

# BOARD of DIRECTORS

## 2010 EXECUTIVE COMMITTEE

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TOM DAVIS :: *D.R. Horton, Inc.*

### First Vice Chairman

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### Treasurer

PAT MORONEY :: *Standard Pacific Homes of Arizona, Inc.*

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CARL MULAC :: *Joseph Carl Homes*

### Immediate Past Chairman

JOHN CHADWICK :: *Pulte Homes Corporation*

## BOARD MEMBERS

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*Richmond American Homes*

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*Mattamy Homes*

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*Diversified Roofing Corp.*

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*Gothic Landscape, Inc.*

BILL NEBEKER  
*Koeller, Nebeker, Carlson & Haluck*

CHRIS HEETER  
*Stardust Companies*

LES OLSON  
*Coe & Van Loo Consultants, Inc.*

FRED HERMANN  
*Meritage Homes*

LOU SMITH  
*K. Hovnanian Homes*

TOM HICKCOX  
*William Lyon Homes, Inc.*

ANDY WARREN  
*Maracay Homes*

ALAN JONES  
*Lennar Homes*

MICHAEL WOOLF  
*The Empire Group*

SCOTT MOORE  
*Ashton Woods Homes*

LAURA ZIFF  
*AAM, LLC*

# CODE of ETHICS

Members of the National Association of Home Builders believe and affirm that:

- Home ownership can and should be within reach of every American family.
- American homes should be well-designed, well-constructed and well-located in attractive communities, with educational, recreational, religious and shopping facilities accessible to all.
- American homes should be built under the American free enterprise system.

To achieve these goals, we pledge allegiance to the following principles and policies:

- Our paramount responsibility is to our customer, our community and our country.
- Honesty is our guiding business policy.
- High standards of health, safety and sanitation shall be built into every home.
- Members shall deal fairly with their respective employees, subcontractors and suppliers.

As members of a progressive industry, we encourage research to develop new materials, new building techniques, new building equipment and improved methods of home financing, to the end that every home purchaser may get the greatest possible value for every dollar.

- All sound legislative proposals affecting our industry and the people we serve shall have our informed and vigorous support.
- We hold inviolate the free enterprise system and the American way of life. We pledge our support to our associates, our local, state and national associations, and all related industries concerned with the preservation of legitimate rights and freedoms.

We assume these responsibilities freely and solemnly, mindful that they are part of our obligation as members of the National Association of Home Builders.

# OPPORTUNITIES

## ASSOCIATES ROUNDTABLE

Associate members are invited to discuss various activities within the Association, such as the Southwest Builders Show, the annual Sticks & Bricks golf tournament and other events. Various subcommittees of this group deal with member retention, welcoming members at events and educational matters.

## BUILDER ADVISORY MEETINGS

Builders, developers, architects and engineers have an opportunity to discuss issues with city and county planning and development management teams, emphasizing problem solving and streamlining the development review process. Subjects include: design review, site plan review, ordinance proposals, code and fee changes and inspection processes. It is a good information vehicle for advance notification of policy changes.

## DUST / SWPPP COMPLIANCE COMMITTEE

Builders and Land Developers attend this monthly meeting that addresses the ever-evolving environmental compliance requirements pertaining to dust control and storm water management. Federal, state and local enforcement policies are discussed as well as regulatory changes that affect home building and land development.

## LAND DEVELOPERS COUNCIL

This quarterly meeting covers a broad scope of topics concerning land development in both short- and long-term scopes. Land usage, cost, planning, water supply and legislative issues from local, county, state and federal levels are all covered.

## SAFETY COMMITTEE

Approximately once a month builder and contractor safety professionals meet to discuss various safety and worker health-related topics, including new safety products, upcoming safety classes and OSHA policies. In addition, the group shares experiences and information regarding safety trends affecting our industry and market.

## SALES & MARKETING COUNCIL

SMC seminars help satisfy requirements for licensing renewal hours for the Department of Real Estate and provide a better understanding of the many facets of residential marketing. SMC annually recognizes major achievements in new home marketing and merchandising with its MAME Awards competition.

## POLITICAL ACTION COMMITTEE (HBACA PAC)

Individual employees of Builder and Associate members unite for the purpose of positively impacting state, county and local elections. The HBACA PAC is non-partisan, working to support ballot initiatives important to the home-building industry and viable candidates who are supportive of our industry and the economic benefits of home building.

## SALES MANAGERS ROUNDTABLE

This monthly luncheon is a forum to discuss issues and challenges facing the specific needs of the sales manager. Monthly sales data is shared as well as an exchange of ideas on a variety of subjects affecting new home sales.

