

# MEMBERSHIP BENEFITS

## INFORMATION

Information is power. As an Association member, you're on top of developments, discoveries and changes in the local, state and national government that affect the homebuilding industry. Find solutions to business problems in our library. Read the newsletter and learn about the issues shaping your future. Use your free WESTLAW legal research services which are available through the NAHB Legal Department. With membership in the HBACA, you maintain the information edge.

## EDUCATION & SAFETY TRAINING PROGRAMS

An expanding offering of professional training programs and seminars are hosted or sponsored by the HBACA. Our goal is to provide critical information that improves the knowledge and professional development of those employed in our industry.

## SOUTHWEST BUILDERS SHOW

Our annual tradeshow, the Southwest Builders Show, is the Valley's only industry-exclusive show for residential construction and has become recognized as a premier event for Associate and Builder members. As an Associate member, you can create invaluable exposure and establish key contacts with hundreds of homebuilder staff who attend this expo. Throughout the event, the HBACA hosts a series of informative educational seminars which provide exceptional insights into our industry and the forces that bring about change.

## STATE & LOCAL GOVERNMENT LIAISON

You stay close to the decision-makers through the services of the Association's professional lobbying staff. We work on your behalf in all of the Valley's cities and towns; in Maricopa, Pinal and Yavapai Counties; and with state agencies, the governor's office and the legislature. NAHB representatives actively lobby in Washington, meeting regularly with members of Congress, administration officials and cabinet officers to ensure housing remains a top priority during the formation of national policy. NAHB maintains the nation's third largest trade association Political Action Committee.

## SCF / WORKERS' COMPENSATION PLAN

Save money year after year. A "can't lose" plan that enables Association members to lower the cost of workmen's compensation insurance by sharing in a group dividend in addition to the fund's regular dividend. The plan's success can be measured in dollars. Participants in the plan have been paid dividends every year since its inception in 1969.

## COMMITTEE & COUNCIL MEMBERSHIPS

Tailor your committee involvement to areas of special interest—Associates Roundtable, Builder Advisory Committees, Sales & Marketing Council, Utility Coordination Committee, Sales Managers Roundtable, Safety Committee and much more.

## VOLUNTARY AFFIRMATIVE MARKETING AGREEMENT (VAMA)

The purpose of the Voluntary Affirmative Marketing Agreement between the Department of Housing and Urban Development (HUD), the National Association of Home Builders (NAHB), and the HBACA is to advance and provide fair housing for all through programs of affirmative marketing, outreach, and education. Becoming a signatory to the Association's VAMA relieves builder members from their obligation to develop fair housing marketing plans and allows the Association to provide the outreach and education on behalf of its members.

## MEMBERSHIP EVENTS

Monthly general membership luncheons or programs are held at varied locations and provide an excellent opportunity to network within the industry. Program speakers address timely topics like the Association's annual economic forecast, motivational programs, tax issues and housing affordability.

## BUILDER & ASSOCIATE SERVICES DIRECTORY

Be seen with the best of company. The Association's membership directory lists member firms alphabetically and by business classifications. A desktop reference full of useful sources, this directory is distributed throughout the Association membership to give you maximum visibility within the homebuilding industry.

## LOCAL & NAHB MEMBERSHIP SERVICES

As a member of the local Association, you may participate in a number of group benefits designed to cover your business, business owners, employees and their families at a savings. These benefits provide services as diverse as a health care plan and discounted long distance service. Local members are also members of the National Association of Home Builders, sharing in the benefits of that organization's lobbying strength, reference resources and membership privileges.

## INVALUABLE BUSINESS CONTACTS

As soon as you join, you become part of a network of thousands of successful people, people to do business with and share knowledge with. All the Association functions and committee activities provide you with invaluable contacts in the homebuilding industry. You meet fellow members, learn of other business activities and cultivate potential clients. The result is a fuller, more rewarding professional life.

## AZ GREEN BUILDER PROGRAM

AZ Green Builder (AZGB) is a voluntary green standard for production home subdivisions. Using input from utility companies, builders, suppliers, trade partners, and design professionals, the program takes into account local climatic conditions and construction methods. The five main components of the program are: Energy Efficiency; Water Conservation; Resource Efficiency; Improved Indoor Air Quality; and Operation, Maintenance and Homeowner Education. Builders who participate in the program will have brand recognition by municipalities, utilities, builders, lenders and the home buying public throughout the region.

## PARADE OF HOMES

The Parade of Homes brings together the Valley's best builders and developers with buyers who are eager to purchase a new home in the greater Phoenix area. Builder members have the opportunity to enter their production homes, custom homes and master-planned communities, and Associate members have a variety of options to participate such as advertising or sponsorship. But regardless of how you participate, thousands of potential home buyers will see your excellence in home building quality.

## FREE HOME LISTINGS FOR BUILDERS

We've partnered with New Home Source to give our builder members the opportunity to have their new homes listed on our Home Listings page. The listings are exclusively for our members so potential home buyers visiting our site will see only those homes offered by HBACA builder members.

## JOB LISTINGS

Whether you need to post a job or your resume, our Job Listing Service in partnership with Jobing.com is one of the best ways to get the most exposure as your employment needs change. HBACA members may also post jobs for free in the Job Bank on our website.

## HOME BUILDER PURCHASING PROGRAM

This program allows members to receive significant discounts with Verizon Wireless, FedEx and Staples.

## ASSOCIATE MEMBERSHIP UPGRADE BENEFITS

The HBACA has added new benefits for Associates wishing to upgrade to either a Silver or Gold membership level. These benefits include more face time with Builders, website links, exclusive access to online directories, etc. Associates are encouraged to learn more about our Associate Silver Benefits and Associate Gold Benefits.