

# Home Starts Here.



Home Builders Association  
of Fort Wayne

## MEMBERSHIP OVERVIEW

### MEMBERSHIP DETAILS

- 3-in-1 Membership
- Membership comprised of builders and associate members
- 25 local chapters in the state with nearly 2,800 members
- Nationally there are 700 associations with more than 140,000 members

### LOCAL

- Chartered in 1944
- Incorporated in 1956
- Jurisdiction includes Adams, Allen, DeKalb, Huntington, Wells and Whitley counties
- Promote positive atmosphere for the building industry
- Membership around 350+ members

### STATE

- Indiana Builders Association
- Established 1952, IBA works to educate its members, the general public, elected officials and regulatory bodies to maintain and develop workable and affordable regulations and laws that enable the citizens of Indiana to own a home.

### NATIONAL

- National Association of Home Builders
- Founded in the 1940s
- Member driven
- NAHB helps its members build communities
- Voice of America's housing industry
- Education and advocacy for their members

### MEMBERSHIP INVOLVEMENT

#### • HOW DO I GAIN ON MY INVESTMENT?

### COMMITTEES

- Membership
- Programming
- Marketing
- Codes
- Political Action Committee (PAC)

### SPONSORSHIPS

- Annual
- Event
- Prize
- Silent Auction
- Door Prize

### ADVERTISING

- IMPACT newsletter (monthly), Weekly Update (email)
- Spring Town & Country New Home tour book; Fall Builders' Showcase tour book
- HBA website

### MEMBERSHIP DISCOUNTS

#### • HOW DOES MY INVESTMENT PAY FOR ITSELF?

### LOCAL

[hbafortwayne.com](http://hbafortwayne.com)

- Member-to-member discounts
- Free use of office meeting space
- Mike's Car Wash books
- Honeywell Center discount tickets

### STATE

[buildindiana.org/benefits/](http://buildindiana.org/benefits/)

- Insurance Group Rates
- Business Solutions
- HBA Rebate Program
- National Purchasing Partners
- Speedway SuperFleet
- ONRIVA Travel Marketplace

### NATIONAL

[nahb.org/savings](http://nahb.org/savings)

- Vehicle Discounts/Rebates
- Lowe's PRO
- Voyager Fuel Discounts
- ODP Business Solutions
- UPS shipping; YRC Freight
- Hotels/Auto Rental

### HBA Staff:

Rebecca Cameron | Executive Officer | [rebecca@hbafortwayne.com](mailto:rebecca@hbafortwayne.com)

Elise Ramel | Services Director | [elise@hbafortwayne.com](mailto:elise@hbafortwayne.com)

# Home Builders Association of Fort Wayne Strategic Direction

## Mission:

The Home Builders Association of Fort Wayne, Inc., supports all segments of the residential building industry through advocacy, education, workforce development, networking and community involvement.

### WORKFORCE DEVELOPMENT

- 1) Broaden reach to include elementary and middle school, as well as high school students
- 2) Audit current relationships and create new ways to reach and connect with students of all grade levels

### PUBLIC RELATIONS

- 1) Create a Marketing/PR budget
- 2) Refresh interior and exterior of building
- 3) Schedule on-site events to coincide with downtown events
- 4) Align with ARCH to leverage historic national landmark status

### GOVERNMENT - REGULATORY AFFAIRS

- 1) Reactivate PAC committee; ensure membership knows its function
- 2) Foster good communication practices between HBA membership and local/state/national levels

### EVENTS - NETWORKING

- 1) Plan more workday and family-friendly events
- 2) Audit current communication channels
- 3) Board members invite one member and one spouse to each event

### MEMBERSHIP

- 1) Reach 400 members by the end of 2022
- 2) Increase to a 95% retention rate.
- 3) Develop an onboarding program.



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## MEMBERSHIP PERKS

### LOCAL HBA PERKS

- Membership Directories.....\$8/each
- Mike's Carwash Basic Books.....\$32 each
- Honeywell Center Discount Tickets
  - Pre-sale tickets will be discounted \$6 each
  - Non pre-sale \$3 discount
- Job Board.....Discount Varies
- Monthly CONNECTION Newsletter.....FREE
- Weekly Email Update.....FREE

- Construction Contracts & Related Forms.....FREE
- Opportunity to offer your own local PERK.....FREE
- Monthly Permit Activity Reports.....FREE
- Meeting Room (s) which hold up to 25 people.....FREE
- Promote your company events & news in our online publications .....FREE
- Exclusive Member Paid Advertising Opportunities CONNECTION, Website, Weekly Email

