

Your Membership Guide



www.hbaofnepa.org

www.pabuilders.org

www.nahb.org

Welcome to the Home Builders Association of Northeastern Pennsylvania!

This guide provides you with relevant and useful information to support and help guide you during your first few months in the association.

When becoming a member of HBA of NEPA you automatically become a member of the National Association of Home Builders (NAHB) and the Pennsylvania Builders Association (PBA) along with access to their invaluable programs and benefits. A 3 in 1 membership!

We are here to assist you and your business by bringing clarity to HBA of NEPA along with the benefits, educational programs and to partner with you in professional networks at the local, state and national levels.

HBA of NEPA encompasses the counties of Luzerne, Lackawanna, Wyoming and Susquehanna.

Types of Membership

Builder Member: Building membership is open to any person, firm, corporation or company that is currently or previously in the business of building or remodeling homes, apartments, schools, commercial, industrial or other structures/buildings normally related to a community. Builder membership also includes those in land development and who transacts such business within the given jurisdiction of an HBA/BIA.

Associate Member: Associate members are made up of the trade contractors, suppliers and service providers that support the home building industry. These members include plumbers, roofers, electricians, architects, excavators, banks, suppliers, as well as many other businesses that support our membership.

All members must subscribe to the Code of Ethics of HBA of NEPA and have been in business the minimum of two (2) years.

This membership guide is a brief outline of the Powerful Partnership you have joined. It provides the signposts for you to explore and learn more about **your** organization!

As a new member, we encourage you to get involved, starting with your local association, by serving on a committee, attending board meetings, participating in events and developing member-to-member relationships to play a part in growing each other's businesses.

You have the opportunity to develop a Membership with Meaning.

Thank you for becoming a member and helping us grow!



What you can expect from

- New members as well as renewing members will have their businesses along with contact info posted on the HBA of NEPA Facebook page. This also offers each business to 'like' and 'share' that post to their clients/customers as well as friends and associates.
- If your business has an upcoming event, special promotion or news you'd like to share, tell us about it and we will promote it on our Facebook page and website.
- Member contact information is displayed on our website www.hbaofnepa.org member directory.
- Members receive emails announcing events, introducing new programs, spreading the word of money saving benefits and discounts as well as legislative updates and industry news.
- Members who take advantage of the PA One Call program simply email or fax their invoices to HBA of NEPA and we take care of the rest.
- Members can showcase their business at events through Sponsorship Opportunities extending your reach to potential new customers.
- There will be several educational opportunities throughout the year offered either locally or through PBA and NAHB. HBA of NEPA offers programs such as updates on OSHA, codes, contractor registration along with new rules and regulations in building and remodeling.
- Membership at the local level gives you a voice at the state legislative level, make sure to use it. PBA Government Affairs has been successful over the years by defeating as well as promoting what matters most to the industry.

Mission Goals of HBA of NEPA

1. To be a source of education and information to increase member professionalism.
2. To build a proactive voice at all levels of government.
3. To build a positive image in the community through public awareness of the association and its membership.
4. To aid in the development of a skilled workforce by promoting vocational opportunities in the building industry.



What you can expect from

- Advocacy – PBA represents the home building industry on government affair issues at the state level. The Association frequently works with individuals at the municipal level on local issues.
- Member Rebate Program – Builders/remodelers can receive rebates that more than cover their annual dues. More than 50 of the country's leading manufacturer brands participate.
- Worker's Comp Insurance – Competitive rates, better claim management, and better options for premium payments.
- Health Insurance – Access to fully insured group and individual health insurance, dental and vision benefits, life insurance, AD&D and disability through PBA.
- PA One Call System (811) – As a member the \$125 fee is waived.
- National Purchasing Partners – Discounted rates on many national products and services including Verizon, Staples, Sherwin Williams and many more.
- Small Business Growth Partners – Provides members a free analysis of your company's marketing, sales, communications and strategic planning.
- Centricity – Offers new home warranty plans at highly competitive rates.
- PSECU Credit Union Membership – The state's largest credit union offers no or low-fee services.
- Constant Contact – Discounts on email marketing services and event management.
- BDX – List homes for free online on two leading new home websites.

Visit www.pabuilders.org to see additional benefits and opportunities.

Since 1945 the Pennsylvania Builders Association has been an effective and respected voice for the residential construction industry. It is an organization run by members for members.

