Bonus: How To Ensure Quality Structured Wiring Installations	Bonus: Home Technology Opportunities for the Custom Builder

THURSDAY, January 23, 2003		
9:00 AM - 10:00 AM	Handheld Project Management Solutions	The Ultimate Connected Home Office
11:00 AM - 12:30 PM	Great Selling Needs Automation Practices	Palm Pilot Boot Camp for Builders
1:30 PM - 3:00 PM	Technology in the Master Suite	Tech Tools for Sales & Marketing
4:00 PM - 5:00 PM	Bonus: Selling Multi-room Audio: Good, Better, Best	Bonus: Effective Tech Subcontractor Selection

FRIDAY, January 24, 2003		
8:30 AM - 10:00 AM	Online Options Ordering & Administration	Technology Integrated: Getting Stand Alone Software & Systems To Work Together
11:00 AM - 12:00 PM	Using Technology to Market & Communicate	Automated Master Scheduling & Tracking

AS PART OF ITS FEBRUARY 27, 2003, SUBMISSION, NAHB SUBMITTED TWO VIDEOCASSETTES CONTAINING TELEVISION COMMERCIALS THAT IT SPONSORED. THESE COMMERCIALS WERE SUBMITTED IN RESPONSE TO A QUESTION, AND REPRESENT "ISSUE ADVOCACY COMMUNICATIONS WHICH INCLUDE REFERENCES TO FEDERAL CANDIDATES OR OFFICEHOLDERS BUT DO NOT EXPRESSLY ADVOCATE THE ELECTION OR DEFEAT OF ANY CANDIDATE." COPIES OF THE VIDEOCASSETTES ARE AVAILABLE FOR VIEWING IN THE COMMISSION'S PUBLIC RECORDS OFFICE.



FEDERAL ELECTION COMMISSION
Washington, DC 20463

February 6, 2003

E. Mark Braden, Esq.
William H. Schweitzer, Esq.
Baker & Hostettler, LLP
Washington Square, Suite 1100
1050 Connecticut Avenue, N.W.
Washington, DC 20036-5304

Dear Messrs. Braden and Schweitzer:

This letter follows up on the telephone conversation between Mr. Braden and Acting Assistant General Counsel John Vergelli of the Office of General Counsel on January 31, 2003, and sets forth more specifically the questions that must be answered before the Commission can address the request for an advisory opinion you submitted on behalf of your client, the National Association of Home Builders of the United States ("NAHB"). This letter is intended to memorialize the questions we presented in that conversation and to invite your written response.

Your request sets forth the following facts: NAHB is a Washington-based trade association representing more than 205,000 members. It is a Nevada non-profit corporation, organized as a trade association under the Internal Revenue Code, 26 U.S.C. § 501(c)(6). NAHB is a membership organization whose bylaws specifically provide for a number of classes of members. NAHB sponsors a separate segregated fund, BUILD-PAC. NAHB created BUILD-PAC to make contributions to, and expenditures on behalf of, Federal candidates. NAHB uses its general treasury funds for the operating and fundraising costs of BUILD-PAC, pursuant to the Act and Commission regulations. NAHB does not make contributions to, nor expenditures for, Federal candidates or committees. BUILD-PAC makes contributions to federal candidates and committees, and accepts only contributions that are subject to the limits and prohibitions of the Act.

You further state that NAHB has for a number of years conducted an issue "Voter Mobilization" program. This program consists of partisan communications to NAHB individual members and their families, and communications to the general public regarding public policy issues in order to encourage an understanding of issues of significance to the home building industry. The program focuses on the importance of individual participation in the American democratic process through registration, voting, and direct communication with candidates and elected officials. This activity is funded

from the general operating accounts of NAHB, which do not limit their receipt of funds to monies that are subject to the limits and prohibitions of the Act.