### LOCAL MEMBER-TO-MEMBER

#### The DeHayes Group—Business Insurance

Discounts on

- General Liability & Workman's Comp
- Contractors Group Protection Plus
- Inland Marine & Business Auto
- Health Insurance Programs

#### Farmers & Merchants State Bank

- \$200 off closing costs for new construction or mortgage
- Contact Curtis Metz, (260) 637-1342

#### Glenbrook Automotive Group/City Chevy & City Ford

- \$ 500 off any new Commercial Vehicle ordered (not valid on in-stock models, can be combined with current manufacturer's incentives).

#### GLO magazine

- Discount percent depends on length of ad schedule
- Contact Rebecca Boone, (260) 503-5013

#### Jack Laurie Home Floor Designs

- 10% Off Jack Laurie products & services
- Lifetime Installation Warranty

#### Kendall Lighting Center

- Discounts on decorative fixtures and accessories.

#### Rabb Water Systems

- 10% off all salt, filters & water (bottled or self-serve)
- Pick up in-store—13505 David Drive, Grabill
- 15% off equipment (water softeners, reverse osmosis (RO), iron & sulfur filters & more)
- Cannot be combined with other discounts

#### The Tile Shop

- 25% off any flooring
- Contact Erika Long, (260) 471-8872

## VALUE AT THE INDIANA BUILDERS ASSOCIATION

### Advocacy Efforts

- Daily, full-time representation on state legislative and regulatory issues
- Access to VoterVoice
- Assist in shaping Indiana's housing policy
- Relationships with and support to state legislators
- Explanation of Indiana's Right to Cure Statute

### Continual Benefits for IBA Members

- Access to IBA's website for news, events, education & resources - [www.buildindiana.org](http://www.buildindiana.org)
- Subscription to Indiana Builder News
- Support on building code questions, variance process, disputes and energy efficiency mandates
- Networking and continued education opportunities

### Savings, Discounts & Rebate Programs

- HBA Member Builder Rebate Program
- Speedway SuperFleet Association Fueling Program - [www.superfleet.net](http://www.superfleet.net)
- The Indiana Health Insurance Trust Program - Approved Agent for HBA Fort Wayne: The DeHayes Group, Greg Gerbers-(260) 969-1317
- National Purchasing Partners - [www.mynpp.com](http://www.mynpp.com)
- Great American Group Insurance (Builder's Risk Insurance)
- Central Insurance Companies (Business Insurance)
- 401K Program through Thurston Springer
- ONRIVA Travel Marketplace
- Evolv (payment processing solutions)
- Quality Builders Warranty
- The Association Partner (marketing opportunities)
- Small Business Growth Partners [www.smallbusinessgrowthpartners.com](http://www.smallbusinessgrowthpartners.com)



NAHB DISCOUNTS AND SAVINGS SEE FOLLOWING PAGES



or visit [www.nahb.org/savings](http://www.nahb.org/savings)

### HBA Staff:

Rebecca Cameron | Executive Officer | [rebecca@hbaftw.com](mailto:rebecca@hbaftw.com)

Elise Ramel | Services Director | [elise@hbaftw.com](mailto:elise@hbaftw.com)



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## LOCAL MEETING SPACE

### CONFERENCE ROOM

- Main level of HBA Office
- 12-seat conference table
- Room fits up to 19

Free during the following hours:

- Monday—Friday
- 8am—5pm

Fee will be incurred of \$25 per hour outside of hours listed above.



### CLASSROOM STYLE

- Upper level of HBA Office
- 25 seated comfortably at tables
- Can fit up to 30 people
- Access to projector and screen

Free during the following hours:

- Monday—Friday
- 8am—5pm

Fee will be incurred of \$25 per hour outside of hours listed above.



### LARGE GROUP DISCUSSION

- Upper level of HBA Office
- 18 seated comfortably around table
- Additional chairs available  
(30 total chairs for the room)
- Access to projector and screen




Free during the following hours:

- Monday—Friday
- 8am—5pm


Fee will be incurred of \$25 per hour outside of hours listed above.




