

A vibrant, modern residential community with colorful buildings and lush landscaping. The scene features multi-story apartment buildings with a mix of grey, white, and dark facades. One building has a prominent, colorful mural. The foreground is a well-maintained courtyard with green lawns, trees, and flower beds. People are seen walking and sitting on benches, creating a lively atmosphere.

MBIA

MEMBERSHIP & MARKETING GUIDE 2024

2022 MBIA Community of the Year Award Winner | The Riverfront at West Hyattsville | Gilbane Development

| Your guide to maximizing your MBIA membership and getting involved

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 Fulton, MD 20759
 301-776-6242 ph
www.marylandbuilders.org

All dates/sponsorships printed in this guide are subject to availability and change. Additionally, some dates have not yet been determined and are not noted by “TBD”



2024 MBIA President
SYLKE KNUPPEL
IMEG

A Message from Our President

Using this Guide

2024 will certainly bring challenging times for our industry. Fortunately, challenging times brings opportunity to think and do things differently. For MBIA, we will continue to provide top notch legislative efforts, quality networking and events, member connections and a lot of opportunity to get active and involved.

With that said, where would you like to take your membership in 2024? Are you looking to get more out of your membership? Education? Or maybe you are just looking to market your company to custom home builders, remodelers or production builders? Would you like to be present at large formal events such as our Board Meetings, membership dinners or one of our many award programs? Do you prefer to network in a more casual setting, such as one of our golf tournaments, Day at the Races or Builder Connections?

This Marketing Guide will serve as your road map on how to add value to your membership, build relationships, and generate recognition for your company in front of your industry peers. The association provides members an abundance of ways to achieve professional development and recognition. But the sheer number of events and opportunities can be overwhelming, so we have produced this guide to help you plan your involvement for 2024 in advance.

The MBIA Marketing Guide highlights the majority of events produced by your association throughout the course of the year. All opportunities featured are accompanied by descriptions to give you a better idea of what the event/publication/seminar is all about. Each marketing opportunity not only includes an investment amount, but also the recognition you can expect in return.

Getting the most from your membership also means getting involved. We invite you to consider joining a committee or council that will lead you to that pivotal next step of building relationships and potential leadership positions at the local, state and national levels.

We hope that you look to 2024 with as much anticipation and opportunity as we do. If you have questions regarding an opportunity published in this guide, please contact the MBIA team at 301-776-6231.

Thank you and I look forward to seeing you at an upcoming events or meeting!

Sylke Knuppel

A Note from Our CEO



MBIA CEO
Lori Graf

Your 2024 Menu of Possibilities

We are pleased to present for your 2024 planning (and reading pleasure) the Marketing Guide. But before I go any further, I must thank our 2023 sponsors and partners. In what was a unique and challenging year, we cannot thank our 2023 sponsors enough. Our hope is that for all of you, your participation paid off. The opportunities and exposure afforded by your involvement should have you reaping rewards.

This Guide is a complete listing of our major events and sponsorship opportunities. With the ongoing pandemic and difficulty in scheduling some events, you may notice some "TBD" for dates and/or locations. We ask for patience during this time as we navigate a whole new world in event planning!

One thing that will certainly remain the same is our very popular Stars Club. You'll notice that on pages 5 and 6. These are the premium spots and our most valued partners. You'll notice updated our STARS program to include more virtual and electronic opportunities! Please note that whether you are looking for a single sponsorship opportunity, multiple opportunities, or partner status, it is first come first served.

This guide is jam-packed, so take some time to go through it and decide where you will get the most bang for your buck. Need help with that? We are here to help you figure out what works best for you and your company.

Here's to another great year!

MBIA TEAM

LORI GRAF, CEO

lgraf@marylandbuilders.org | ext. 1002

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BECKY MYERS, Finance Manager & Council Liaison

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EMI HENLEY, Administrative Assistant

ehenley@marylandbuilders.org | ext. 6205

WHO WE ARE | ABOUT US

6 GREAT REASONS TO JOIN!



Maryland Building Industry Association (MBIA) was formed in 2014 as the result of a merger between two local associations with over 175 years of combined experience; the Home Builders Association of Maryland (HBAM) that covered the Baltimore area and the Maryland National-Capital Building Industry Association (MNCBIA) that covered DC and Southern Maryland. MBIA is a local chapter of the National Association of Home Builders (NAHB). We are a not-for-profit trade organization representing the interests of over ,000 member firms and more than 100,000 employees, including home builders, remodelers, developers and affiliate

professional and service providers in the Maryland Counties of Anne Arundel, Baltimore, Calvert, Carroll, Cecil, Charles, Harford, Howard, Montgomery, Prince George's and St. Mary's as well as Baltimore City, the Eastern Shore and Washington, DC.

One of the primary focuses of MBIA is advocacy. Though advocacy might not be at the top of every member considering membership, it certainly should be! Without Builders building new homes, our entire industry would suffer. Add up the dollar value of our advocacy victories and you're talking real money - from \$6,882 up to \$61,000 per housing start depending on the jurisdiction. That's a big number, and a big step toward success. Every week our government affairs staff communicates directly with the administration officials that can make-or-break your projects. And with those relationships, come real results that impact your bottom line and development process experience in a positive way. We are working for you!

When you become a member, you give as much back to the industry as you receive in terms of connections, benefits and discounts. By adding your name to the roster of members who are mobilized to revive and reinvent housing, you back the most significant tool our industry has, the local-state-national cooperative. Also, you reap the rewards designed to produce and educate the most effective generation of builders our country has ever known.



Membership goes all the way to Washington. The **National Association of Home Builders (NAHB)** is a trade association that helps promote the policies that make housing a national priority. NAHB strives to protect the American Dream of housing opportunities for all, while working to achieve professional success for its members who build communities, create jobs and strengthen our economy.

The National Association of Home Builders (NAHB) helps its members build communities. Each year, NAHB's members construct about 80% of the new homes built in the United States, both single-family and multifamily. A federation of more than 700 state and local associations, NAHB represents more than 140,000 members. About one-third are home builders and remodelers. The rest work in closely related specialties such as sales and marketing, housing finance, and manufacturing and supplying building materials. For more information about NAHB, visit www.NAHB.org



Home Builders Care Foundation (HBCF) is the official charitable foundation of the Maryland Building Industry Association. The mission of HBCF is to give back by utilizing the skills and resources of building industry members on shelter-related construction for the homeless and others at risk in our communities. HBCF works with community non-profits and local governments to meet the challenges of caring for our neighbors in need. With a focus on shelter-related projects, we build and renovate properties that serve individuals and families in crisis. We leverage our industry's skills and resources to save community agencies thousands of dollars in the construction process. **For more information on HBCF, visit www.hbcf.org**

1. LEGISLATIVE & REGULATORY ADVOCACY

From building permitting and development, to statewide tax issues, to federal safety regulation, your membership gives you a voice at county and state level, and in Washington, D.C. During the 2021 Maryland Legislative Session, MBIA worked on 146 bills that could have impacted the residential construction industry. Successful advocacy efforts by MBIA and NAHB have saved individual builders and home buyers thousands of dollars per home each year.

2. PROJECT A POSITIVE IMAGE

Membership demonstrates a business' initiative, its engagement in the industry, and its commitment to staying abreast of current developments in the market. According to a national study, approximately 85 percent of all business failures occur in companies that are not members of their trade association.

3. ACCESS TO MEMBERS-ONLY INFORMATION

Daily Emails, Weekly eNewsletter provide you with breaking news, Advocacy Newsletters and much more. You control what and how much information you want! You'll also receive a login to members-only information on marylandbuilders.org

4. EXPAND YOUR PROFESSIONAL NETWORK

Membership affords you opportunities to increase business and connect with other construction industry professionals. Bring awareness to your company and learn what your peers are doing. Events include meetings, after-hours mixers, golf tournaments, educational events, trade show and more. MBIA hosts more than 200 events and meetings annually.