You state that the Bipartisan Campaign Reform Act of 2002 ("BCRA") would define some of the activities previously undertaken by NAHB as "electioneering communications" pursuant to 2 U.S.C. § 434(f)(3). You state that NAHB will not sponsor any "broadcast 'electioneering communications'" as defined at 11 C.F.R. § 100.29(a). You also state that NAHB has engaged in the past, and anticipates engaging in the future, in activities in connection with elections as defined in 11 C.F.R. § 100.24 (which defines "Federal election activity) and 11 C.F.R. § 300.65(a)(1) (which allows covered persons to make a general solicitation of funds for an organization described in 26 U.S.C. § 501(c) and exempt from taxation under 26 U.S.C. § 501(a), without regard to source or amount limitation, if the organization does not engage in certain activities). You state that the Federal election activities described in 11 C.F.R. § 300.65(c) are not the principal purpose of NAHB. You state that many leaders of different facets of American life have been invited to attend, participate, and/or speak at NAHB events, including individuals holding Federal office, Federal candidates, and national political party leaders, and agents acting on behalf of such individuals. You state that such covered persons are often listed as featured guests in pre-event invitation materials. You further state that NAHB's experience has been that its invited guests have seldom, if ever, expressly solicited funds for NAHB. NAHB anticipates that no officeholder or candidate will be requested to solicit, receive, direct, transfer, spend, or disburse any funds or financial support for its "Voter Mobilization" activities. Additionally, such individuals will not be on any host committee for any "Voter Mobilization" fundraising event.

You then proffer four different scenarios, and ask questions regarding the application of the Act and the Commission's regulations to each one. The scenarios are as follows:

Scenario 1. NAHB-sponsors a convention, forum or meeting to discuss national policy issues of importance to the home-building industry for all NAHB members. May a covered person attend? If a covered person may attend, may that individual be a speaker at such an event, be listed as a "featured guest" in pre-event invitation materials, or solicit contributions to BUILD-PAC at the event? Would the analysis change if NAHB specifically and expressly requests or directs any covered individual not to solicit, receive or direct any funds or financial support for its "Voter Mobilization" activities in any remarks at any event?

Scenario 2. NAHB sponsors a forum or meeting to discuss national policy issues of importance to the industry and invites only representatives of firms or individuals which have made donations to the NAHB "Voter Mobilization" effort. May covered persons attend the event? If so, may covered persons speak at the event, and be listed as a featured guest in pre-event invitation materials? Would the analysis change if NAHB specifically and expressly requests or directs any covered individual not to solicit, receive or direct any funds or financial support for its "Voter Mobilization" activities in any remarks at any event?

Scenario 3. NAHB invites the Secretary of Housing and Urban Development to a NAHB membership meeting or reception in the Secretary's honor for efforts on behalf of housing. May the Secretary attend the event if invitations are provided only to those who have made prior donations to NAHB at a certain level? If so, may the Secretary speak at the reception? If the reception is a ticketed fundraising event for any general account of NAHB or BUILD-PAC, could the Secretary attend and/or speak? Could a Secretary attend and/or speak at a reception if the event was specifically designated as a fundraising event for NAHB's "Voter Mobilization" program? Would the analysis change if NAHB specifically and expressly requests or directs any covered individual not to solicit, receive or direct any funds or financial support for its "Voter Mobilization" activities in any remarks at any event?

Scenario 4. NAHB has organized sporting events for its membership. As an example, NAHB anticipates that it will sponsor golf events in the future. Does BCRA limit the ability of a covered individual to participate in such sporting events? Can a covered individual be listed as a featured player? Does the analysis change if a sporting event is designated as a fundraiser rather than a social event? Would the analysis change if NAHB specifically and expressly requests or directs any covered individual not to solicit, receive or direct any funds or financial support for its "Voter Mobilization" activities in any remarks at any event?

The Act authorizes the Commission to issue an advisory opinion request in response to a "complete written request" from any person with respect to a specific transaction or activity by the requesting person. 2 U.S.C. §437f(a). Commission regulations explain that such a request "shall include a complete description of all facts relevant to the specific transaction or activity with respect to which the request is made." 11 CFR 112.1(c). According to the regulations, the Office of General Counsel shall determine if a request is incomplete or otherwise not qualified as an advisory opinion request. See 11 CFR 112.1(d).

