



HBA of the U.P.

3125 Wright Street

Marquette, MI 49855

(906) 238-2312

[info@upbuilders.org](mailto:info@upbuilders.org)

[www.upbuilders.org](http://www.upbuilders.org)



# THE LITTLE BLACK BOOK OF HBA BENEFITS

*What do I get with  
my membership?*

# Benefits

## **Three in One Membership**

Your dues to the HBAUP also pays your membership with the Home Builders Association of Michigan(HBAM) and the National Association of Home Builders (NAHB). This is required with your membership.

## **Networking**

Networking opportunities through a variety of events including: General Membership Meeting, Golf Outing, Associate Showcase, Architects, Builders & Contractors Forum, Wild Game Dinner, Member Spotlights, HBA Open Houses and membership drives and more!

## **Insurance**

We have many discounted insurance options for General Liability Casualty and Property, business insurance, group health, dental, vision, workman's comp, self funded workmans comp and more.

## **Professional Listing & Referral System**

Listed as a professional— The HBA is recognized by consumers as the source for reputable contractors and businesses and has a top Google listing. We have a great referral system for members only, sending consumers to your business.

## **Quality Information**

Staying on top of current industry news through Association resources.

## **Reputation**

The reputation of an established, respected 40+ year old professional trade association, over 190 members strong.

**Savings & Discounts-** Gas station discount, Plans room and printing discount, Carhartt workwear, Jet's Pizza, Biggby Coffee, Jimmy Johns, Salon discounts, screenprinting and embroidery for your company, and more.

# Get Involved

## **Great ways to become an active member:**

- Attend an activity
- Volunteer at an event
- Sponsor an event
- Advertise
- Encourage a business associate to join
- Donate a door prize
- Join the Board of Directors locally or join state or national leadership opportunities.
- Serve on a Committee:
  - Legislative, Friends of Housing
  - Membership
  - Student Chapter/Scholarship
  - By-Laws
  - Events - Golf Outing, Christmas Party, Wild Game Dinner

## **A great way to stay connected is through the HBA of the UP:**

- Online Membership Directory
- Monthly Newsletter
- Weekly E-Blast: Monday Minute
- Social Media - Facebook & Instagram
- HBAUP Website

**Get up to date information—visit our website!**

**[www.upbuilders.org](http://www.upbuilders.org)**

# Partnership Opportunities

## **Sponsorships:**

There is a wide variety of sponsorship opportunities to choose from:

- HBA Architects, Builders & Contractors Forum (Jan-Feb)
- HBA Wild Game Dinner (January)
- HBA Golf Outing (July or August)
- Summer Picnic, Christmas Party, Member Spotlights
- Education and Training Classes
- Student Chapter at \$5.00 per student!
- The Builders Show

## **Advertising:**

There are many advertising options to choose from - packages to ala carte selections.

- Monthly Electronic Newsletter
- Weekly E-newsletter - The Monday Minute
- HBAUP Website

For HBAUP event sponsorships, there are different levels to choose from at each event. You can sponsor individually or pick them all for the whole year and pay at once. Sponsorships can include exclusivity, signage at events, logo on agendas and programs, signs on tables, podium time, vendor tables and more. Contact the HBA of the UP office to find out more.

# Member Opportunities

## **Skilled Worker Scouting**

Every spring, the HBA of the U.P. puts on a Construction Career Fair to do skilled worker scouting for you as a member. HBA members have the opportunity for a free table to do on the spot interviews and take resumes. Non-members pay a fee to be involved.

## **Conferences and Travel**

The state and national associations have conferences every year for members to attend. These include professional development opportunities, networking, entertainment, updates on advocacy, and several other training and educational opportunities.

The HBA of Michigan hosts a summer convention every year along with state board meetings and leadership meetings.

The National Association of Home Builders hosts leadership meetings, spring and fall conferences, the International Builders Show with great discounts for members, and then conferences for just the local Executive Officers as well.

# The Builders Show

**Three days. Thousands of consumers.  
A chance to showcase your business!**

In the past, the Home Builders Association of the U.P. and the Marquette Builders Exchange partnered together to put on the Upper Peninsula's largest home show! Starting in 2021, the HBA of the UP took over ownership of the show on their own.

The annual show brings thousands of consumers to your booth over the course of three days in early Spring. Many exhibitors claim to get more than a third of their business for the year from this show.

With over 120 exhibitors, the show will draw potential customers from all over the region — customers who are looking to you for home ideas and professional remodeling services. We conduct a multi-faceted marketing campaign to get the word out, and bring business to your door!