## AUTO

	COMPANY	SAVINGS	PRODUCTS	INFO
	GM	Save \$500 on select vehicles for retail and fleet customers. Discount is stackable with most national retail and fleets offers. NAHB Members and household family are eligible for discount.	Chevrolet, Buick, GMC	nahb.org/gm
	Goodyear	Members must log into NAHB.org to save 15% on Goodyear Tires	Goodyear Tires & Services	nahb.org/goodyear
	NISSAN	Save between \$2,500 - \$8,150 per vehicle. Must be purchased in member's company name. NOT stackable with most national offers. Member's company eligible.	Nissan	nahb.org/nissan





## BUILDING MATERIALS

	COMPANY	SAVINGS	PRODUCTS	INFO
	LOWE'S	5% off* in store, plus 2% statement credit with Commercial Account (LCA) or Lowe's Business Advantage (LBA). 5-10% off online orders using any payment method	Building Materials	lowes.com/nahb 877-435-2440

## FUEL

	COMPANY	SAVINGS	PRODUCTS	INFO
	VOYAGER	Save on Fuel with Voyager card for Business. Savings anywhere Mastercard is accepted.	Fuel Savings and Fleet Management	usbank.com/splash/ corporate-payments/transportation/ nahb.html

## TRAVEL & ENTERTAINMENT






	COMPANY	SAVINGS	PRODUCTS	INFO
	AVIS	Save up to 30% off Avis PAY NOW rates when making a reservation with Avis Worldwide Discount (AWD) number G572900.	Rental Cars	avis.com/nahb 800-331-1212 AWD #G572900
	BUDGET	Save up to 35% off Budget PAY NOW rates when making a reservation using Budget Customer Discount (BCD) number Z536900.	Rental Cars	budget.com/nahb 800-283-4387 BCD #Z536900
	HOTELPLANNER	NAHB members can save up to 65% on hotel room rates at over 800,000 properties worldwide in more than 250 countries.	Hotels	nahb.hotelplanner.com 1-800-497-2175
	MEMBER DEALS	Up to 50% off.	Theme Parks, Movie Tickets, Concerts, Water Parks, Gift Cards	memberdeals.com/nahb/?login=1 (877) 579-1201

NAHB Members Saved  
over **\$36,000,000** last year

## BUSINESS MANAGEMENT

COMPANY	SAVINGS	PRODUCTS	INFO
 DELL Technologies	<b>DELL</b> Up to 40% off Dell computers, servers, electronics & accessories.	Computers & Hardware	dell.com/nahb 1-800-757-8442
 houzz PRO	<b>HOZZZ</b> 25% Off Houzz Pro, free help with best practices, 10% trade discount on Houzz Shop purchases.	Marketing Solutions, Building Products	houzz.com/for-pros/nahb-discounts (888) 225-3051
 ODP BUSINESS SOLUTIONS	<b>ODP BUSINESS SOLUTIONS</b> Up to 75% off online regular prices on their Best Value List of preferred products. Plus, free shipping over \$50.	Office Supplies	officediscounts.org/nahb 855-337-6811 x2897
 UPS SHIPPING	<b>UPS SHIPPING</b> Flat-rate pricing. 50% discount for next day shipping, 30% for ground commercial/residential.	Business Shipping	1800members.com/nahb 1-800-MEMBERS
 YRC FREIGHT	<b>YRC FREIGHT</b> At least 75% off Less Than Truckload (LTL) shipping over 150lbs.	Freight Shipping	1800members.com/nahb 1-800-MEMBERS
 RingCentral	<b>RINGCENTRAL</b> Save 15% off monthly on a new RingCentral Office service. Receive \$50 off the list price on any RingCentral phone. Current NAHB RingCentral users are eligible for discounts by calling and re-signing a 24 month agreement.	Message. Video. Phone	ringcentral.com/nahb (800) 417 0930
 Heartland	<b>HEARTLAND</b> Reduced fees and elevated customer service for NAHB members	Payment & POS Solutions	go.heartlandpaymentsystems.com/nahb 800-613-0148
 CONSTRUCTIONJOBS.COM	<b>CONSTRUCTIONJOBS.COM</b> 20% discount on standard rates.	Job Postings	nahb.org/careers 828-251-1344

## NAHB ASSOCIATION DISCOUNTS

COMPANY	SAVINGS	PRODUCTS	INFO
 NAHB IBS	<b>NAHB INTERNATIONAL BUILDERS' SHOW®</b> Up to \$200 off show registration. Up to \$3.75 per sq. ft. off exhibit space.	Trade Show	buildersshow.com
 NAHB	<b>NAHB CONTRACTS</b> Up to 30% off contract rates.	Legal	nahb.org/nahbcontracts
 NAHB	<b>HOUSINGECONOMICS</b> \$100 off annual subscription.	Economic & Housing Data	housingeconomics.com
 NAHB	<b>BUILDERBOOKS</b> 10% off books. Up to 45% off research.	Books	builderbooks.com
 NAHB	<b>ONLINE EDUCATION</b> Up to 30% off webinars; Up to 50% off online courses.	Education	nahb.org/education

Discounts are of 5/9/2022 & subject to change at any time. Visit nahb.org/savings for latest deals & limited time offers.