Further information is needed for your request to provide a complete description of the relevant facts. Please provide responses to the following questions and requests for documents:

- 1) What are the different classes of membership in NAHB? What are the requirements of each class?
- 2) Do the funds in the general operating accounts of NAHB that fund its "Voter Mobilization" program constitute general treasury funds of NAHB?
- 3) With respect to the "Voter Mobilization" program generally, please describe in detail the media, content, timing, and distribution of the "partisan communications" to which the request refers. With respect to the content specifically, please provide transcripts, copies of print ads, phone bank scripts, and any other materials that you describe.
- 4) Other than partisan communications, please describe in detail the other activities that comprise NAHB's "Voter Mobilization" program.

- 5) Please provide more details about the events to which questions 1 and 2 of your request refer. For example, are “forums” and “meetings” general sessions of a “convention,” a reception or similar social event, a luncheon speech, participation in a panel or workshop, etc.? Also, who are the audience for each of the events? For example, are the participants or attendees at the events members of NAHB’s restricted class, etc.? Might the composition of the audience change depending on what type of event is held? If so, how?
- 6) With respect to the types of events “convention,” “forum,” and “meeting,” mentioned in your examples 1 and 2, state whether such events are held in the normal course of business by NAHB. If they are, please provide documentation (programs, agendas, etc.) with respect to the last such event held by NAHB.
- 7) You state that leaders of many different facets of American life have been invited to “attend,” “participate” and/or “speak” at NAHB events. How do these three activities differ from each other?
- 8) Your question 2 is asked with respect to invitees being representatives of firms, or individuals, which have made donations to the NAHB “Voter Mobilization” effort. Would a donation be made as a condition of receiving an invitation to the event? Would donations otherwise be solicited with an invitation to the event being promised in return?

Please send your responses to the questions and requests for documents presented above to the Commission’s Office of General Counsel. Upon receipt of your responses and the materials requested, this Office will give further consideration to your inquiry. If you have any questions about the advisory opinion process or this letter, please contact Tony Buckley, an attorney in this Office, at 202-694-1542

Sincerely,


Rosemary C. Smith
Acting Associate General Counsel

BAKER
&
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January 17, 2003

Brad Lichtfield, Esq.
Associate General Counsel
Federal Election Commission
999 E Street, N.W.
Washington, DC 20463

Re: Request for Advisory Opinion – National Association of Home Builders

Dear Mr. Lichtfield:

The law firm of Baker & Hostetler LLP has been retained by the National Association of Home Builders of the United States (NAHB) to request an Advisory Opinion from the Federal Election Commission ("Commission"), pursuant to 2 U.C.S. § 437f(a)(1) and 11 C.F.R. § 112.1. NAHB is requesting an Advisory Opinion in response to its questions on the legality of specific proposed NAHB activities under the Federal Election Campaign Act of 1971, as amended (the "Act") and Commission regulations.

Background Information

The National Association of Home Builders is a Washington-based trade association representing more than 205,000 members involved in home building, remodeling, multifamily construction, property management, subcontracting, design, housing finance, building product manufacturing and other aspects of residential and light commercial construction. It is a Nevada non-profit corporation, organized as a trade association under the Internal Revenue Code. I.R.C. § 501(c)(6).

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NAHB is a membership organization whose bylaws specifically provide for a number of classes of members. NAHB's purposes include uniting persons engaged in and/or interested in the home building industry. NAHB seeks to provide leadership on issues of concern to members.

The National Association of Home Builders' BUILD Political Action Committee ("BUILD-PAC") is a separate, segregated fund sponsored by NAHB. NAHB created BUILD-PAC to make contributions to and expenditures on behalf of federal candidates. NAHB uses its general treasury funds for the operating and fundraising costs of BUILD-PAC, pursuant to the Act and Commission regulations (11 CFR Part 114). BUILD-PAC makes contributions to federal candidates and committees. It accepts only contributions that are subject to the limits and prohibitions of the Act. NAHB make neither contributions to nor expenditures for federal candidates or committees.

NAHB has for a number of years conducted an issue "Voter Mobilization" program. This program consists of partisan communications to NAHB individual members and their families and communications to the general public regarding public policy issues in order to encourage an understanding of issues of significance to the home building industry. The program focuses on the importance of individual participation in the American democratic process through registration, voting, and direct communication with candidates and elected officials. This activity is funded from the general operating accounts of NAHB. The general operating accounts of NAHB do not limit their receipt of funds to monies that are subject to limits or prohibitions of the Act.