Affiliated with the National Association of Home Builders and a network of 32 local associations and over 4,000 homebuilders, trade contractors, suppliers, industry professional and advocates for the building industry through legislative action, higher standards and consumer awareness.

PBA deals with a wide range of government regulations and policies that affect members, their businesses and their customers. They provide access to industry experts, as well as information and publications on the latest industry news and trends. Board involvement and awards programs give members an opportunity to meet and network with peers across the state.

PBA continued . . .

Pennsylvania Builders Association operates with eight geographical regions by counties which meet throughout the year to bring back information to be discussed at the three annual state meetings. HBA of NEPA currently has two members actively involved as Associate Vice President and Regional Vice President. PBA is headquartered at 2509 N. Front Street, Harrisburg, PA 17110

Southeast Region:

HBA of Berks County, Lehigh Valley BA, BIA of Philadelphia, HBA of Chester/Delaware Counties and HBA of Bucks and Montgomery Counties.

Northeast Region:

Carbon BA, Wayne/Pike BIA, HBA of Northeastern PA, Pocono BA and Bradford County BA.

Mideast Region:

HBA Metro Harrisburg, Lebanon County BA and Schuylkill BA.

Southcentral Region:

BA of Adams County, BIA of Lancaster County, Franklin County BA and York BA.

Northcentral Region:

BA of Central Pennsylvania, Central Susquehanna BA and West Branch Susquehanna BA.

Midwest Region:

Blair-Bedford BA, Clearfield County Chapters, Greater DuBois Area BA, HBA of Alleghenies, Indiana-Armstrong BA and Somerset County BA.

Northwest Region:

BA Northwestern PA, Lawrence County BA, Mercer County BA and Tri-County BA.

Southwest Region:

BA of Metro Pittsburgh and BA of Fayette County.

To view more in-depth information on PBA please visit their website www.pabuilders.org, sign on as a member and go to **Tools for Members**.



What you can expect from

Automotive Savings

Save on your purchase or lease of a Nissan or Infiniti vehicle with NAHB member incentives for 2019 and 2020 model year sedans, crossovers, SUVs, sports cars, luxury models, pickup trucks and cargo vans.

GM has an offer toward the purchase or lease of most new GM vehicles to NAHB members. Visit your Chevrolet, Buick or GMC dealer, choose an eligible vehicle and present your NAHB Proof of Membership.

NAHB members have a special cash allowance toward the purchase or lease of many of the most popular vehicles in FCA's lineup. Between Chrysler, Dodge, FIAT, Jeep and Ram, there's something for everyone.

Purchasing Power

NAHB members save 2% on your Lowe's Accounts Receivable or Lowe's Business Account purchases. Save an additional 5% every day at the store when using your business card.

Exclusive savings made simple. Take advantage of member discounts on select Dell PCs, electronics and accessories. Choose the Dell line of business that suits your technology needs.

Create an Amazon Business account and gain access to the NAHB Amazon store, which offers recommended products tailored to your industry's needs while unlocking additional business savings.

Savings on Services

NAHB Contracts offers various residential construction contracts, exclusively for home builders and remodelers. You will save hours of work — and hundreds of dollars — with every contract.

In collaboration with ConstructionJobs.com, NAHB offers this recruitment tool to all NAHB members in their search for new employees. NAHB members enjoy a discount off standard rates for job posting.

Visit <https://www.nahb.org/savings>

Education

Online Courses and Webinars

Free Member Webinars

Continuing Education

Visit <https://www.nahb.org/Education-and-Events/Education>

NAHB by the Numbers

The National Association of Home Builders is a federation founded more than 75 years ago to serve as an advocate for the nation's home builders and to support members with services and products that will give them a competitive advantage in their marketplace.

NAHB members saved about \$5,500 per housing start in 2019 due to NAHB's advocacy efforts in 2018 and other member benefits. The rewards of building the houses and communities that people call home are immeasurable. But it's a challenging job. NAHB resources and know-how can help you build a better product, build a better business, and work in a more positive business environment.

NAHB and its Members

- 140,000 NAHB Members (that includes you).
- 32% of NAHB members are home builders and remodelers.
- 68% of NAHB members are Associate members in related fields such as subcontracting, sales and marketing and financial services.
- \$5,400 per housing start will be saving in 2019 by NAHB members due to NAHB's advocacy efforts in 2019 and other member benefits.
- 80% of all new homes constructed in the U.S. each year are built by NAHB members.
- 700 affiliated state and local home builder associations (HBAs) make up the NAHB Federation.