# MEMBERSHIP APPLICATION



## HBA Fort Wayne Dues:

\$ **608.00** — Builder

\$ **568.00** — Associate

## Application for Membership

HBA of Fort Wayne, Inc.  
 305 W. Main Street  
 Fort Wayne, IN 46802  
 (260) 420-2020  
 www.hbafortwayne.com

## Type of Membership:

- Builder/Developer/Remodeler**  
 License # \_\_\_\_\_  
 License Holder Name: \_\_\_\_\_
- Associate**

Applicant Firm \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_

Mobile # \_\_\_\_\_ Publish \_\_\_\_\_ Yes \_\_\_\_\_ No \_\_\_\_\_

Contact Name \_\_\_\_\_ Title \_\_\_\_\_

E-Mail Address \_\_\_\_\_ Web \_\_\_\_\_

Principal (s) / Owner (s) \_\_\_\_\_

### I am interested in the following Committees:

- |  |                                     |                                    |  |
|--|-------------------------------------|------------------------------------|--|
| <input type="checkbox"/> Program/Associates  | <input type="checkbox"/> Membership | <input type="checkbox"/> Education | <input type="checkbox"/> Legislative           |
| <input type="checkbox"/> Codes Committee     | <input type="checkbox"/> Developers | <input type="checkbox"/> Marketing | <input type="checkbox"/> Policies & Procedures |
| <input type="checkbox"/> Remodelor's Council |                                     |                                    |  |

### \* Circle the category (s) that apply to your company:

#### Builder Member Classification

- A Single Family Speculative Tract Building
- B1 Single Family General Contracting
- B2 Single Family Custom Building'
- C Multifamily Builder—Condo/Co-op
- D Multifamily Builder/Owner Rental or Sale Units
- E Multifamily General Contracting
- F Remodeling—Residential
- G Remodeler—Commercial
- H Commercial Builder
- I Commercial General Contractor
- J Land Developing
- K Manufacturer Modular/Panelized/Log

#### Associates Member Classification

- L Accounting
- M1 Architecture
- M2 Engineering
- M3 Planner or Designer
- N Legal Services
- O Computer Products & Services
- O2 Home Technology
- P1 Commercial Banking
- P2 Mortgage Banking
- Q Insurance & Title Company
- R Marketing, Advertising & Public Relations
- S Manufacturing & Representatives
- T Property Management
- U Real Estate

#### Retail Dealers/Distributors

- V1 Appliances
- V2 Building Materials/Lumber
- V3 Floor Coverings
- V4 Paint/Wall Coverings

#### Subcontractors and Specialty Trade Contractors

- W1 Carpentry
- W2 Electrical
- W3 Masonry/Stonework/Tile Work
- W4 Landscaping
- W5 Plumbing, Heating & Air Conditioning
- W6 Roofing & Siding
- W7 Painting & Paper Hanging
- W8 Floor Laying and other Floor Work
- W9 Concrete Work
- WA Excavation Work
- WC Land Surveyors
- WD Security Systems
- WE Insulation Work
- WF Drywall Installation

#### Wholesale Dealers/Distributors

- X1 Appliances
- X2 Building Materials
- X3 Floor Coverings
- X4 Paint/Wall Coverings
- X5 All Other Wholesale Dealers
- Y Utilities

I have read and agree to the membership agreement set forth in HBA Membership Benefits and Agreement provided herewith, and agree to abide by such agreement, the bylaws, code of ethics, rules and procedures of the Home Builders Association of Fort Wayne, Inc. By signing below, I authorize the Association to check my Business Credit History & BBB Status which may be used to determine my membership eligibility. Contributions or gifts to the Home Builders Association of Fort Wayne are **not** tax deductible as charitable contributions; they may be deductible as an ordinary and necessary business expense.

Signature of Applicant \_\_\_\_\_ Date \_\_\_\_\_

As a sponsor, I recommend this industry professional for membership.