## UTILITY COORDINATING COMMITTEE

This group provides a forum to assist in coordinating and facilitating the placement of dry underground utilities. New and existing policies are examined with representatives from the utility companies.

# INVESTMENT SCHEDULE

## BUILDER / DEVELOPER MEMBER

Any entity whose principal activity is the building or remodeling of housing units, subdividing or developing property, and which is licensed by the Arizona Registrar of Contractors (if required) to engage in such activities.

YEARLY INVESTMENT = \$750 (plus assessments)

### ASSESSMENTS

#### Single Family or Multi-Family Builder

\$50 per unit (up to \$150,000 sales price)

\$85 per unit (\$150,001 – \$300,000 sales price)

\$115 per unit (\$300,001 – \$500,000 sales price)

\$215 per unit (over \$500,000 sales price)

#### Land Developer

\$10 per improved lot

Assessments are due on closings and are capped at 1,000 units per calendar year or \$50,000, whichever comes first. Land development assessments are unlimited. Members will be billed monthly or may choose to pay directly through their title company. Please call the HBACA for escrow instructions.

The payment of assessments is required for builder members and land developers. Failure to pay assessments may result in the termination of membership.

## ASSOCIATE MEMBER

Any entity engaged as a supplier, subcontractor, consultant or professional related to the home building industry.

## YEARLY INVESTMENT

Associate (1–10 employees) = \$750

Associate (11–99 employees) = \$1,500

Associate (100+ employees) = \$3,000

Dues payments are based on a 12-month period, not on a calendar year. Payments to the HBACA are not deductible as charitable contributions for federal income tax purposes; however, they may be deductible under other provisions of the IRS tax code. Contact your tax professional for specific tax advice.

# 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.

# MEMBERSHIP APPLICATION

In making this application, I agree to the Constitution and By-Laws (and all amendments hereof) of the National Association of Home Builders and the Home Builders Association of Central Arizona. I understand and agree to pay all Yearly Dues and General Fund Assessments (if applicable) and any special assessments approved by the Board as a condition of membership. In the event of the termination of my membership in this Association, I agree to discontinue immediately the use of its insignia in any form and to settle any outstanding invoices.

## CONTACT INFORMATION (will be listed in our annual Membership Directory)

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COMPANY

---

STREET ADDRESS

---

CITY

STATE

ZIP

---

PHONE

FAX

---

MAIN CONTACT PERSON

TITLE

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COMPANY EMAIL ADDRESS Our *NewsBuilder* newsletter will be delivered to the company email address you provide.

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WEBSITE

NO. OF EMPLOYEES IN METRO PHOENIX \_\_\_\_\_

(that work with the homebuilding industry)

Which counties do you conduct business in?  MARICOPA  PINAL  YAVAPAI

## ADDITIONAL CONTACT INFORMATION

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MAILING ADDRESS (if different than Street)

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CITY

STATE

ZIP

---

BILLING CONTACT

TITLE

---

EMAIL

PHONE

---

BILLING ADDRESS (if different than Street)

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CITY

STATE

ZIP

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## MEMBERSHIP TYPE

BUILDER / DEVELOPER / REMODELER

ASSOCIATE

Please select up to three (3) classifications that best describe your business and write them in the space provided with 1 as your primary business type.

**BUILDERS**, please select from the following:

Custom Builder, Single-Family Builder, Multi-Family Builder, Developer, Remodeler

**ASSOCIATES**: Please select up to three (3) classifications from the enclosed list.

1)

(primary)

2)

3)

CONTRACTOR'S LICENSE # (IF APPLICABLE) required for Builder membership

SPONSORING MEMBER (IF APPLICABLE)

How did you hear about the HBACA?

What influenced your decision to join the HBACA?

By signing the application below, I fully understand and agree to pay any dues and assessment fees as applicable and stated in the Investment Schedule.

SIGNATURE

DATE

Return completed application and payment to:

HBACA | 16430 N. Scottsdale Rd., Suite 150 | Scottsdale AZ 85254

Acceptance of your membership application is subject to the approval of the HBACA Board of Directors.

