

# BUILDERFEST

**10<sup>AM</sup>-3<sup>PM</sup>**

**SATURDAY, FEBRUARY 3**

**RIVERVIEW HIGH SCHOOL  
PERFORMING ARTS CENTER | SARASOTA**

## **Thank you for participating in Builderfest 2018, a marketplace of ideas!**

Builderfest is an opportunity for home builders, developers and other industry professionals to meet potential homebuyers and remodelers, answer questions and generate leads. Exposure is the key and we look forward to a lot of excitement on Saturday.

Panel discussions will take place throughout the day on topics that are pertinent to home building. Former HT Real Estate Editor Harold Bubil will serve as the event host.

The event is free to the public.

Show details follow in a FAQ format. Please let your sales rep know if you have any questions not answered here.

Thank you again for participating!  
We look forward to celebrating a successful day!

Stephanie Draper  
Herald-Tribune Events Manager

PRESENTED BY



**Michael Saunders  
& Company**  
LICENSED REAL ESTATE BROKER

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## FAQs

### What is the show timeline?

- 830a -- Your booth setup begins
- 930a -- Your booth is ready to present (Sarasotans come early)
- 10a -- Show begins
- Noon -- Panel discussions break for "lunch"
- 3p -- Show ends, booth disassembly begins
- 3:30p -- Event is cleaned up and RHS courtyard closes

### What will my booth consist of?

Your table size is determined by your sponsorship level:

- Builder Sponsor: one (1) 6' skirted table; two chairs
- Developer Sponsor: two (2) 6' skirted tables; two chairs
- Presenting Sponsor: two (2) 8' skirted tables; two chairs

### Will I have access to electricity?

No. The courtyard does not accommodate this.

### Will I have access to wifi?

Yes. The password will be available the morning that you set up.

### What kind of banners can I display?

You can display a pop-up banner either on or behind your table.

You can hang a banner along the front of your booth but there is not wall space to hang from.

### What else should I bring?

Any sales material to help promote your business. HOWEVER, please bring materials to help anchor your paperwork. Wind is always a factor in Florida. Paper weights or lucite/plastic brochure holders is encouraged.

### Speaking of weather, what does Saturday look like?

The Weather Channel is forecasting a beautiful Saturday for us: Currently calling for a high at 73° and bright skies. Should be beautiful. Remember, this is outdoors and the sun does move through the day, possibly leaving some of you exposed at some point during the day ... so, to those with fair skin, please apply sunscreen!

### Will I get lunch?

Lunch from Baja Boys will be delivered to your booth along with a choice of water or soda. We'll also have coffee in the morning.

### Where should I park?

Follow Proctor Road to Lords, turning south. Follow the signs to turn into the main Riverview High School parking lot.

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## What is the panel discussion schedule? *SUBJECT TO CHANGE*

10:05 a.m.

**The New Tax Law Explained**, including the Historic Tax Credit. Chris Corneroli, CPA, Kerkerling Barberio.

10:30 a.m.

*Message from Platinum Sponsor Michael Saunders & Company*

10:35 a.m.

**New Home Impact and Demand.** Jon Mast of the Building Industry Association with builders Derek Nelson of Arthur Rutenberg Homes, John Cannon of John Cannon Homes and Laura Cole of Lakewood Ranch.

11:15 a.m.

*Message from Gold Sponsor D.R. Horton.*

11:20 a.m.

**The New Tax Law's Effect on Resale Real Estate.** Realtors Roger Pettingell of Coldwell Banker, Michael Moulton of Michael Saunders & Co. and Steve DuToit of Keller Williams, with private appraiser Don Saba.

11:55 a.m.

*Message from Gold Sponsor Lakewood Ranch.*

**Lunch** (food trucks will be available for the public)

12:30 p.m.

**The Reaction and Mood Among Home Shoppers.** David Hunihan of M/I Homes, Laura Cole of Lakewood Ranch, Mark Grigoli of John Cannon Homes and Ricky Perrone of Perrone Construction.