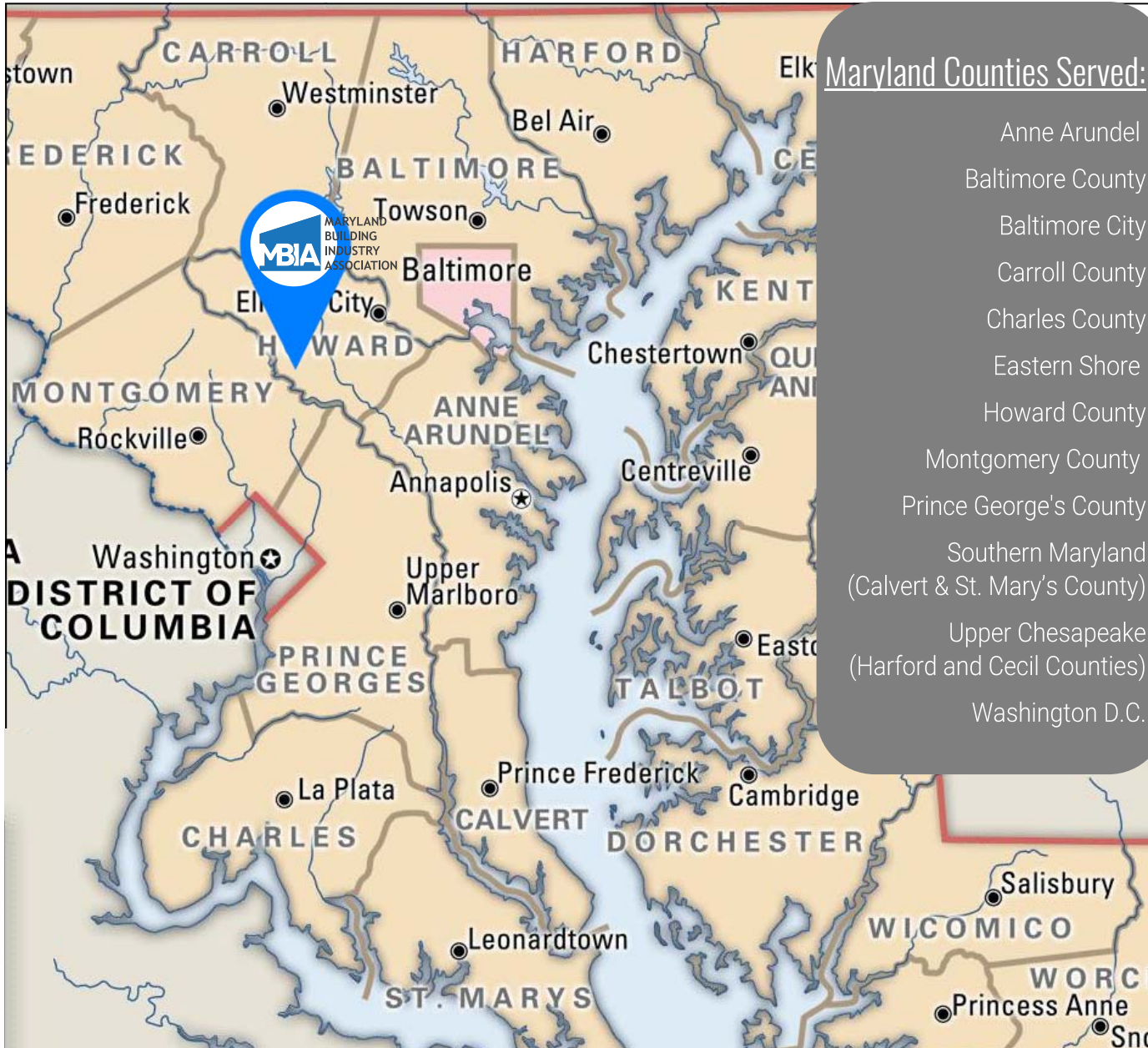
5. GAIN A COMPETITIVE EDGE AND BROADEN YOUR KNOWLEDGE

Your membership will help you stay on top of what's happening in the industry and may also inspire ideas to help you grow your business. MBIA offers industry specific education through NAHB designation courses, statewide initiatives, and classes of local interest.

6. MEMBERS ONLY DISCOUNTS

Members are entitled to remarkable discounts on products and services used daily. By taking advantage of these benefits, companies put dollars back in their pockets and in some cases, profit financially from membership.

WHO WE ARE | ABOUT US



Maryland Counties Served:

- Anne Arundel
- Baltimore County
- Baltimore City
- Carroll County
- Charles County
- Eastern Shore
- Howard County
- Montgomery County
- Prince George's County
- Southern Maryland (Calvert & St. Mary's County)
- Upper Chesapeake (Harford and Cecil Counties)
- Washington D.C.

MEET THE STAFF

- LORI GRAF, CEO**
lgraf@marylandbuilders.org | ext. 1002
- CHRIS BAUGHAN, Director of Membership and Sales**
cbaughan@marylandbuilders.org | 443-220-9322
- ALEX ANDELSMAN, Director of Government Affairs**
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- GRIFFIN BENTON, VP Government Affairs**
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- LISA GOHEEN, Builders Development Guaranty Group**
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- PATTI KANE, Home Builders Care Foundation**
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- BECKY MYERS, Finance Manager & Council Liaison**
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- CAREY SWIFT, Director of Events**
cswift@marylandbuilders.org | ext. 1004
- EMI HENLEY, Administrative Assistant**
ehenley@marylandbuilders.org | ext. 6205



CHAPTER, COMMITTEE & COUNCIL PARTICIPATION



GET CONNECTED!

Committee membership is an essential tool in getting the most out of your membership. By becoming active on a committee, you meet new members, share ideas, network with your peers and contribute your expertise to your association and to your industry. MBIA has something for everyone!

To get involved, contact Membership Director Chris Baughan at (301) 776-6231 or email cbaughan@marylandbuilders.org

CHAPTERS & COMMITTEES



CHAPTERS

Chapters serve each county in the MBIA jurisdiction with the purpose of representing the members doing business in those areas. The chapters monitor local legislation, policy changes, new regulations and lobby on behalf of the industry. The chapters meet regularly with representatives of the government departments, the Council members and County Executives or Commissioners.

chapters | councils | committees

Anne Arundel County

Chair: Kevin Haines
Staff Contact: Alex Andelsman
Date: 2nd Tuesday, Noon
Location: Hyatt & Weber

Carroll County

Chair: Jason Van Kirk
Staff Contact: Alex Andelsman

Montgomery County

Chair: Peter Ciferri
Staff Contact: Griffin Benton
Date: 3rd Wednesday, 8:00am
Location: McMillan Metro

Upper Chesapeake

Chair: Tom Soltis, SECU
Staff Contact: Alex Andelsman
Date: 3rd Thursday, Noon
Location: MRA Abingdon

Baltimore County

Chair: Michael Greenspun
Staff Contact: Alex Andelsman
Date: 1st Wednesday, Noon
Location: MRA/GTA Towson

Charles County

Chair: Daniel Conrow
Staff Contact: Griffin Benton
Date: 3rd Wednesday, 9:00am
Location: Chamber of Commerce

Prince George's County

Chair: Nate Forman
Staff Contact: Griffin Benton
Date: 1st Friday, 8:30am
Location: County Admin Building

Washington DC

Chair: Vacant
Staff Contact: Griffin Benton

Baltimore City

Chair: Jake Wittenburg
Staff Contact: Alex Andelsman
Date: 1st Friday, Noon
Location: MRA Key Highway

Eastern Shore

Chair: TBD
Staff Contact: Alex Andelsman

Southern Maryland

Chair: Jim Schaefer
Staff Contact: Griffin Benton
Date: 3rd Wednesday, 8:30am
Location: Dept. Economic Dev.

Howard County

Chair: Bruce Harvey
Staff Contact: Alex Andelsman
Date: 2nd Thursday, Noon
Location: MBIA Offices

COMMITTEES

MBIA's many committees are a great place to volunteer and get involved in the association. There is a committee for everyone!

- MEMBERSHIP RECRUITMENT & RETENTION
- COMMUNICATION / PR
- HOME BUILDERS CARE FOUNDATION
- BOARD OF DIRECTORS & EXECUTIVE COMMITTEE
- GENERAL EVENT PLANNING
- BUILDER MART
- INTERNATIONAL BUILDERS SHOW
- MAX+
- CUSTOM BUILDERS OF MONTGOMERY COUNTY
- CODES & STANDARDS
- DRY UTILITIES
- ENVIRONMENTAL

MBIA’s councils target specific disciplines within the home building industry and give individual members with common interests the opportunity to exchange ideas, expand their network and further their education. Councils offer something for everyone.

FUTURE INDUSTRY LEADERS (FIL)

The Future Industry Leaders Council is the gateway to the Maryland Building Industry Association. It’s mission is to provide learning and networking opportunities for the industry’s future leaders, and encourage them to be more involved with the MBIA.

COUNCIL CHAIR: Julian Olin, 1/ST Properties | STAFF: Becky Myers | bmyers@marylandbuilders.org | \$35 Fee

LAND DEVELOPMENT (LDC)

LDC gives its members instant access to legislative representation, educational opportunities, marketing exposure, and the exchange of ideas to promote high standards within the development industry.

COUNCIL CHAIR: David Gaines, Gaines & Company | STAFF: Lori Graf | lgraf@marylandbuilders.org | \$100 Fee

MULTIFAMILY (MF)

This council represents the specific interests of builders, developers, owners, and managers of all sizes and types of condominiums and rental apartments. Its priorities include showcasing the benefits of higher-density housing, while promoting smarter approaches to growth, including the revitalization of urban areas.

COUNCIL CHAIR: Taylor Davis, Morgan-Keller | STAFF: Becky Myers | bmyers@marylandbuilders.org | \$125 Fee

PROFESSIONAL WOMEN IN BUILDING (PWB)

This council represents members working in all facets of the industry and connects them with local government employees to promote networking, relationship building, professional development, legislative awareness, and community outreach for women in the building industry. Includes membership in the NAHB council.

