

# HBA MEMBERSHIP

What does it

**MEAN**

to me?



# H B A M e m b e r s h i p

Want to know what HBA membership would **MEAN** to you? **Money**. **E**ducation. **A**dvocacy. **N**etworking. HBA membership **MEAN**s huge value for your business!

## M = Money



HBA of Greater Springfield provides you with exclusive money saving opportunities.

### 1. **Save Money on Business & Personal Expenses:**

Receive members-only discounts on wireless phones & service plans, office products, automobile purchase or rentals, computers, shipping, travel, and much, much more.

### 2. **Save Money with Member Marketing Tools:**

Get access to deeply discounted tools including website design, video production, print advertisement layout & design, and more. KY3's "Focus on Home" partnership is one of several values available only to HBA members.

### 3. **Save Money on Education:**

Receive scholarships for up to 50% off professional development tuition costs in 2012 when taking local classes toward completion of CGB, CGR, CGP, CGA or CAPS professional designations.

### 4. **Save Money on Marketing:**

Participate in high-profile events like the HBA Parade of Homes and advertise in printed and web products like the HBA Event Magazine, SpringfieldHBA.com, and more.

### 5. **Save on Events:**

HBA members are given priority placement and discounted rates over non-members in major events like the HBA Home Show and the HBA Home Remodeling EXPO.

## E = Education



Expand your professional development through a variety of educational platforms:

### 1. **Professional Designations and Business Development – "Marks of Distinction":**

NAHB Professional Designations offer excellent opportunities to improve your skills, advance your career, and be recognized for your commitment to professional growth. See what courses are offered by the HBA of Greater Springfield and how you can receive discounts on professional designation educational opportunities.

## 2. **Compliance Readiness and Workplace Safety:**

Access the most up-to-date compliance and safety information regarding your business, EPA, and OSHA. Receive discounts on EPA RRP (Lead-Safe Workplace) training held by the HBA, and on OSHA training offered by the Safety Council of the Ozarks.

## 3. **Construction Tracking & Forecasting Data:**

By partnering with MarketGraphics Research Group, the HBA of Greater Springfield provides its members with exclusive access to meaningful housing and construction data, analysis and forecasts – giving them a clear advantage over their competition.

# A = Advocacy



Help the HBA advocate for greater housing affordability and flexibility - and for expanded opportunity for your business to succeed in our industry!

## **When HBA advocacy is successful:**

- Rising construction costs and housing costs are contained;
- The overall universe of potential home buyers and home owners (member customers) is larger;
- More homes are built and sold; and
- Your business receives more opportunities to make more money (M is still for Money!)

## **Just a Few Recent HBA Advocacy Victories:**

### **2011 Defeated Residential Fire Sprinkler Mandate**

Won passage of Missouri law prohibiting cities and counties from **mandating** residential fire sprinklers. *Instead, builders are required to offer sprinkler system options to customers.*

- **Total savings to you:** \$4,000 to \$12,000 per house

### **2012 Building Fee Rollbacks in Area Cities**

Won new schedule for Republic impact & connection fees.

- **Total savings to you:** \$190 to \$2,687 per house

Won 75% cut in Rogersville's existing impact fees.

- **Total savings to you:** \$1,125 to \$2,225 per house

### **2012 IRC Building Code Amendments**

Led area cities and counties to agree to a consistent series of common sense amendments to the 2012 IRC before adopting the new code.

- **Total savings to you:** \$7,000 to \$15,000 per house

Details on these and many other HBA Advocacy successes can be found and tracked by members only at

[www.SpringfieldHBA.com/category/advocacy](http://www.SpringfieldHBA.com/category/advocacy)

# N = Networking



Your HBA membership provides relationship-building networking opportunities that benefit your business.

## HBA Membership Networking:

Contacts and referrals develop over time, and typically these relationships become quite loyal once established.

