



The Springfield Area Home Builders Association

INFORMATIONAL PACKET FOR POTENTIAL MEMBERS

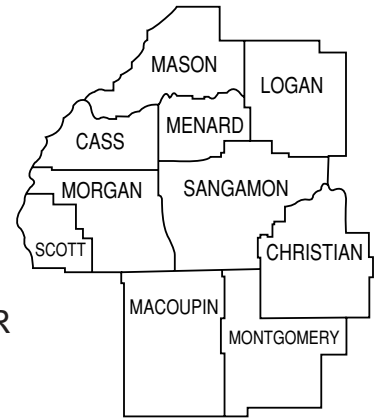
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About the SAHBA

The Springfield Area Home Builders Association is a non-profit trade association promoting the building industry and related trades in Sangamon, Christian, Montgomery, Macoupin, Scott, Morgan, Cass, Menard, Mason and Logan counties.

What does it mean to be a non-profit? That is our tax status. A 501(c)(6) organization is one that is granted tax-exempt status by the IRS provided that it is not created as a for-profit business. Earnings of the 501(c)(6) organization do not benefit a private shareholder or individual. Any earnings must be put back into the organization to further its cause.

HOWEVER.... In another manner, we ARE a FOR profit association—we are FOR THE PROFIT OF OUR MEMBERS. We strive for our members to be successful, and pledge to promote their development, which breeds greater success.



What type of companies belong to the SAHBA? Anybody that has anything to do with the building industry. Some examples include:

- ✓ Builders
- ✓ HVAC
- ✓ Roofers
- ✓ Appliances
- ✓ Remodelers
- ✓ Landscaping
- ✓ Foundations
- ✓ Flooring
- ✓ Garage Doors
- ✓ Decks
- ✓ Developers
- ✓ Electrical and Lighting
- ✓ Closets
- ✓ Windows
- ✓ Insulation
- ✓ Plumbers
- ✓ Bankers
- ✓ Siding
- ✓ Security
- ✓ Insurance
- ✓ Painters
- ✓ Realtors
- ✓ Cabinets
- ✓ Marketing

AND MANY, MANY MORE!

Our formal Mission Statement is:

The Springfield Area Home Builders Association is a not-for-profit professional trade association representing and promoting its members and its various programs while addressing the interests, needs and professional growth of the building industry and its communities.

Membership Types:

Builder = Anyone who is, or has been, in the business of building, rebuilding or remodeling homes, apartments, schools, commercial, industrial, or other structures normally related and pertinent to a community

Associate = Any individual who is engaged in any allied trade, industry or profession

Affiliate = An additional member from a company who is already a Builder or Associate member

A word from our members...

"There are so many advantages to being a member of SAHBA. For example, the Builder Rebate Program is easy money. So many of the products and manufacturers I already use are covered by the program. And participating is simple, and for a few minutes of your time you get rebates just for reporting the products you use."