COUNCIL CHAIR: Haley Kelly, Wetland Studies and Solutions | STAFF: Becky Myers | bmyers@marylandbuilders.org | \$75 Fee

REMODELERS & CUSTOM BUILDERS (RC)

This council offers a variety of educational, mentoring and networking opportunities to improve the quality of the industry and its members. By promoting certification programs to consumers, members of the council are sought after for their strong professional and ethical principles. Local membership includes membership to the NAHB Remodelers Council

COUNCIL CHAIR: Doug Howard, Remodelers Advantage | STAFF: Carey Swift | cswift@marylandbuilders.org | \$65 Fee

SALES & MARKETING (SMC)

The Sales & Marketing Council helps builders sell more homes more effectively. The council provides networking, training, offers awards and recognition programs, and provides sales and marketing tools to members. Local membership includes membership to the National Sales & Marketing Council with many benefits included.

COUNCIL CHAIR: Chris Keelty, Lawyers Express Title | STAFF: Carey Swift | cswift@marylandbuilders.org | \$75 Fee

ANNUAL COUNCIL SPONSORSHIP:
\$1,000 per council

Includes recognition at ALL council meetings and events

COUNCIL EVENTS:

Wine & Chocolate (PWB)
February 8, 2024

March Madness (ALL)
March 21, 2024

MAX+ (SMC & RC)
April 11, 2024

LandExpo (LDC)
May 3, 2024

Builder Mart (ALL)
October 23, 2024

Land Development Awards (LDC)
November 2024

Site Tours (MF)
Multiple throughout year

SMC Happy Hour (SMC)
TBD

Women in Government (PWB)
TBD

LDC Holiday Breakfast
December 2024

Leaders & Legends (FIL)
TBD

Multifamily Trends Conference (MC)
TBD

TopGolf (FIL)

COMMUNICATION



WHAT YOU IMMEDIATELY RECEIVE UPON JOINING

Immediately upon joining the Maryland Building Industry Association, you should expect to receive the following:

- Post on MBIA Facebook page
- Listing on www.marylandbuilders.org with special new member highlight
- Welcome email from MBIA with specific membership information with invitation to meet with MBIA Membership Director
- Excel list of members (if requested)
- Access to members only discounts
- Access to members only portal on marylandbuilders.org
- MBIA Membership Plaque for your office (via mail)
- Email communication (within the week)
- Invitation to next Board of Directors meeting

TYPES OF COMMUNICATION

BUILDER NEWS NETWORK (BNN)

BNN is MBIA's daily email newsletter. One of our most popular features, BNN is a daily news clipping service for nearly 4,000 MBIA subscribers, providing them with quick access to the latest building news headlines from around Maryland and the country.

MONDAY MORNING MINUTE

Monday Morning Minute is our weekly email featuring all of our meetings and events scheduled for the coming week.

EVENT ALERTS

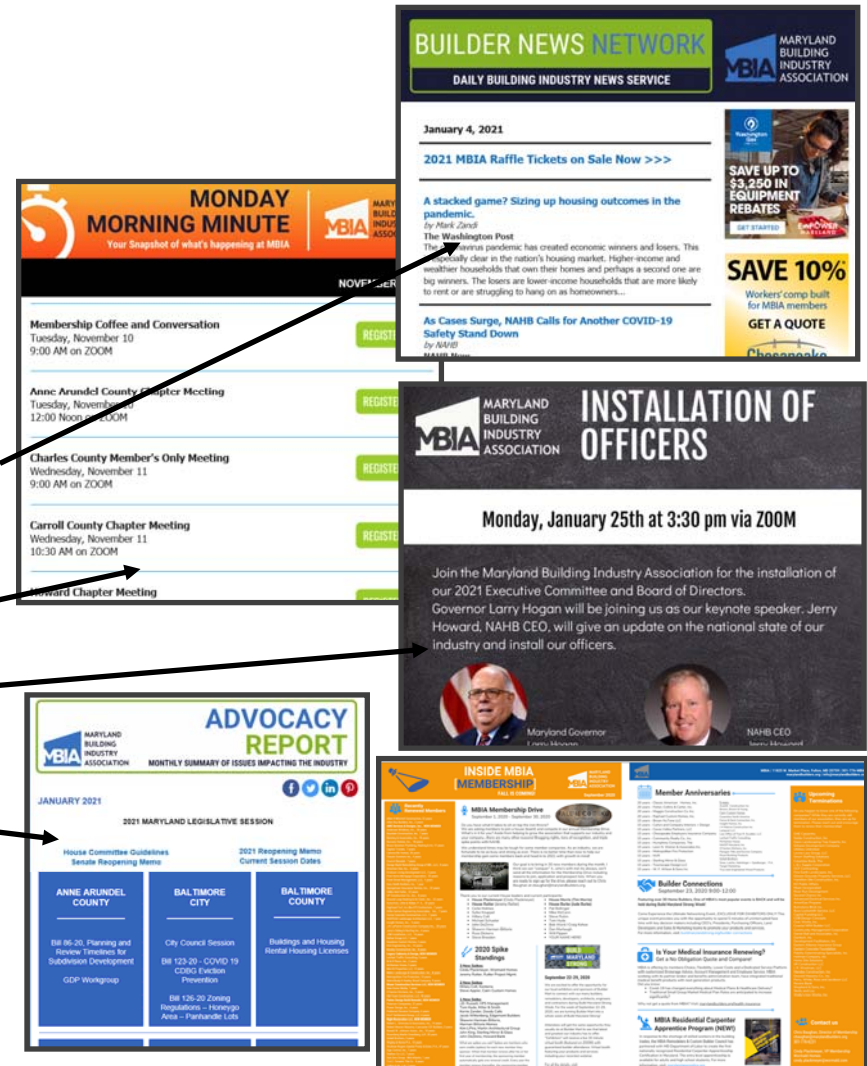
Each MBIA event will send out an independent email with more detailed information.

ADVOCACY REPORT

A monthly report of issues impacting our industry.

CHAPTER & COUNCIL COMMUNICATION

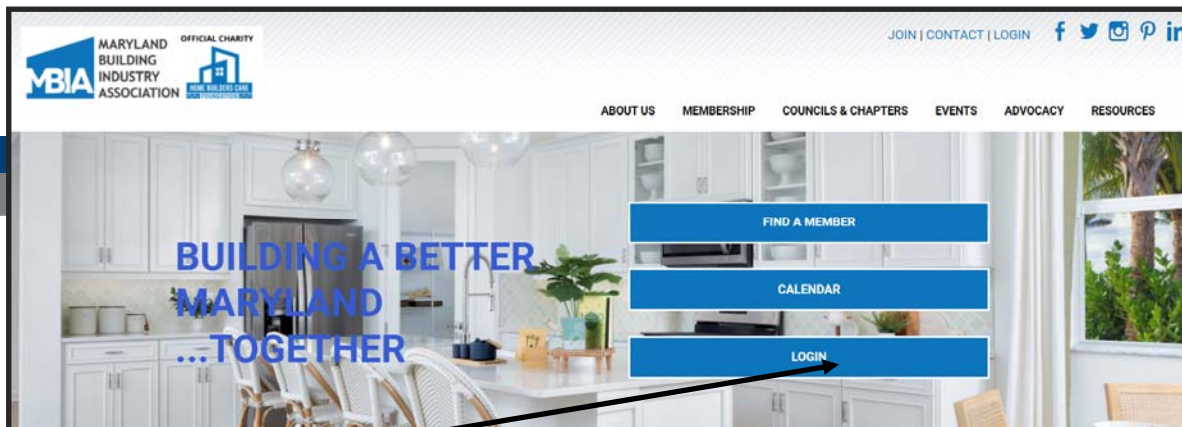
If you have signed up for any of our 40+ MBIA Councils, Chapters or Committees, you'll receive exclusive communication dedicated to each specific group including meeting invites, meeting minutes, happy hour announcements, county legislative information and much, much more.