"We've gotten over 30 qualified leads, we are still scheduling appointments, and several have already turned into sales." - First Time Exhibitor

"I get a whole years worth of leads at this show. I will never NOT do it, even when we are busy. Everyone needs to do it. - Long Time Exhibitor



# Advocating For You

Our state association keeps current on issues affecting all members. It aims to advocate for the industry position on issues and stay involved in a proactive way.

Lobbyists at the local, state and national levels are working every day to promote your business interests on industry-related issues and can help you with issues such as zoning, MDOT, business taxes, code issues, federal and state agencies and more.

**The HBA of Michigan helps to litigate the issues that influence your ability to do business!**

# Wild Game Dinner

The HBA of the UP Wild Game Dinner is our annual scholarship fundraiser, raising funds to give to students going into or currently attending college in a construction related field. The money all stays in the Upper Peninsula. It takes place at the NMU Northern Center usually at the end of January.

The event consists of a wonderful dinner that includes some wild game, several firearm raffles, bucket raffles, theme table raffles, a youth raffle, a silent auction, a fun jewelry auction and more.

Consider sponsoring this event and earning free dinner tickets and raffle tickets or even being a volunteer. We can't do it without both of those!

# Continuing Education & Training

**Training and educational opportunities  
abound for HBAUP members.**

As a benefit to members, we provide access to a multitude of industry specific programs.

- OSHA & Safety Programs
  - First Aid/CPR
  - Sales & Marketing
  - Trade & Business Skills
- NAHB Designation Courses

## HBA Architects, Builders and Contractors Forum

Since its inception in 2016, The HBA Architects, Builders and Contractors Forum has already won multiple awards from the NAHB for "Best Educational Program".

This one day event every January or February covers the three hours of continuing education (Code, legal and safety) builders need to renew their license and many other topics as well, like Silica rules, Fall Protection and many more. The topics vary every year and the speakers are great. Members get a discount for this all day event. Breakfast and Lunch is always included.

# HBA of the UP Student Chapter

**16,500 square miles. Population of  
300,000. 47 high schools.**

The NAHB Student Chapter accepts enrollment from college and high school students. The HBA of the UP has over a dozen chapters in the UP and growing quickly!

Each student gets a certificate from NAHB, honoring them as a member of the national association. We also give them local HBAUP membership cards. We try to get the media involved in their projects as well.

Some things we work on with the student chapters:

- \*Fundraising efforts for their program needs or specific projects
- \*Builders speaking in classrooms
- \*Resume building
- \*Scholarships
- \*Industry information
- \*Marketing their program and showing them off!

## SCHOLARSHIPS

The HBA of the UP gives out thousands of dollars each year to students going into the construction trades in the U.P. to a two or four year college. Many of these students have ended up working for our builder members.

# NAHB Discounts

Through the National Association of Home Builders (NAHB), you'll receive great discounts on products and services. Some members who use these discounts report that they recoup their dues investment in a year with the savings they receive.

- GM Fleet Discount \$500-\$1,000
- Nissan
- Goodyear Tire
- Lowe's Pro
- Dell Technologies
- UPS Shipping and YRC Freight
- Office Depot
- houzz Pro
- Constructionjobs.com
- Heartland (Payment Processing)
- Ring Central
- Fuel Savings with Voyager Mastercard
- The Motley Fool - Personal Finances
- Avis & Budget car rentals
- Hotel Planner
- Member Deals - amazing discounts on tickets, entertainment, sports, travel
- Contracts
- International Builders Show Discounts
- Continuing Education & Certifications
- Builder Books
- Housing Economics Plus

For more information, go to  
[nahb.org/nahb-community/member-benefits/savings](http://nahb.org/nahb-community/member-benefits/savings)

# HBA of Michigan Benefits and Rebate Program

HBAM will send builders and remodelers a check in the mail every quarter when you buy from companies participating in their rebate program. Associate members who supply or install any of the 50+ Manufacturer brands can be listed in the Associate Member Directory. Brands include those in the image below.

Visit [www.HBArebates.com](http://www.HBArebates.com) for more information.



## HBA of Michigan benefits for Builder, Associate and paid Affiliate Members:

- **Property, Casualty and Workman's Comp Insurance with Frankenmuth.**
- **Free Business Diagnostics & Plan of Action thru Small Business Growth Partners**
- **Group Health Insurance (a PEO)**
- **Dental and Vision Insurance**
- **Meijer Discount Card (1 per member)**
- **Superfleet Fuel Discount**
- **Getz's workwear discount - Carhartt and other brand names**
- **Prescription Discount Card**
- **Tuition Discount with Davenport University**
- **Discount on a website with Ultimate Builder**