Jason Easton
Windsor Homes

3 in 1 Membership

Springfield Area Home Builders Association

National Association of Home Builders • Home Builders Association of Illinois



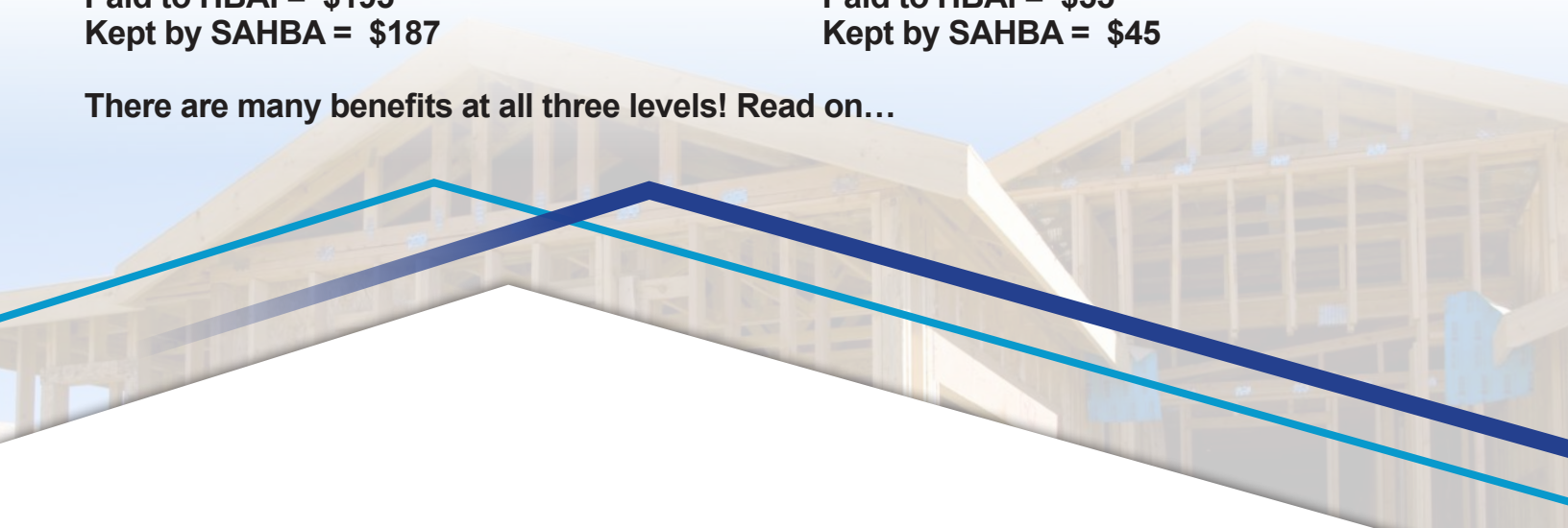
When you become a member of the SAHBA, you automatically become a member of the Home Builders Association of Illinois (HBAI) and the National Association of Home Builders (NAHB).

Here is the breakdown of your dues:

Total Builder and Associate dues = \$580
Paid to NAHB = \$198
Paid to HBAI = \$195
Kept by SAHBA = \$187

Total Affiliate dues = \$115
Paid to NAHB = \$15
Paid to HBAI = \$55
Kept by SAHBA = \$45

There are many benefits at all three levels! Read on...



What's in it for me?

ADVOCACY

Advocacy is a broad programmatic “tool” used by citizens to influence public policy at all levels of government. Advocacy is all encompassing and may incorporate political action, legislative, regulatory, grassroots, legal, and media strategies – all for positive change in government.

One of the largest components, and arguably the most important aspect, of an advocacy program is government affairs, the act of being engaged in both legislative and regulatory governmental action. Legislative affairs refer to matters that come before legislative bodies such as a city council, state legislature or the U.S. Congress.

The SAHBA has its own government affairs committee. We also meet quarterly with local building department officials, including the City of Springfield, Sangamon County, and Chatham. Communication with Williamsville, Sherman and Rochester is maintained on a regular basis as well.

HBAI has a lobbyist on staff who regularly meets with our local legislators and lobby for or against laws that affect the building industry.

NAHB has numerous lobbyists at the national level who also lobby on behalf of the building industry. NAHB also has an E-newsletter you can subscribe to called Washington Update to stay up to date on what is going on in our nation's capital. This newsletter is published twice a month and the stories cover issues from appraisals and fall protection to immigration reform and stormwater regulations.

HBAI annually holds Lobby Day which is our opportunity to meet face to face with our local legislators. THIS DOES MAKE A DIFFERENCE!

A word from our members...

“I really appreciate the lobbying efforts that benefit area contractors and I feel the “weekly webinars” as well as the “Monday Morning Briefings” from the National Home Builders Association are extremely beneficial to our company. I am very pleased knowing that someone is actually in my corner fighting for us for a change. That partner is the Springfield Area Home Builders Association.”

David Marsh
President, Repair Masters Construction Company

What's in it for me?

HOW DOES IT SAVE OR MAKE YOU MONEY?