CONNECT WITH US ON SOCIAL MEDIA



marylandbuilders.org



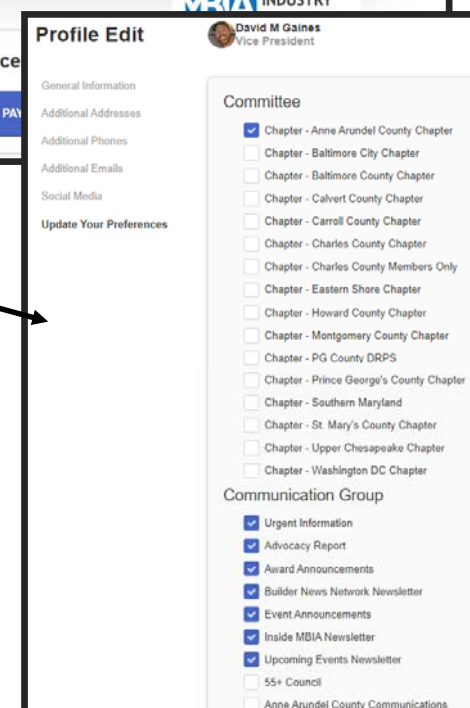
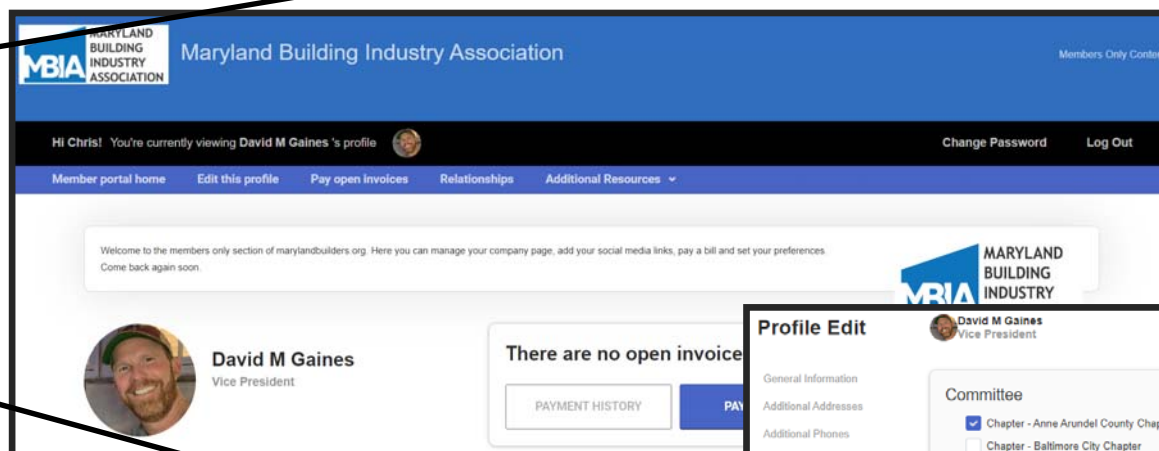
MARYLANDBUILDERS.ORG
{it was built for you}

LOGIN

Click on the LOGIN link at the top right of the page or on the blue icon in the middle of the page to gain access. Enter your username and password. If you don't know your username or password, click LOGIN and request your credentials. You can also email chbaughan@marylandbuilders.org if you have any issues.

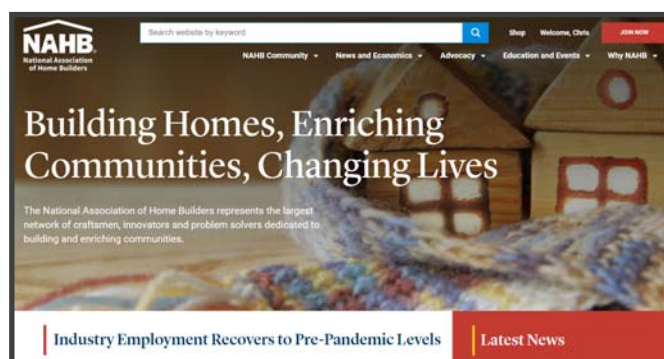
YOU'RE IN CHARGE!

- Update Your Contact Info
- Manage your communication settings
- Pay a Bill
- Update Your Social Media Networks
- Add a Video
- View Member-only Content including Housing Statistics
- Register for an Event
- Add an Event to the Members' Calendar
- Run a Report of Your Referrals
- Post a Job or View Job Listings
- Much, much, more!



NAHB.ORG

NAHB's members-only website provides exclusive industry news and information. NAHB offers a variety of proprietary e-newsletters that provide the latest news and analysis on many industry-specific issues.



ONLINE & EMAIL MARKETING

MBIA WEBSITE (marylandbuilders.org)

The MBIA website receives over 8,000 unique visits each month resulting in over 30,000 page views! Advertising on www.marylandbuilders.org is a great way to reach member and non-member visitors and reinforce your marketing message. Visitors log on to learn about upcoming association events, register for events and search for other members with whom to do business. For enhanced exposure, there are a variety of banner advertising options available.



RUN OF SITE BANNER ROTATION

The combination of these two rotating banners provide you with exposure throughout marylandbuilders.org. Includes two banners:

- > 1 Leaderboard banner ad (728x90px)
- > 1 Rectangular ad (250x300px)

<u>Frequency</u>	<u>Cost</u>
1 Month	\$400
3 Months	\$1,125 (\$375/mo)
6 Months	\$2,100 (\$350/mo)
12 Months	\$3,600 (\$300/mo)

EXCLUSIVE LOWER LEADERBOARD

Exclusive placement on the homepage and run of site on marylandbuilders.org. Your ad will appear above the footer on every page of the site. Includes one premium position:

- > 1 Leaderboard banner ad (728x90px)

<u>Frequency</u>	<u>Cost</u>
1 Month	\$475
3 Months	\$1,350 (\$450/mo)
6 Months	\$2,550 (\$425/mo)
12 Months	\$4,500 (\$375/mo)

EXCLUSIVE TOP LEADERBOARD

Be front and center with this exclusive placement on the homepage and run of site placement on marylandbuilders.org. Appears at the top of every page on the site. Includes one premium position:

- > 1 Leaderboard banner ad (728x90px)

<u>Frequency</u>	<u>Cost</u>
1 Month	\$575
3 Months	\$1,650 (\$550/mo)
6 Months	\$3,150 (\$525/mo)
12 Months	\$5,400 (\$450/mo)

BUILDER NEWS NETWORK (BNN)

Builder News Network is MBIA's **daily** email newsletter. One of our most popular features, BNN is a daily news clipping service for over 4,500 MBIA subscribers, providing them with quick access to the latest building news headlines from around Maryland and the country.

STANDARD AD

One of two ads featured on the left panel of Builder News Network

- > 1 Standard ad (190x200px)

<u>Frequency</u>	<u>Cost</u>
1 Month	\$500
3 Months	\$1,200 (\$400/mo)
6 Months	\$2,250 (\$375/mo)
12 Months	\$4,200 (\$350/mo)

SKYSCRAPER

Exclusive tower ad featured on left panel of Builder News Network

- > 1 Skyscraper ad (190x500px)

<u>Frequency</u>	<u>Cost</u>
1 Month	\$750
3 Months	\$1,950 (\$650/mo)
6 Months	\$3,600 (\$600/mo)
12 Months	\$6,000 (\$500/mo)

SPONSORED CONTENT

Ad featured among stories in body of Builder News Network.

- > 1 Sponsored Content ad

<u>Frequency</u>	<u>Cost</u>
1 Week	\$250

ONLINE & EMAIL MARKETING (CONTINUED)

COMMUNICATION SPONSOR

The MBIA hosts hundreds of events each year, and email is the primary method we use to get the word out to more than 5,000 industry professionals on our list. The new Communication Sponsorship will allow your company to tap into our list with an ad appearing prominently on all event emails sent by the association. This ultra-exclusive marketing opportunity is available to just four companies in 2024 (one per quarter).

EXCLUSIVE COMMUNICATION SPONSOR **\$3,000**

- > 3 months
 - > Option of Q1, Q2, Q3 and Q4 2023
- *Quarter choice based on first come, first serve.

NOTE

Emails for BNN, Advocacy, Builder Mart and HBCF/PAC events are excluded. But don't worry, that still leaves nearly 200 more events where your ad will appear!

MBIA MEMBERSHIP BROCHURE & PLANNING GUIDE ADVERTISING

Did you know that MBIA's Membership and Planning Guide are sent out more than any other publication or email that MBIA produces? Not only are they sent out to current members, but every prospect interested in joining or learning more about the association receives both of these publications. Why not take advantage of the exposure!

One ad = exposure all year long! By advertising in one or both of these annual guides, you'll reach a highly targeted audience of homebuilding industry professionals.

PLANNING GUIDE

Size	Cost
1/2 Page	\$750
Full Page	\$1,000
Back Cover	\$1,500
Inside Front	\$1,500



NEWSLETTERS (ADVOCACY REPORT, INSIDE MBIA, MBIA UPCOMING EVENTS)

ADVOCACY REPORT

Monthly Legislative & Regulatory email sent to over 4,000 subscribers.

- > 1 block ad (based on avail.)

Frequency	Cost
1 Month	\$250
3 Months	\$500
6 Months	\$900

MBIA UPCOMING EVENTS

"Event listing" sponsorship featured in middle of upcoming event calendar.

- > 1 "event listing" ad

Frequency	Cost
1 Month	\$250
3 Months	\$500
6 Months	\$900

MBIA ADVOCATES

ADVOCACY

A core mission of the Maryland Building Industry Association is advocacy. Representing the home building industry in city halls, county court houses and the state capital, MBIA works to keep its members informed on legislative and regulatory issues as well as serving as a trusted information resource for public officials. On your behalf, MBIA fights restrictive legislation and regulations that are detrimental to the housing industry. MBIA staff is only a phone call away with information about new regulations, codes, laws or industry concerns.

Each year, MBIA's Government Affairs team sifts through thousands of bills at the county and state level to analyze the potential impact on the industry. Our lobbyists go to work building coalitions, meeting with legislators, testifying at hearings, generating grassroots messages to elected officials, and organizing rallies. As a result, industry positions are heard loud and clear and legislators take our concerns seriously and work with us to compromise. Often times our work prevents flawed policy from being introduced or passed, or we advocate for revisions to proposals to eliminate a negative impact on our members.