Signature of Sponsor \_\_\_\_\_ Printed Name of Sponsor \_\_\_\_\_ Member PIN # \_\_\_\_\_

**Join online and skip the paperwork**  
[NAHB.ORG/JOIN](http://NAHB.ORG/JOIN)

\* These categories are for NAHB classification. HBW Fort Wayne offers more extensive listings in our directory, please fill our other side of this form.

**Builder Classification:**

- Commercial
- Condominiums
- Developer—Commercial
- Developer—Multi-Family
- Developer—Single Family
- Developer—Villa
- General Contractor
- Land Development
- Multi-Family
- Remodeling
- Single Family Custom
- Single Family Speculative
- Villas

**Associate Classification:**

- Accounting
- Acoustic Ceilings
- Advertising/Marketing
- All Other Subcontractors
- Appliance—Sales / Parts / Service
- Architectural Services
- Attorneys / Legal Services
- Audio / Video Design / Systems
- Automotive - Fleet Vehical Sales & Service
- Automotive Sales / Service
- Automotive—Tires
- Awnings—Retractable
- Bath Accessories—Designers / Suppliers
- Bathroom Remodeling
- Brick / Masonry—Suppliers / Contractors
- Building Components
- Building Materials—Supplier
- Burning Stoves—Wood & Coal
- Business Coaching
- Business Credit / Rating Services
- Cabinets & Countertops
- Carpet / Floor Covering—Suppliers / Contractors
- Cast Stone
- Catering
- Ceiling Tile
- Central Vacuum Systems
- Ceramic / Tile—Contractors / Suppliers
- Cleaning Services
- Closet & Storage Systems
- Communications
- Compressors

- Game Room Equipment
- Garage Doors / Openers / Screens
- Garage Floor Coatings
- Garage Storage Systems
- Gazebos
- Generators—Sales / Service
- Glass—Repair / Replacement / Suppliers
- Glass—Stained & Leaded
- Golf Courses
- Granite—Supplier / Installers
- Green Building
- Gutter & Downspout—Supplier / Installers
- Hardware
- Hardwood Products
- Heating & Air Conditioning—Contractors / Suppliers
- Heating & Air Conditioning—Manufacturer
- Home Automation / Theater
- Housewrap Supplier
- Industry Consultant
- Inspection Services
- Insulation
- Insurance
- Intercom Systems
- Interior Design
- IT/Cybersecurity/Phones
- Kitchen Designers / Distributors
- Land Surveying
- Landscape Supplies (Masonry/Mulch/Soil/Stone)
- Landscaping Services
- Lighting—Outdoor
- Lighting Supplier / Consultant
- Lumber Dealers
- Manufacturer
- Marble / Quartz—Supplier / Installer
- Masonry—Sealing
- Metal Fabrication
- Millwork
- Mirrors
- Outdoor Site Lighting
- Painting—Contractors / Suppliers
- Paneling
- Plumbing—Contractors / Suppliers
- Pond / Lake / Aquatics Management
- Ponds
- Pool & Spa—Suppliers
- Pool Construction
- Power Fastening Systems

- Printing & Graphics
- Property / Community Management
- Real Estate
- Recycling/Waste Removal
- Remodeling—Contractor
- Remodeling—Supplier
- Restoration
- Risk Management
- Roofing Contractors
- Roofing Suppliers
- Sand, Stone & Fill
- Security Systems
- Septic Systems
- Sewer Pipe
- Sheet Metal Contractor
- Shower & Tub Doors
- Siding—Contractor / Supplier
- Signage—Permanent / Temporary
- Site Development—Design
- Site Utilities (sewer, water, storm)
- Snow Removal
- Soffit & Fascia
- Stone & Brick Suppliers
- Stone, Brick & Marble—Installers
- Stone (Manufactured)—Supplier / Installers
- Stone—Thin Veneer Supplier / Installer
- Sunrooms / Patio Enclosures
- Surveying
- Trash - Residential, Commercial
- Title Insurance Companies / Closings
- Tools
- Tree Service
- Trenching
- Trim Carpentry
- Trusses
- Utilities (Underground)
- Vinyl Railing Supplier
- Wallpaper—Contractor / Supplier
- Warranty—New Home
- Water Conditioning / Treatment / Coolers
- Water Heaters
- Water Proofing / Basements)
- Well Service Contractor
- Window—Custom / Replacement / Supplier
- Window — Treatments/ Shades
- Wood Siding Supplier
- Wood Working - Custom
- Add Category—If needed