NAHB Member Benefits:

- Lowe's - additional 2% discount when using a Lowe's Charge card
- General Motors - \$500 off purchase of a vehicle
- FCA US LLC - \$500 off Chrysler, Dodge, Fiat, Jeep and Ram vehicles
- Fed Ex - Discounts of 10-29% on shipping
- Computers - Discounts on Dell computers, printers, scanners, etc.
- Office Supplies - 10% discounts on delivery orders at Office Depot
- Rental Cars - Discounts on Hertz, Avis and Budget
- Payroll Services - 15% off payroll processing and HR services
- Credit Card Processing - Save an average of \$2,308 per year
- Omaha Steaks - 10% on online promotions
- FTD.com - 20% discount
- Safety Video Rentals - Instant online availability
- Housing Economic Reports - Access to current economic data
- NAHB Contracts - Electronic contract resources
- Builder Books - Hundreds of titles available
- And more!

HBAI Member Benefits:

- Verizon - 22% discount on plans for qualified members plus 25% off eligible accessories
- Superfleet - Save up to 5 cents per gallon at over 600 locations
- Insurance programs

Builder Rebate Program :

- Rebates on products from 50+ participating manufacturers

Over 70% of participants received more than their annual dues to their association last year!

The average rebate per Builder/ Remodeler company who participated in 2015: \$1,178.12.

Being informed:

- Avoiding costly fines from OSHA (can be up to \$40,000)
- Avoiding costly fines from EPA (\$37,500 per instance, per day)
- FREE legal advice from NAHB Legal Department - will review contracts, research case law, anything except come to court to represent you
- Monthly newsletters and blast emails to keep you informed

A word from our members...

"Being proactive and knowing how to be compliant around the job site has helped us avoid many fines from OSHA! The information the SAHBA has provided regarding OSHA has more than paid for my dues!"

Jason Hand
JH Builders

And now for the fun stuff...

GENERAL MEMBERSHIP MEETINGS:

Offers the opportunity to network and get to know your fellow members. If they know your name and face, you are the one they will call when they need something.

GOLF OUTING AND SPORT CLAY SHOOT:

A fun day to spend with your customers or employees followed by a great dinner and awards presentation.



HOME EXPO:

An opportunity to get your products/services in front of thousands of consumers over a weekend.

TRIVIA NIGHT:

Test your knowledge at a fun night of trivia! This event is open to the public, so invite your friends.



A word from our members...

"Everyone should be involved in the HBA. It's the lifeblood. It feeds me – income wise and education wise. It's your career."

Steve Zarndt
ReBath

How do I get value out of my membership?

ATTEND MEMBER MEETINGS

ATTEND EVENTS

SPONSOR MEETINGS AND EVENTS

READ THE NEWSLETTER

DON'T BE AFRAID TO ASK QUESTIONS

UTILIZE THE RESOURCES

*It's like a membership to the gym ...
you won't see a difference if you don't go!*



A word from our members...

"Like anything you get out what you are willing to put in. Home Builder Association Membership is the greatest cost vs value you will find, anywhere!"

Joe and Evelyn Yowell
CGR, CAPS, CGP,
J. J. Swartz Co.

But what about the cost?

For just \$580 a year, look at all the things you will gain with your investment. Think about all the other things you pay for:

- ✓ Rent \$2,000
- ✓ Utilities \$200
- ✓ Phone \$150
- ✓ Cell Phone \$150
- ✓ Internet \$50
- ✓ Insurance \$150
- ✓ **Why not include the HBA?**
It's only an extra \$48.33 per month-cheaper than any of your other monthly bills!

The average value received from a SAHBA membership...

Networking	\$3,000
Education	\$4,000
Home expo	\$5,000
OSHA	\$10,000
Lead paint	\$37,500
Legal Services	\$7,000
ADVOCACY	\$6,000
MEMBER DISCOUNTs	\$1,500
total	\$74,000

That's \$74,000 in savings and/or earned business opportunities!

STILL NOT CONVINCED?