MARYLAND BUILDING INDUSTRY ASSOCIATION

make MARYLAND PRO HOUSING

MBIA is working on an important initiative that will make creating new housing a priority in the State of Maryland. As most of you know we have had many road blocks to creating more housing that is attainable for all Marylanders. It is time that the State makes this a priority and we are planning on leading the way in this area.

This initiative is looking at various options including zoning reform, permitting reform, creating housing targets, evaluating any legislation that negatively impacts housing as well as obtaining better data from counties and the state.

Join us in the fight to make Maryland Pro Housing by contributing today.

A \$1,000 increase in the price of a median-priced new home will price 140,436 U.S. households out of the market

Nationally, 96.5 million households are unable to afford the median-priced new home with a mortgage interest rate of 6.25%

marylandbuilders.org

MBIA 2023 SESSION SUMMARY

235 Bills Reviewed by the MBIA Legislative Committee
179 tracked, 103 neutral

184 Positions Recorded by MBIA

124 Hearings in which MBIA Submitted Testimony

2 Action Alerts Sent



[@marylandbuilders](https://www.facebook.com/marylandbuilders) [@buildmd](https://twitter.com/buildmd) marylandbuilders.org 301-776-MBIA

ADVOCACY IMPACT EVENTS

Advocacy
Matters

A core mission of the Maryland Building Industry Association is advocacy. Representing the home building industry in city halls, county court houses and the state capital, MBIA works to keep its members informed on regulatory issues as well as serving as a trusted information resource for public officials. On your behalf, MBIA fights restrictive legislation and regulations that are detrimental to the housing industry. Part of staying informed is being involved.

2024 OPPORTUNITIES

BALTIMORE CITY PAC HAPPY HOUR		FEBRUARY 26		NICK'S FISH HOUSE
MONTGOMERY COUNTY PAC EVENT		MARCH		TBD
MBIA'S ICSC RECEPTION		MAY 19		LAS VEGAS
BALTIMORE COUNTY CRAB FEAST		SUMMER		OCEAN PRIDE
MACO GOLF & RECEPTION AT SEACRETS		AUGUST 15		LINKS AT LIGHTHOUSE SOUND
UPPER CHESAPEAKE CRAB FEAST		SUMMER		TBD
SOUTHERN MARYLAND CRAB FEAST		SUMMER		TBD
ANNE ARUNDEL COUNTY HOLIDAY PARTY		DECEMBER		TBD

MBIA YEAR-ROUND ADVOCACY RAFFLE

ALL PROCEEDS BENEFIT MBIA'S ADVOCACY FUND

For \$100, you get 52 CHANCES to win a prize valued at approximately \$250. Every week of 2024 we will draw a winner live on Facebook and considering we are limiting the tickets sold to only 500, the odds are looking pretty good for you! Not only that, but there are no limits on the number of tickets you can purchase AND each of the tickets purchased can win MULTIPLE TIMES. Every winning ticket will be placed right back in the drum for a chance to win again.

ALL proceeds from the raffle will directly benefit the MBIA Advocacy fund. This fund is used to develop comprehensive campaigns and analysis on behalf of the housing industry in order to fight restrictive legislation and regulations that are detrimental to our members.

Do not hesitate to purchase your tickets.

Regardless of how many are sold, our first drawing will take place the first week of January, 2024.



2024 ADVOCACY RAFFLE

(1) RAFFLE TICKET\$100

- ALL proceeds benefit Advocacy
- No limit on # of tickets purchased
- NO limit on # of times a ticket can win



MARYLAND BUILDING INDUSTRY ASSOCIATION EXECUTIVE COMMITTEE & BOARD OF DIRECTORS

Our Board of Directors is comprised of over 40 of our finest members. The Board meets 5 times per year and is followed by a free member reception for two of those meetings. Sponsoring our Board meeting is one of our best opportunities throughout the year to get in front of the who's who of the industry.

2024 EXECUTIVE COMMITTEE



Syke Knuppel, President



Brian Afnan, First Vice President



Matt Lefter, VP Advocacy



Matt Wessel, VP Advocacy



Maggie Witherup, VP Advocacy



Seth Churchill, VP Associate



Tom Baldwin, VP Membership



Brandon Gurney, Secretary



Rob Kase, Treasurer



Michael Faerber, Life Director



Jeremy Rutter, Immediate Past President



Marc DeCandia, Legal Counsel

2024 BOARD OF DIRECTORS

Kevin Haines, Holly Oak Consulting - Anne Arundel County Chapter Chair
Jake Wittenberg, Edgmont Builders - Baltimore City Chapter Chair
Michael Greenspun, Basic Development - Baltimore County Chapter Chair
Danielle Conrow, Rodgers Consulting - Charles County Chapter Chair
Bruce Harvey, Williamsburg Homes - Howard County Chapter Chair
Peter Ciferri, McMillan Metro - Montgomery County Chapter Chair
Nate Forman, O'Malley Miles Nylan and Gilmore - Prince Georges Chapter Chair
Jim Schaefer, Schaefer Homes - So Maryland Chapter Chair
Tom Soltis, SECU - Upper Chesapeake Chapter Chair
Jason VanKirk, Elm Street Development, Inc. - Carroll County Chapter Chair

Kim LiPira, Martin Architectural - 55+ Council Council Chair
Antonio Francis, Francis Development - Custom Builders of Montgomery County Chair
Julian Olin, 1/ST Properties - Future Industry Leader Council Chair
David Gaines, Gaines and Company - Land Development Council Chair
Taylor Davis, Morgan-Keller Construction - Multi-Family Council Chair
Haley Kelly, Wetland Studies and Solutions - Professional Women in Building Council Chair
Doug Howard, Remodelers Advantage - Remodelers and Custom Builders Chair
Chris Keilty, Lawyers Express Title, LLC - Sales and Marketing Council Chair
Mike Klebasko, Wetland Studies and Solutions - Environment Committee Chair

Dan Murtaugh, Wesbanco - Builder Mart Chair
Linda Ellington, Mitchell Best Homes - Home Builders Care Foundation
Scott Nicholson, Residential Title - Builders Dev Guaranty Group BDGG Chair
Will Pippen, Security Development - At Large Director
Jeff Schwartz, Ashton Manor Environmental - At Large Director
Brian Resnick, Guaranteed Rate - At Large Director
Barbara Richman, NAI/Michael Companies - At Large Director
Bobby Thompson, Beazer Homes - At Large Director
Kevin Foster, Gutschick, Little and Weber - At Large Director
Mike Griffith, Residential Title - At Large Director
Joanie McCann, Lennar - At Large Director



January 25, 2024
3:30pm - 5:00pm



Maryland Center for Housing



April 11, 2024
3:30pm - 5:00pm



Martin's West



June 11, 2024
3:30pm - 5:30pm



Maryland Center for Housing



September 10, 2024
3:30pm - 5:00pm



Maryland Center for Housing



November XX, 2024
3:30pm - 5:00pm



Laurel Park



50+ attendees at each

2024 SPONSORSHIP

PRESENTING SPONSOR.....\$750

- Introduction by President
- Speaking time during the board meeting
- Logo printed on every agenda, listed on the board website and PowerPoint at the meeting

EVENTS AND SPONSORSHIP



NETWORKING OPPORTUNITIES, RELATIONSHIP BUILDING AND SPECIAL EVENTS

Kick start your Maryland Building Industry Association membership by getting involved! Over and over again, it's been proven that active participation can help members achieve the goals they've set for their businesses and themselves. With MBIA, there are many ways to get involved! Attend one of over 100 networking events or join us for one of over 200 meetings. Your involvement can make a difference for the association and for your business.

Join us for a smaller, localized event like a happy hour. Join us for a multifamily site tour. Visit our annual Builder Mart trade show with over 3,000 other individuals. Attend one of our many award programs or enter to win an award for yourself! Join a committee, chapter and council and visit their events, happy hours, social events and charity fundraisers. With a membership base extending throughout 85% of Maryland, every member has networking and business opportunities.

MBIA also sponsors several awards programs throughout the year designed to recognize and acknowledge excellence in new home construction, remodeling, land and site planning, community development, merchandising, sales and marketing excellence and community and association leadership. MBIA awards are open to members only.

Partnering with MBIA is one of the most effective marketing strategies your company can do to set it above the rest. No other organization can help you promote your brand, build relationships and develop business leads better than MBIA. It is a sound business decision that lets you take FULL advantage of your membership and get maximum results.

The next 19 pages are dedicated to many of our larger association events.



If you are ever unsure of how to get involved, or what makes the most sense for you and your company, do not hesitate to reach out to Chris Baughan. You can also set up a meeting with him to go over anything and everything about the association. It can be overwhelming at times looking at all we offer or taking a peak at our calendar.

Don't hesitate to ask for help!

Contact Chris today!

