



HBA of the U.P.

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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

Excellent Workman's Comp package, Contractor E&O Insurance and a great group health plan for those companies with 5 or more employees!

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 170 members strong.

SAVINGS & DISCOUNTS - Holiday Gas station discount, Plans room and printing discount, Carhartt workwear, Jet's Pizza, Biggby Coffee, Jimmy Johns, Salon discounts, computer hardware, free board room use.

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 Professional Women in Building Council
- 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

Partnership Opportunities

Sponsorships:

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

- HBA Architects, Builders & Contractors Forum (January)
- 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!

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.

Professional Women in Building Council

PWB Council - \$50 per year

Members of PWB connect, collaborate and encourage each other through activities that promote, enhance and support home building and women in the industry.

Be Successful

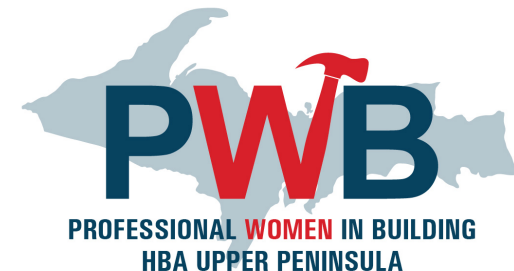
Company earnings of PWB members are 22% higher than non-members. The council serves as a conduit to building industry resources, research, and partnerships that help members gain a competitive edge.

Be Connected

Through peer-to-peer interaction, community events, and initiatives, relationships are cultivated to inspire members to accomplish exceptional levels of performance.

Be Informed

Members receive guidance on how to empower women in the workplace and on job sites through leadership and gender diversity forums, member-only publications, leadership training, and professional development opportunities created for women, by women.



U.P. Home & Garden 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 partner together to put on the Upper Peninsula's largest home show! Starting in 2021, the HBA of the UP will be running a new show solo - the U.P. Home & Garden Show!

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



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, such as:

- **Zoning & Permit Issues**
- **MDOT**
- **Business Taxes**
- **Code Issues**
- **Federal & State Agencies**

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



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 an award from the NAHB for "Best Educational Program".

This one day event every January 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 but 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 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 from:

- **Amazon Business**
 - **UPS**
 - **Houzz**
 - **Chevy, Buick, GMC**
 - **Lowes**
 - **Hertz**
 - **Office Depot**
 - **Dell**
 - **Geico**
 - **Ticket Monster**
 - **Nissan/Infiniti**
 - **And More!**
- Other National Discounts:*
- *BFGoodrich Tires
 - * Kabbage small business loans
 - *2-10 Home Buyers Warranty
 - *TSYS credit card processing
 - *Avis
 - *Budget
 - *FTD

Some members who use these discounts report that they recoup their dues investment in a year with the savings they receive.

Visit www.nahb.org/ma for more information.

Rebate Program & Other State Discounts

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:

- **Therma Tru**
 - **Delta**
 - **Heatilator**
 - **Progress Lighting**
 - **Carrier**
 - **Bradford White**
 - **Bryant**
 - **VACUFLO**
 - **Jacuzzi**
 - **AZEK**
 - **Sherwin Williams**
 - **And More!**
- Other State Discounts:*
- *Getz's workwear - Carhartt discounts
 - *Meijer 10% off general merchandise
 - *Speedway Superfleet gas program
 - *Free Business Profile Assessment
 - *Pharmacy Discount Cards
 - *Group Health Insurance
 - *Frankenmuth General Liability and Workmans Comp Packages

Visit www.HBArebates.com for more information.