1:10 p.m.

**The Rental Market: Good News or Bad?** Longtime landlord Steve DuToit of Keller Williams Real Estate

1:35 p.m.

**The Mortgage Market: Firsts, Seconds, HELOCs and Jumbos.** Penny Hill, The Penny Hill Group at Fidelity Bank.

2:00 p.m.

**Remodeling: Is It the Big Winner?** Contractors John King of Rampart Homes and Joe Angeleri of Joe Angeleri Inc.

2:30 p.m.

**Construction Costs and Affordability.** Contractors John King, Gregg Carlson of Lee Wetherington Homes, Ryan Perrone of Nautilus Homes.

## Who else is participating?

### Platinum Sponsor

**Michael Saunders & Company**

### Gold Sponsors

D.R. Horton

Lennar

Neal Communities

Lakewood Ranch

### Silver Sponsors

BMO Private Bank

ClearView Windows

Dream Closets

Fidelity Bank

Handcrafted Iron Doors

Harrimans, Inc.

Holliday Group

Hurricane Safe Products

John Cannon Homes, Inc.

Joseph Angeleri, Inc.

Lee Wetherington Homes LLC

Meritage Homes

MI Homes

MISBIA

Modern Air

My Gorilla Garage

Nautilus Homes

NBI Sun Control

Nelson Homes/Arthur Rutenberg

Nutter Custom Construction

Oracle Flooring & Design, LLC

Perrone Construction

Receptacle Receptacle

Regions Mortgage

Sarasota Stone & Granite

Specialized Pipe Technologies

Stock Development

Window Decor

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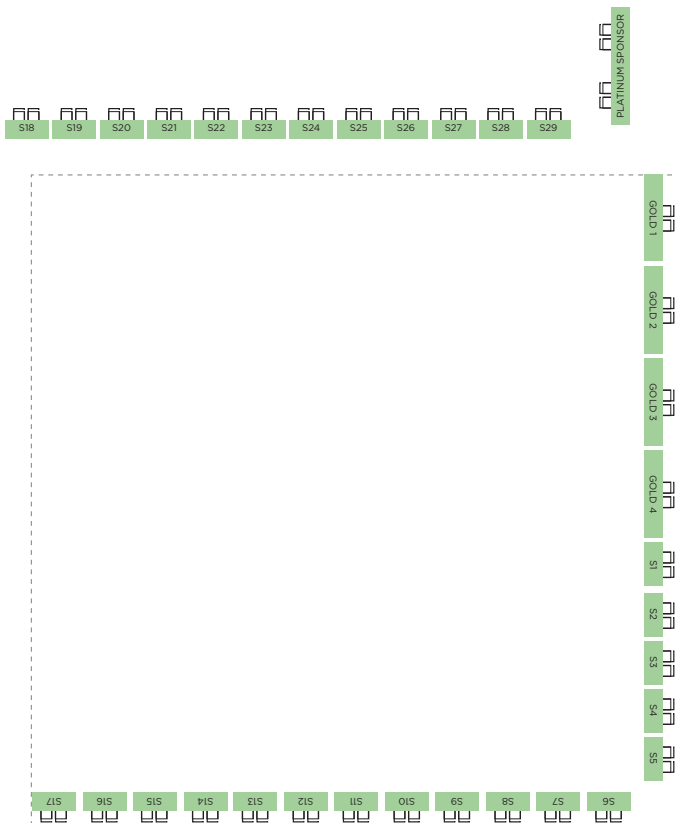


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## Event Layout

Builderfest 2018 will take place in the courtyard outside the Performing Arts Center, with panel discussions conducted inside.