Think it's too much money? Your membership is an investment, and a portion is tax deductible. Your membership dues will more than be recouped when you utilize the many association benefits and services. Your cost of doing business would be higher if the association wasn't working on your behalf. For example: consumer rights form - we have succeeded in changing the language to benefit builders; Storm Chaser Bill - we succeeded in changing the language to benefit builders; Storm Water Erosion - we worked closely with Springfield and Sangamon County to implement an ordinance that is in compliance with the Federal law. We are also working on the Energy Code, Mechanics Lien Law, Vacant Lot Act and the possible Sprinkler Mandate.

Think you're too busy and don't have time? Work smarter, not harder. We keep you informed and reduce the time you need to keep up with industry developments through emails and newsletters as well as informational meetings.

Think you're too small and can't compete with the big guys? Most of our members are the same size - we're all in the same boat. Simply adding the SAHBA logo to your letterhead and website will make you appear bigger and more important.

Think now is not the time, but maybe later? Later may be too late. You can't afford to delay being informed with the fast changes in the industry. Your support now will ensure that we continue to represent all facets of the industry.

Think the evening meetings won't fit your schedule? Once you join you'll learn that there are other activities that do not occur at night. You can also have any employee of your company attend in your place.

Think you can't afford it? You can't afford not to! Your dues break down to \$1.45 per day. You probably spend more than that on a soda!



MEMBERSHIP APPLICATION

Company Name: _____

New Member's Name: _____

Mailing Address: _____

City/State/Zip _____

Phone #: _____ Fax #: _____ Cell #: _____

E-mail: _____ Website: _____

Spike Credit: (Who told you about the SAHBA?) _____

<input type="checkbox"/> Builder Member (Builder, Remodeler or Developer) = \$580 <input type="checkbox"/> Associate Member (Other than Builder, Remodeler or Developer) = \$580 <input type="checkbox"/> Affiliate Member (Additional Member from a company who already has a membership) = \$115	
SAHBA Political Action Committee * (optional) ___ \$20 ___ \$25 ___ \$50 ___ \$75 ___ \$100 ___ Other	
New Member Dues: _____	
SAHBA PAC investment: _____	
Total amount enclosed: _____	
Send completed membership application and payment to: <div style="text-align: center;"> Springfield Area Home Builders Association 3001 Spring Mill Drive, Suite F Springfield, IL 62704 </div>	Credit Card Payment: Master Card/Visa #: _____ Expiration Date: _____ V-Code #: _____

MEMBERSHIP AGREEMENT

In submitting this application, I agree to abide to the Code of Ethics, Constitution and By-laws of the Springfield Area Home Builders Association, Home Builders Association of Illinois and the National Association of Home Builders. In the event my membership terminates, I promise to pay all unpaid dues and assessments, and discontinue use of all Association identification. Attached is my remittance representing dues in the local, state and national association. In accordance with the applicable provisions of the By-Laws, I understand the failure to meet my financial obligations to the Association may jeopardize my Member-in-Good Standing status. I understand that this membership shall be effective as of the date of signing this application, subject only to subsequent approval of the Board of Directors.

Signature: _____ Date: _____

Dues payments to SAHBA are not deductible as charitable contributions for federal income tax purposes. However, dues payments may be deductible as ordinary and necessary business expense, subject to an exclusion for lobbying activities. Because a portion of your dues is used for lobbying by NAHB and HBAI, 18% of national dues and 11.06% of state dues, or \$57.21 of Builder and Associate dues and \$8.78 of Affiliate dues, is **NOT** deductible for income tax purposes. Please see your tax advisor.

* SAHBA Political Action Committee is a voluntary contribution not limited to the suggested amount. A copy of our report is filed with the State Board of Elections, Springfield, Illinois 62704. All contributions are solely for state elections.

COMPANY PROFILE:

Please mark **all** categories you would like your company to be listed under in the member directory and SAHBA web directory.

