

# MEMBERSHIP BENEFITS

**INFORMATION:** Information is power. As an Association member, you're on top of developments, discoveries and changes 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 home builder staff who attend this one-day 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.

**LOCAL, STATE & NATIONAL 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 workers' 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, HBACA Pro Remodelers and much more.

**VAMA:** The purpose of the Voluntary Affirmative Marketing Agreement (VAMA) 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.

**WEBSITE LISTINGS, SEARCHES & ONLINE DIRECTORY:** All members get their company listed in the HBACA's online Membership Directory. Trade contractors are listed in our "Find a Trade Contractor" search used by both builders and the public. Both builders and trades can be listed in our "Find a Remodeler" search if they join HBACA Pro Remodelers. Builders can list their homes for free on our home search site. All listings include links back to the member's website.

**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 resources, 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 a discount on Verizon calling plans. 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 a marketing advantage over other builders to attract home buyers looking for "green" homes.

**ASSOCIATE 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.

**BUY NEW BUY NOW:** HBACA's newest campaign promoting new homes. Features a website ([www.buynewbuynowaz.com](http://www.buynewbuynowaz.com)) with an abundance of information for potential home buyers, and links to the websites of participating builders. Also includes a fixed tile ad and rotating banner ads on the Real Estate home page of [azcentral.com](http://azcentral.com).

**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 WITH JOBING.COM:** 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.

**DISCOUNT PROGRAMS EXCLUSIVELY FOR MEMBERS:**

- **NAHB Member Advantage:** Includes discounts on Lowes, GM, FedEx, Solveras Payment Solutions, Dell, Liberty Mutual, Hertz, Avis, Budget, Hewlett Packard, Office Depot, YRC Freight, Endless Vacation Rentals, Wyndham Hotel Group, FTD, Omaha Steaks and NAHB Career Center.
- **Home Builders Purchasing Program:** Includes discounts on Verizon Wireless, Staples, Goodyear Tires, Talentwise, Global Crossing
- **HBACA Fleet Benefits Program:** In addition to the NAHB GM \$500 Private Offer, this program includes fleet pricing and incentives on vehicles from more than 30 manufacturers through Midway Auto Team
- **Renewal Zone:** Discount on online real estate renewal classes