The recently enacted Bipartisan Campaign Reform Act of 2002 (BCRA) would define some of these prior NAHB activities as "electioneering communications." See 2 U.S.C. § 434(f)(3). Pursuant to BCRA, NAHB will not sponsor any broadcast "electioneering communications" as defined at 11 C.F.R. § 100.29(a). NAHB has engaged in the past, and anticipates engaging in the future, in activities in connection with elections as defined in the Commission's new regulations. See 11 C.F.R. § 100.24; 11 C.F.R. § 300.65(a)(1). However,

such activities or any activity described in paragraph (c) of 11 C.F.R. § 300.65, are not the principal purpose of NAHB.

Many leaders of different facets of American life have been invited to attend, participate and/or speak at NAHB events. These include media personalities, sports figures and business leaders. Also individuals holding federal office, federal candidates, national political party leaders, and agents acting on behalf of such individuals have often been invited to address or otherwise participate in NAHB events. These individuals are often listed as featured guests in pre-event invitation materials. NAHB's experience has been that its invited guests have seldom, if ever, expressly solicited funds for NAHB. NAHB anticipate that no officeholder or candidate will be requested to solicit, receive, direct, transfer, spend, or disburse any funds or financial support for its "Voter Mobilization" activities. Additionally, such individuals will not be on any host committee for any "Voter Mobilization" fundraising event.

Questions Presented

This advisory opinion request is for direction on the continued participation of those individuals described in 11 C.F.R. § 300.60, individuals holding federal offices and federal candidates or their agents ("covered individuals"), in NAHB activities.

1) When NAHB sponsors a convention, forum or meeting to discuss national policy issues of importance to the homebuilding industry for all NAHB members, can covered individuals attend such a meeting?

- a) Can a covered individual be a speaker at such an event?
- b) Can a covered individual attending as a featured guest be listed in pre-event invitation materials?

- (c) If a covered individual could attend, could the individual solicit contributions to BUILD-PAC at an event?

2) When NAHB sponsors a forum or meeting to discuss national policy issues of importance to the industry and invites only representatives of firms or individuals which have made donations to the NAHB "Voter Mobilization" effort, can covered individuals attend such a meeting?

- a) Can a covered individual speak at such a meeting?
- b) Can a covered individual attending be listed as a featured guest in pre-event invitations materials?

3) For specific Commission consideration, NAHB proposes the following example: If a Secretary of Housing and Urban Development were invited to a NAHB membership meeting or reception in his or her honor for efforts on behalf of housing:

- (a) Could the Secretary attend and/or speak at the reception if invitations are provided only to those who have made prior donations to NAHB at a certain level? Or,
- (b) If the reception is a ticketed fundraising event for any general account of NAHB or BUILD-PAC, could the Secretary attend and/or speak? Or,
- (c) Could a Secretary attend and/or speak at a reception if the event was specifically designated as a fundraising event for NAHB's voter mobilization program?

4) NAHB has organized sporting events for its membership. As an example, NAHB anticipates that it will sponsor golf events in the future.

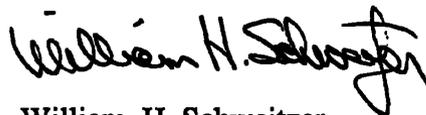
- (a) Does BCRA limit the ability of a covered individual to participate in such sporting events?
- (b) Can a covered individual be listed as a featured player?

(c) Does the Commission's analysis change if a sporting event is designated as a fundraising rather than social event?

5) Would the Commission's analysis and opinion change in any of the circumstances set forth above if NAHB specifically and expressly requests or directs any covered individual not to solicit, receive or direct any funds or financial support for its "Voter Mobilization" activities in any remarks at any event?

We have attempted to include all facts we perceive as relevant to the Commission's advisory opinion on the specific activities NAHB proposes to undertake. If the Commission requires additional materials regarding the questions posed in this request, or additional information in regard to NAHB, please contact us. We look forward to the Commission's guidance on this matter, so that any possible ambiguities in the Commission's enforcement of the BCRA changes to the Act do not chill the free exchange of ideas and information between the home building industry and national leaders.

Sincerely,



William. H. Schweitzer



E. Mark Braden