Chris Baughan
301-776-6231 (office)
443-220-9322 (mobile)
cbaughan@marylandbuilders.org

2024 MBIA STARS CLUB

★ SUPPORT your association

★ SUPPORT your industry

★ INCREASE your visibility

★ INCREASE your benefits

★ EXPAND your networking

What is MBIA STARS Club?

STARS Club is MBIA's annual sponsor partnership program. It gives you the opportunity to get more from your sponsorship dollars with exposure throughout the entire year and includes special value-added bonuses - free! Additionally, each STARS level comes with tickets built in so you do not need to worry about purchasing additional tickets to attend events you are already planning on attending!

More importantly, membership in the MBIA STARS Club allows the Association to provide better services for your benefit, to strengthen our Advocacy program, and to continue special events dedicated to excellent networking.

Partnering with MBIA is one of the most effective marketing strategies your company can do to set it above the rest. No other organization can help you promote your brand, build relationships and develop business leads better than MBIA. It is a sound business decision that lets you take FULL advantage of your membership and get maximum results.



2023 MBIA STARS CLUB PARTNERS

<p>PLATINUM</p>	
<p>GOLD</p>	<p>SILVER</p>
<p>BRONZE</p> <p>Builders Mutual Insurance Eagle Title Macris Hendricks & Glascock</p>	<p>TRUIST WesBanco Stantec Consulting Services</p>

2024 MBIA STARS CLUB

STARS CLUB BENEFITS

- > Complimentary tickets to MBIA Events*
- > Recognition on STARS Club Banner
- > Invitation to 2024 MBIA Executive committee meeting
- > Personal introductions to MBIA members
- > Invitation and special recognition with award at MBIA Awards of Excellence
- > STARS Signage featured at MBIA signature events
- > Company listing/logo on MBIA website
- > Complimentary enhanced listing in online directory
- > STARS ribbons on event name badges

PREFERRED PARTNER \$20,000

- > ALL Benefits of Platinum Stars Club
- > \$10,000 in individual event sponsorships of your choice
- > "Preferred Partner" status on all banners, event shout-outs and event PowerPoint slides
- > Logo on MBIA water bottles distributed at association office and meetings throughout the year.
- > Logo displayed on all emails sent from MBIA (40,000+/month)
- > Logo on cover of MBIA Membership & Planning Guide
- > Company logo printed on all new member letters and membership renewal letters
- > 1 month advertisement on Builder News Network
- > 5 weeks sponsored content Builder News Network ad
- > 1 month rotating banner ad on marylandbuilders.org
- > 2 advertisements on Advocacy Report (monthly legislative email)
- > Logo displayed on MBIA Upcoming Events email
- > Up to 5 free room rentals during 2024. Includes all rooms
- > Opportunity to present at each new member orientation

PLATINUM SPONSOR \$10,000

- > 35 complimentary event tickets to use annually*
- > Custom Platinum Star event badge
- > Logo recognition on ALL MBIA meeting agendas
- > One complimentary foursome at MBIA Golf Outing of choice
- > Complimentary table of 8 to the Awards of Excellence
- > Invitation and Recognition at MBIA President's Luncheon
- > 4 complimentary MBIA Council memberships
- > 1 complimentary council sponsorship
- > 2 complimentary Webinars promoted by MBIA
- > Full Page Advertisement in 2024 MBIA Planning Guide
- > Interview with Lori Graf on MBIA's Facebook Live
- > Opportunity to present at one Board Meeting
- > Company logo with link on daily BNN email
- > Company logo with link on homepage of website (marylandbuilders.org)
- > Large logo recognition on STARS Club signage
- > 2 MBIA eLerts (blast emails)
- > Platinum STAR recognition at ALL events attended

GOLD SPONSOR \$6,000

- > 20 complimentary tickets to use annually*
- > 2 complimentary MBIA Council memberships
- > Recognition on ALL MBIA meeting agendas
- > Complimentary Webinar promoted by MBIA
- > One complimentary foursome at MBIA Golf Outing
- > 4 tickets to the MBIA Awards of Excellence
- > Invitation and Recognition at President's Luncheon
- > 1/2 Page Advertisement in 2024 MBIA Planning Guide
- > Company logo with link on homepage of website (marylandbuilders.org)
- > Logo recognition on STARS Club banner/signage, displayed at key events
- > 1 MBIA eLert (email blast)

SILVER SPONSOR \$4,000

- > 12 complimentary tickets to use*
- > 1 complimentary MBIA Council membership
- > Complimentary Webinar promoted by MBIA
- > Recognition on ALL MBIA meeting agendas
- > 2 golfers at the MBIA Golf Outing at Turf Valley
- > 2 tickets to the MBIA Awards of Excellence
- > Invitation and Recognition at MBIA President's Luncheon
- > 1/4 Page Advertisement in 2024 MBIA Planning Guide
- > 1 MBIA eLert (email blast)

BRONZE SPONSOR \$2,500

- > 8 complimentary tickets to use annually*
- > Recognition on ALL MBIA meeting agendas
- > 1 golfer at the MBIA Golf Outing of choice
- > 1 ticket to the MBIA Awards of Excellence
- > Listing in 2024 MBIA Planning Guide
- > Company listing with link on STARS Club page of marylandbuilders.org

please note

- > All 2024 STARS Club partners are required to pay, or have a payment plan in place prior to January 31, 2023.
- > 2024 STARS Club sponsorships will be sold starting 12/1/23
- > Deadline to sponsor 2024 MBIA STARS Club is 1/31/24

QUESTIONS? READY TO SIGN UP?
CONTACT:

Chris Baughan
cbaughan@marylandbuilders.org or 301-776-6231

ANNUAL MBIA INSTALLATION

INSTALLATION OF 2024 OFFICERS



special guest speaker
Marilyn Balcombe

Join us for the installation of our 2024 Executive Committee and the Board of Directors.

3:30- 4:30PM - Installation | 4:30PM - Board Meeting
5-7PM- Networking | Live Music, Open Bar, Appetizers and Snacks



January 24, 2024



75+ attendees



MBIA Headquarters
(Howard County)

2024 SPONSORSHIP

PRESENTING SPONSOR\$1,500

- 10 Tickets
- Special shout out
- Individual sign on every table
- Individual slide on PowerPoint

BAR SPONSOR OR LIVE MUSIC \$1,000

- Special shout out
- Individual sign on bar and PP
- 5 tickets to event

GOLD SUPPORTER\$500

- Verbal recognition at event
- Small logo on sponsorship signage & PP
- 2 tickets to event

FRIEND SUPPORTER \$250

- Listing on slide of PowerPoint
- Listing on sponsorship signage & PP
- 1 ticket to event

Board Meeting & Installation of 2024 Officers

MBIA has elected our Executive Committee and Board of Directors for 2024!
We are looking forward to their strong leadership and guidance.
We invite all members to join us for their installation.

Thursday, January 25, 2024 3:30 PM - 7:00 PM
Maryland Center for Housing

Live Music, Open Bar,
Appetizers and Snacks

MBIA AT INTERNATIONAL BUILDERS SHOW



The NAHB International Builders' Show® (IBS) is the largest annual light construction show in the world. The 2023 show welcomed nearly 70,000 visitors from more than 100 countries. Residential construction professionals look forward to the **NAHB International Builders' Show® (IBS)** each year.

MBIA SCHEDULE OF EVENTS AT IBS

February 27 | 5-7PM
Welcome Reception @ Allegro

February 28 | 7:30AM-9AM
Full Breakfast @ WYNN

February 29 | 7:30AM-9AM
Full Breakfast @ WYNN



February 27–30, 2024



250+ attendees
(from Maryland)



Las Vegas, NV

2024 SPONSORSHIP

PRESENTING SPONSOR\$3,000

- Signage at all Events
- Table top display for literature/giveaways
- Logo listed on all marketing materials and website

GOLD SPONSOR \$1,500

- Table top display for literature/giveaways
- Company name listed on all pre-convention materials, website, hospitality flyer and easel sign

COVER YOUR COST/BRONZE SPONSOR\$450


- Company name listed on all pre-convention materials, website, hospitality flyer and easel sign


BUILDER CONNECTIONS


The Ultimate in Associate Networking



This members only event provides you with the unique opportunity to spend 5 minutes of uninterrupted face time with key Builder decision makers including CEO's, Presidents, Purchasing officers, Land Developers and Sales & Marketing teams to promote your products and services. Bring a sample of your product and let them see for themselves why they should be doing business with you. Don't forget to bring your marketing materials and special promotions geared to entice them and provide a value-added benefit to their bottom line. Members rank Builder Connections as one of the Association's top networking events! Where else do Associate members get the chance to meet with so many builders in the same place at the same time? Call you're boss and tell him or her that you are busy with over 30 meetings...all in one day!