- Accessibility Products
- Accounting/Tax Preparation
- Alarm & Security Systems
- Appliance Suppliers
- Audio/Visual
- Brick, Stone, Concrete, Masonry & Sand Suppliers
- Builder/Remodeler
- Building Materials
- Cabinets
- CAPS- Certified Aging In Place Specialist
- Carpenters
- CGB- Certified Graduate Builders
- CGP- Certified Green Professionals
- CGR- Certified Graduate Remodeler
- Cleaning Services
- Closet Design
- Communication Services
- Concrete Contractors & Finishers
- Construction Equipment/Hardware
- Countertops

- Decorating & Interior Design
- Developer
- Electrical & Lighting
- Engineers
- Event Services
- Financial Services/Mortgage Banking
- Fireplace Contractor
- Flooring & Floor Coverings
- Foundations
- Furniture
- Garage Builders/Doors
- Gas/Oil/Propane
- Glass & Mirror Products
- Golf Course
- Gutters & Soffits
- Heating & Air Conditioning Contractors
- Home Repair & Handy Man
- Hotel Management
- ICF Home Construction
- Industry Union
- Insulation Contractors
- Insurance
- Irrigation Systems
- Kitchen & Bath Remodeling
- Landscape, Lawn & Garden
- Marble/Granite Supplier & Services
- Masonry Contractors
- Media (Advertising, Marketing & Public Relations)

- Occupational Medicine
- Organizations
- Painting & Wall Coverings
- Paving Contractors
- Plumbing Contractors
- Power Washing
- Printing & Blueprints
- Real Estate Sales & Marketing
- Refrigeration
- Restaurant/Catering Services
- Restoration, Air Duct Cleaning & Mold Remediation
- Roofing Contractors
- Septic Tanks & Installation
- Steel Fabrication
- Storage & Moving
- Title Companies
- Truss Systems
- Utilities/Waste Removal Services
- Wholesale Suppliers
- Windows & Doors
- Other: _____

- Dollar Volume: Annual Dollar Volume (check one)
- Under \$500,000
 - Under \$500,000-\$999,999
 - \$1 mil-\$4,999,999
 - \$5 mil-\$9,999,999
 - \$10 mil or more
 - No construction activity

Number of New Residential units built in last 12 months _____

Member's Business Title _____

Number of Employees _____

How many years in business: _____

EXPECTED MEMBER RESPONSIBILITIES

As a potential member of the Springfield Home Builders Association, I/we believe in and accept the responsibilities and obligations inherent in providing housing and its related infrastructure. We support the following objectives:

- ◆ Adhere to and promote the Mission Statement, Strategic Plan and Bylaws of the Springfield Area Home Builders Association.
- ◆ Members will conduct all business transactions responsibly and professionally with honesty and candor, making good faith efforts to meet contractual, moral and ethical obligations and commitments regarding their business activities.
- ◆ No Member shall attempt to damage with malicious intent, either directly or indirectly, the professional reputation, customer prospects, business, or employment of another member of the Association.
- ◆ Each member has the responsibility to keep informed regarding all laws, regulations, public policies, production and manufacturing processes, and other essential information which affects their business interests and those of the housing industry.
- ◆ Members will not intentionally or negligently fail to comply with all federal, state and local laws and building codes relating to health,

safety and welfare of the community in building or remodeling homes. In addition, we shall endeavor to maintain quality control at all times during construction.

- ◆ In the best interests of society, of their associates, and of their own business, Members shall be loyal to the Association and shall refrain from engaging in activities which are counter-productive to the work of the association and the interests of the housing industry.
- ◆ Use of Springfield Area Home Builders Association Quality Assurance Builders Standards as our basic guidelines for building quality homes and quality remodeling projects. We realize that we are free to go above and beyond these standards to further enhance the value of the home and project to our customers.
- ◆ No Member shall seek an unfair advantage over fellow members.

Potential new members assume these responsibilities freely and solemnly, and are mindful that they are part of the obligations of members of the SAHBA.



Board of Directors Approval _____

Date _____



Still have questions?

**Please feel free to contact
Lee-Ann Burgener
at the SAHBA Office**

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