# HBACA Associate Classifications

- Accountants
- Advertising
- Air Conditioning & Heating
- Appliances
- Architects
- Architectural Consulting
- Architectural Renderings/CADD
- Asphalt Contractors & Supplies
- Attorneys
- Auctioneers
- Audio-Video Systems
- Barbeques
- Blueprints
- Bonds
- Brick, Stone & Veneer
- Building Materials/Suppliers & Installers
- Building Science Consultant
- Cabinets
- Cable TV Companies
- Carpentry, Trim & Moulding
- Carpeting
- Cement & Concrete Contractors/Supplies
- Cleaning Services
- Closet Systems
- Color Consulting
- Computer Systems & Software
- Construction Inspections & Reports
- Construction Lending
- Construction Litigation Services
- Construction Management
- Copying Services
- Countertops
- Decorative Builder Products
- Demolition
- Distribution/Warehousing
- Doors
- Drywall Contractors
- Drywall Manufacturer
- Drywells
- Dust Control
- Electrical Contractors & Supplies
- Elevators
- Emergency Restoration
- Employee Benefits
- Energy Conservation
- Engineers - Civil
- Engineers - Forensic & Structural
- Engineers - Mechanical, Electrical, Plumbing (MEP)
- Entitlements
- Environmental Consulting & Assessment
- Equipment Rental & Sales
- Erosion Control
- Excavating Contractors
- Exercise Equipment
- Fencing & Access Control
- Fiberglass/Acrylic Tubs & Showers
- Financial Institutions
- Financial Planning & Services
- Fire Sprinklers & Protection
- Fireplaces
- Fixtures/Accessories - Bathroom & Kitchen
- Floor Coverings
- Flooring Preservation & Restoration
- Foundation Repair
- Framing Contractors
- Furniture
- Garage Doors & Openers
- Garage Flooring & Cabinets
- Gates
- General Contractor
- Geotechnical Services
- Glass, Glazing & Glass Block
- Grading & Scraping
- Granite, Marble & Stone
- Graphic Arts & Design
- Green Building Administration
- Gutters & Downspouts
- Hardware - Door & Window
- Hardwood/Laminate Flooring Product
- HERS Rater
- Home Entertainment
- Home Management Control Systems
- Homeowner Association Management
- Housing Data Provider
- Insulated Concrete Forms
- Insulation
- Insurance - Health, Life & Disability
- Insurance/Liability
- Interior Design & Model Merchandising
- Internet Advertising
- Jobsite Power
- Land Planning
- Landscape Contractors
- Landscape Design & Architecture
- Landscape Management
- Lien & Bond Claims
- Lighting Fixtures & Design
- Low Voltage Distributor
- Lumber/Millwork
- Mailboxes
- Market Research
- Marketing Consultants
- Masonry
- Metal Fabrication
- Model Home Installation Services
- Mold Prevention & Remediation
- Mortgage Financiers
- Moving & Storage
- Online Real Estate Renewal Classes
- Ornamental Metals & Iron
- Paint Contractors
- Paint, Stain & Varnish
- Paving - Brick & Stone
- Photography
- Pipeline Contractors & Supplies
- Plumbing Contractors
- Plumbing Fixtures & Supplies
- Pool Covers & Barriers
- Pools & Spas
- Portable Restrooms
- Post-Tension
- Pre-Cast Concrete & Architectural Elements
- Printing
- Project Management
- Promotional Marketing & Products
- Propane Installation/Delivery
- Property Management
- Public Relations
- Publications
- Real Estate - Brokers
- Real Estate - Consultants
- Real Estate - Investments
- Recruiting & Placement Services
- Retaining Walls
- Risk Management
- Roofing Contractors
- Roofing Materials
- Safety Equipment
- Sales Office Design
- Sales Training & Evaluation
- Sealants, Adhesives & Flashing
- Security & Fire Systems
- Shade Structures
- Shower Doors
- Shutters
- Signs
- Soil Compacting
- Solar Energy
- Solar Lighting
- Stairs/Lifts
- Stone Products & Installation
- Storm Water Drainage Systems
- Structural Steel Connectors/Components
- Structural Wiring Systems
- Stucco, Plaster & Lath Contractors
- Surveyors
- SWPPP - Storm Water Pollution Prevention Plans
- Tank & Piping Install
- Tax Consultants
- Telecommunications
- Temporary/Permanent Employees
- Termite & Pest Control
- Thermal Envelope
- Tile & Grout Sealing
- Tile/Ceramics
- Title/Escrow
- Trade Missions
- Training - Construction, Customer Service & Sales
- Trash/Debris Removal
- Trenching
- Truss - Roof, Floor & Wall Panels
- Underground Facilities Contractors
- Utility Companies
- Utility Coordination
- Vacuum Systems
- Wall Coverings
- Warranty
- Warranty Work & Customer Service
- Water Damage
- Water Heaters & Treatment Systems
- Water Resources
- Waterproofing
- Window Coverings
- Windows & Skylights
- Wine Cellars
- Zoning Consultants

**Don't see a classification that describes your business? Make a suggestion:**

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The HBACA will take your classification suggestion into consideration. THANK YOU!