 February 13, 2024
2:00PM - 5:00PM

 200+ attendees

 Martin's West
(Baltimore County)



PAST BUILDER PARTICIPANTS

- > Bayview Builders
- > Ward Companies
- > Caruso Homes
- > Craftmark Homes
- > Koch Homes
- > Lennar Homes
- > Beazer Homes
- > Gemcraft Homes
- > Miller and Smith Homes
- > Stanley Martin Homes
- > D.R. Horton
- > Schaeffer Homes
- > Owings Brothers Contracting
- > Wormald Homes
- > Burkhard Homes
- > Baldwin Homes
- > Williamsburg Homes
- > Design Build Remodeling Group
- > Three Rivers Builders
- > Edgemont Builders
- > Timberlake Homes
- > Stanley Martin Homes
- > DRB Group

2024 SPONSORSHIP

ALL SPONSORSHIPS INCLUDE:

- 30 minute exclusive early entry w/Builders
- Sponsor ribbons for attendees
- Onsite Signage
- Logo on webpage and confirmation emails

ULTIMATE BAR SPONSOR \$2,000

- Custom Bar Napkins w/logo
- Marketing item in builder bags
- Bars adorned w/exclusive signage
- 5 tickets

BUILDER TOTE BAG SPONSOR \$1,500

- Custom Tote Bags given to each Builder attendee w/logo
- Marketing item in builder bags
- 4 tickets

PAD/PEN SPONSOR \$1,000

- Custom pads/pens w/logo
- Marketing item in builder bags
- 3 tickets

HAND SANITIZER SPONSOR \$1,000

- Custom hand sanitizers w/logo
- Marketing item in builder bags
- 3 tickets

MINT SPONSOR \$1,000

- Custom mints w/logo
- Marketing item in builder bags
- 3 tickets

ELITE SPONSOR \$500

- Marketing item in builder bags
- 2 tickets

FRIEND SPONSOR \$500

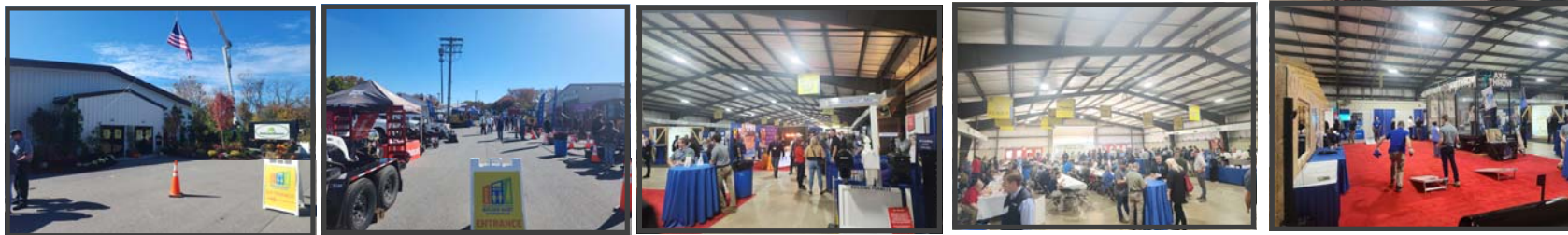
- 1 ticket

BUILDER MART



Builder Mart is our largest event of the year and the largest, one-day building industry trade show in the Mid-Atlantic. Join us in celebrating our 52nd year as the premier home builder, developer and remodeler industry event. Visit over 350 national, regional and local vendors and network with more than 2,000 other building industry professionals all under one roof at the Howard County Fairgrounds. buildermart.org

This fully catered event includes an all-you-can-eat bull & oyster roast



October 23, 2024
10:00am - 5:00pm



2,000+ attendees



Howard County Fairgrounds

EXHIBIT

- 10'x10' Wall/Inside Booth \$795
- Corner Booth \$995
- 10'x20' End Cap \$1,995
- 10'x20' Island Booth \$2,295
- 20'x20' Island Booth \$4,495

OUTDOOR EXHIBIT

- Exhibitor Add-on \$395
- Non-Exhibitor \$695

SPONSOR

- Registration / Badge Sponsor \$3,000
- Beer / Cup Sponsor \$2,500
- Lanyard Sponsor \$2,500
- Tote Bag Sponsor \$2,000
- MBIA Lounge Sponsor \$3,000
- Cornhole Sponsor \$2,000
- Napkin Sponsor \$2,000
- Axe Throwing \$2,000
- Wine Sponsor \$2,500
- buildermart.org Sponsor \$1,500
- Gold Sponsor \$1,500


ADVERTISE / ENHANCE


- 1/2 Page Program Ad \$250
- Full Page Program Ad \$400
- Bull Roast Sign \$500
- Directional Aisle Sign \$250
- Email to attendees \$250
- 2023/2024 Attendee List \$500
- Extra Builder Mart Tickets \$45

GOLF CLASSIC





There aren't many better ways to spend time with your peers than outside on a beautiful golf course! We start the day with registration at 8:30, hit the tees at 9:00 and wrap up around 2:00 for food, drinks and awards. This is a great event to sponsor and give you visibility throughout an entire day. This is also a great event to invite customers, or prospects and spend over 5 hours with them on a golf cart. That is true one on one time! Due to the popularity of our Golf Outings we are excited to say that we offer TWO tournaments.


 June 4, 2024
10:00am - 6:00pm

 100+ attendees

 Turf Valley Resort
Howard County

 September, 2024
10:00am - 6:00pm

 100+ attendees

 Greystone
Baltimore County



2024 SPONSORSHIP

ALL SPONSORSHIPS INCLUDE:

- Signage at 19th Hole reception
- Signage at Registration
- Logo on website
- list of attendees



COOLER BAG SPONSOR (EXCLUSIVE)\$1,000

- Present each golfer w/cooler Bag w/logo
- Exclusive hole sponsorship



GOLF UMBRELLA SPONSOR (EXCLUSIVE)\$750

- Present each golfer w/custom golf umbrella w/logo
- Exclusive hole sponsorship



GOLF TOWEL SPONSOR (EXCLUSIVE)\$750

- Present each golfer w/custom golf towel w/logo
- Exclusive hole sponsorship



COOZIE SPONSOR (EXCLUSIVE)\$750

- Present each golfer w/custom coozie w/logo
- Exclusive hole sponsorship



GOLF TEE SPONSOR (EXCLUSIVE)\$750

- Present each golfer w/custom golf tee w/logo
- Exclusive hole sponsorship



GOLF BALL SPONSOR (EXCLUSIVE)\$750

- Present each golfer w/custom golf ball w/logo
- Exclusive hole sponsorship

HOLE/GAME SPONSORSHIPS BELOW:

- Hole sponsorships include opportunity to be stationed at hole. Sponsors must provide their own tent, table, chairs, etc.
- HOLE-IN-ONE SPONSOR (EXCLUSIVE)\$1,000**
- LONG DRIVE CONTEST (EXCLUSIVE)\$500**
- EXCLUSIVE HOLE SPONSOR\$500**

BEVERAGE CART SPONSOR (2 AVAILABLE)\$500

- Signage on golf cart and opportunity to drive cart

PLATINUM SPONSOR\$1,500

- Foursome to golf
- Speaking Opportunity at Reception

DOOR PRIZE SPONSOR (UNLIMITED)\$100

- Company announced as gift sponsor at reception w/opportunity to present winner

HOME BUILDERS CARE FOUNDATION





HBCF BULL & OYSTER ROAST

Join us for good food & cheer + the presentation of the *Robert L. Mitchell Founders Award*. We are beyond excited to present our 2024 award to none other than former Maryland Governor Larry Hogan of Hogan Companies.

This is the major fundraiser for Home Builders Care as well as a celebration of community leadership and philanthropy. It's all for Charity!



 September, 2024
5:30pm - 8:00pm

 300+ attendees

 TBD

2024 Sponsorship

Sponsorships range from \$500 - \$15,000 and include not only marketing and public recognition opportunities but also a portion of all sponsorships is tax-deductible.

Help Home Builders Care make a difference in the lives of others in need. Sponsor this event!

Home Builders Care Foundation Bull Roast 2023 Sponsor Levels	Penthouse Level \$15,000	Class A Sponsor \$10,000	First Floor \$5,000	Mezzanine Level \$2,500	Suite Sponsor \$1,000	Corner Office \$500
Builds for Others In Need	◆	◆	◆	◆	◆	◆
Tickets Included	15	10	8	6	4	2
Event Marketing	◆	◆	◆	◆	◆	◆
Event Program	Lead Logo	Logo	Logo	Logo	Name	Name
Honor Roll Listing in Annual Report	◆	◆	◆	◆	◆	◆
Reserved Seating	Two Tables	One Table	One Table	Partial Table		
Social Media Spotlights	Solo	Solo	Select Group	Group		
Podium Recognition	◆	◆	◆			
Additional PR Benefits	◆					

LAND EXPO 2024



Need land to develop? Have land or lots to sell?
Are you a professional service provider?


Don't miss this networking event bringing together buyers, sellers and service providers ready to make deals.