## Annual Networking Opportunities

- Member Engagement Mixer (MEM)
- Ozarks Regional Housing & Construction Conference
- Home Show and Home Remodeling EXPO
- Advocacy Partnership Events
  - HBA Legislative Day - Bus with the Builders to Jefferson City
  - Fast Pitch - Speed Networking Event
  - Slow Pitch - BBQ & Beer Tasting

## Quarterly and Seasonal

- MyHBA Luncheons - Quarterly
- Activities:
  - HBACF Mini Golf
  - Christmas Banquet
  - Fishing Tournament - Fall
  - Fishing Tournament - Spring
  - Golf Tournament - Fall
  - Golf Tournament - Spring
  - Indoor Shooting Tournament
  - Much more...
- General Membership Meetings
- Educational Seminars
- Committee Service & Participation - Whatever your interest, HBA committees allow you to work side-by-side with fellow members on shared priorities, including everything from volunteerism, to organizing Home Shows and Parades.
- Social Networking at [SpringfieldHBA.com](http://SpringfieldHBA.com)

## Words From Our Members

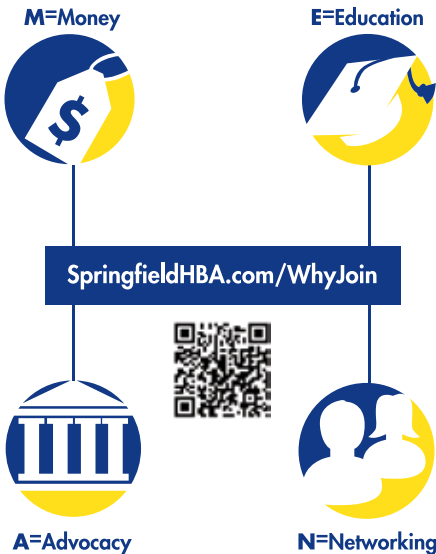
*"As a builder, it matters to me that my suppliers and subcontractors care about the same things I care about. That's why I try to do business with members of the HBA. The HBA fights for the best interests of home builders like me. And I want to support fellow members who support that!"*

- McBride & Sons Homes - Mark Potthast



# You Need Details

There's only so much we can fit on a pamphlet! For more about why membership in the Home Builders Association of Greater Springfield makes sense, visit: [SpringfieldHBA.com/whyjoin](https://SpringfieldHBA.com/whyjoin). Or, for even more about the **M**oney, **E**ducation, **A**dvocacy, and **N**etworking that awaits your business as an HBA member, try the links below:



Download a membership application today:  
[SpringfieldHBA.com/Membership/how-to-join](https://SpringfieldHBA.com/Membership/how-to-join)



## Words From Our Members

*The Springfield HBA has been a breath of fresh air compared to HBA memberships in larger markets. This organization and their people are truly helpful to their members. They are genuinely concerned for their members and continually provide educational programs.*

- Stan and Regina Gutshall

*Since I have joined the HBA, I've gotten many referrals that have led to other jobs. By going to classes put on by the HBA, I've learned new ways to protect my company. THANK YOU HBA.*

- M & M Landscaping – Bill Mooneyham





# SpringfieldHBA.com Resource Connection

Visit SpringfieldHBA.com and see all that the HBA of Greater Springfield does and has to offer its members online and offline.

## WEBSITE FAVORITES

[Home Page](#) - Lots to See and Easy to Navigate with Full Social Media Integration.

### News

**HBA in the News**

**Members Making News**

**Awards & Accolades**

**Data & Forecasts**

### Shows

**Home Show** - Event Information

**Parade of Homes** - Maps, Photos and Details

**Home Remodeling EXPO** - Event Information

**HBA Event Magazine** - View Online Publication

**Housing Conference** - Register, Agenda & Sponsorship

[FIND-A-PRO](#) - Searchable Membership Directory

### Membership

**Why Join** - Membership Benefits

**How to Join** - Dues and Application Process

### Education

**Professional Designations** - CGB, CGR, CGA, CGP, CAPS...

**Course Schedule** - Designations, Lead Safety and more

[Calendar](#) - HBA Events and Activities



Go straight to our online searchable membership directory at [iFINDAPRO.com](#). ALL MEMBERS are automatically listed and updated weekly.

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**SpringfieldHBA.com**