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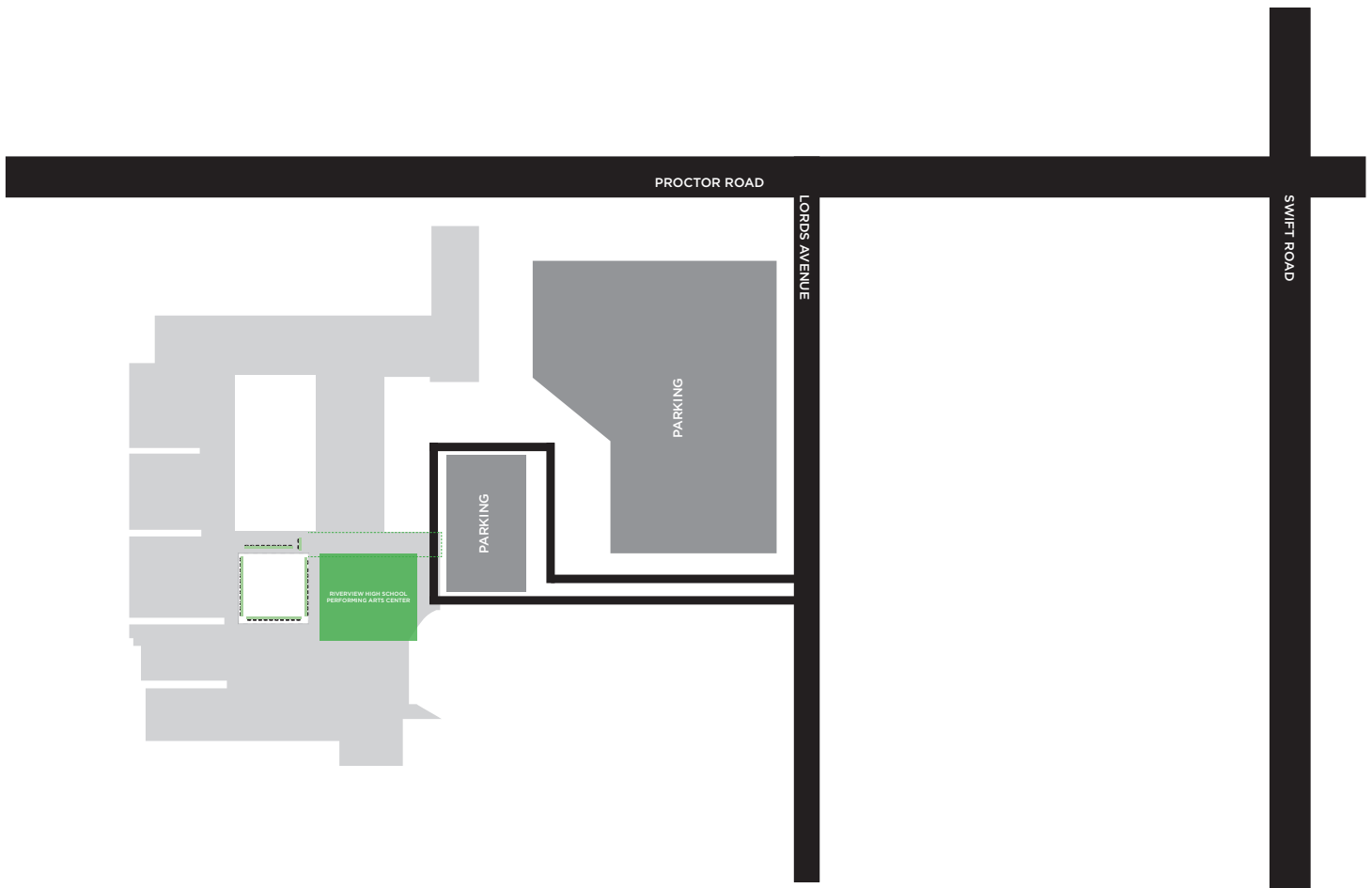


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## Parking

The Riverview High School Performing Arts Center is located on the Riverview High School campus on Proctor Road, which connects to US41 as well as Swift Road.



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