2024 PRESENTORS:


Jacob Day - Secretary, Maryland Department of Housing and Community Development

Tom Coale, Esq. - Partner, Perry, White, Ross & Jacobson

Dan Fulton - Senior Vice President, Zonda

 May 3, 2024
8:30am - 1:30pm

 150+ attendees

 Laurel Park

Moderated by David S. Thaler

PE, LS, DFE, D.WRE, EWRI, FRGS, F.ASCE, F.NSPE

David is the Managing Member of D S Thaler, and Assoc., LLC a civil and environmental engineering firm he founded in 1975. The firm has completed hundreds of land development projects many of extraordinary complexity. He was the founding President of the Land Development Council of MBIA. In 2019 he won the award as the top Professional Engineer in the United States. He has published over 250 articles and five books. He was guest scholar at University of Baltimore School of Law.

2024 SPONSORSHIP

PRESENTING SPONSOR\$2,000

- Top billing on all marketing
- 2 Full Pages advertisement in program guide
- Vendor table with preferred location
- Individual event signage
- Introduction and shout out from stage
- 5 event tickets Attendee list

VENDOR\$595

- Listing on all marketing
- Vendor table
- 1/2 Page advertisement in program guide
- Listing on event signage
- 2 event tickets Attendee list

BREAKFAST SPONSOR\$1,000

- Full Page advertisement in program guide
- Vendor table with preferred location
- Individual event signage
- Introduction and shout out from stage
- 3 event tickets Attendee list

LUNCH SPONSOR\$1,000

- Full Page advertisement in program guide
- Vendor table with preferred location
- Individual event signage
- Introduction and shout out from stage
- 3 event tickets Attendee list

PROGRAM ADVERTISING\$300

- Full Page Advertisement, \$300
- 1/2 Page Advertisement, \$175

PROGRAM SPECS:
8.5" x 11", Full Color

Our onsite program will be a guide for our builders and developers to any and all land available in the area. This is a great opportunity to showcase what you have available.

DAY AT THE RACES!


NO formalities and NO agenda...it's Nothing but Networking!


Start your weekend a little early while joining your fellow MBIA members for a fun day of networking while enjoying a day at the races!


In similar fashion to our popular Builder Connections event in the spring, Builders will attend free...guaranteeing you'll have the opportunity to network with those you want to network with the most!

MBIA will be holding down the beautiful Director's room all afternoon with many added benefits. Every attendee will receive:

- > Free program
- > Free betting voucher
- > Private teller
- > Meet with a racing ambassador
- > Get a history tour of the paddock
- > Pet some horses
- > Watch our named race from the winner's circle!

 May 3, 2024
1:00 - 5:00

 100+ attendees

 Laurel Park Racetrack



2024 SPONSORSHIP

<p>FIRST BET'S ON US SPONSOR \$1,500</p> <ul style="list-style-type: none"> <input type="checkbox"/> Large logo in pre and post marketing <input type="checkbox"/> Distribution of betting voucher <input type="checkbox"/> Signage at event <input type="checkbox"/> 5 complimentary tickets 	<p>WINNERS CIRCLE EXPERIENCE \$1,500</p> <ul style="list-style-type: none"> <input type="checkbox"/> Large logo in pre and post marketing <input type="checkbox"/> Race Naming Rights & Invitation of 25 to winners circle! <input type="checkbox"/> Signage at event <input type="checkbox"/> 5 complimentary tickets 	<p>SUPPORTING SPONSOR \$500</p> <ul style="list-style-type: none"> <input type="checkbox"/> Logo in pre and post marketing <input type="checkbox"/> Signage at event <input type="checkbox"/> 3 complimentary tickets
<p>RACING PROGRAM / PEN SPONSOR \$1,500</p> <ul style="list-style-type: none"> <input type="checkbox"/> Large logo in pre and post marketing <input type="checkbox"/> Your logo on free betting voucher given to ALL attendees! <input type="checkbox"/> Signage at event <input type="checkbox"/> 5 complimentary tickets 	<p>FOOD SPONSOR \$1,000</p> <ul style="list-style-type: none"> <input type="checkbox"/> Logo in pre and post marketing <input type="checkbox"/> Food courtesy of your company <input type="checkbox"/> Signage at event <input type="checkbox"/> 5 complimentary tickets 	

MBIA AT ICSC RECON



Join the largest global gathering of retail real estate professionals at RECon in Las Vegas for networking, deal making and professional development.

Thousands of Marylanders set up camp in dozens of cabanas lining the pool to meet, eat and drink, talk shop, make deals and just gossip. The Ravens are hosting a corn hole tournament Monday as they work to sell corporate sponsorships at the pool. RECon opens Sunday afternoon with more than 2,000 Maryland real estate leaders, economic development officials and elected officials gathered for the three-day extravaganza.

The Maryland Building Industry Association and the Maryland Chapter of NAIOP cordially invites you to a reception in Las Vegas during ICSC at Chopin Terrace adjacent to the Maryland Pool located in Encore Sunday, May 19 from 4-6pm



May 19, 2024



2,000+ attendees from MD
(600+ for MBIA reception)



Las Vegas



2024 SPONSORSHIP

PRESENTING RECEPTION SPONSOR \$3,500

- Signage at all Events
- Table top display for literature/giveaways
- Logo listed on all marketing materials and website

GOLD SPONSOR..... \$1,250

- Table top display for literature/giveaways
- Company name listed on all pre-convention materials, website, hospitality flyer and easel sign

COVER YOUR COST/BRONZE SPONSOR \$750

- Company name listed on all pre-convention materials, website, hospitality flyer and easel sign

MBIA MARCH MADNESS CELEBRATION



LET THE MADNESS BEGIN! Join members of MBIA council's for networking, fun, food, drinks and basketball! Games start at 12 and we will be showing them all at MBIA headquarters - live. Join us for all or part of the day and kick off the NCAA Division I mens basketball tournament.



March 21, 2024
12:00PM-5:00PM



75+ attendees



Maryland Center for Housing
(Howard County)

2024 SPONSORSHIP

CHAMPION SPONSOR..... \$1,000

- Exclusive Bracket Sponsorship w/prize
- Recognition at Event
- Logo on name badges
- Includes 5 tickets to event

SWEET SIXTEEN SPONSOR \$500

- Recognition at Event
- Includes 3 tickets to event

FINAL FOUR SPONSOR..... \$250

- Recognition at Event
- Includes 1 ticket to event




MBIA AT MACO





The MACO Conference is held at the Roland Powell Convention Center in Ocean City. The annual conference draws nearly 2,000 local, state, and federal government official attendees and their families.

MBIA and ULI present our events at MACO!

This is an important time in Maryland for our State and this election makes the event that we have at the Maryland Association of Counties Conference even more important. This event will be attended by all those that are running for office (and those that are currently in office). It is important that we have a strong showing. Please consider attending and sponsoring this important event.

 August 15, 2024

 300+ attendees
(from MBIA)

 Ocean City, MD

SCHEDULE OF EVENTS

RECEPTION | Seacrets
4:00 -6:00 pm
49th St, Ocean City, MD 21842

GOLF | Glen Riddle Golf Club
11501 Maid at Arms Lane | Berlin, MD 21811
8:30 am - Registration | 9:00 am - Shotgun Start



2024 RECEPTION SPONSORSHIP

PRESENTING SPONSOR \$3,500

- Recognition at both Golf and Reception
- Logo on name badges
- Opportunity to display banner at reception
- Logo listed on all marketing

GOLD SPONSOR \$1,000

- Recognition at the Reception
- Company name listed on all pre-convention materials, website, hospitality flyer and easel sign

MACO EVENT SPONSOR \$500

- Recognition at the MACO Reception

2024 GOLF SPONSORSHIP



COOZIE SPONSOR (EXCLUSIVE)\$750

- Present each golfer w/custom coozie w/logo
- Exclusive hole sponsorship



GOLF BALL SPONSOR (EXCLUSIVE)\$750

- Present each golfer w/custom golf ball w/logo
- Exclusive hole sponsorship

DOOR PRIZE SPONSOR (UNLIMITED)\$100

- Company announced as gift sponsor at reception w/opportunity to present winner

HOLE/GAME SPONSORSHIPS BELOW:

- Hole sponsorships include opportunity to be stationed at hole. Sponsors must provide their own tent, table, chairs, etc.
- HOLE-IN-ONE SPONSOR (EXCLUSIVE)\$1,000
- LONG DRIVE CONTEST (EXCLUSIVE)\$500
- EXCLUSIVE HOLE SPONSOR\$500

BEVERAGE CART SPONSOR (2 AVAILABLE)\$500

- Signage on golf cart and opportunity to drive cart

LEGISLATIVE BREAKFASTS

PRINCE GEORGE'S COUNTY

Don't miss this important annual event. It's your chance to give your two cents on the issues that are important to you and our industry.

- Informally meet with Elected County Officials and Department Directors
- Network with Top Department Staff
- Presentation of the Quality of Life Award
- Discuss Key issues & Concerns with Members of the County Executive's Office, Council and Staff



April 26, 2024
8:30am - 10:30am



100+ attendees



The Hotel at University of MD
Prince George's County



MONTGOMERY COUNTY

The annual legislative breakfast is the premier event for members to interact with the county executive, councilmembers, department and agency heads and staff.

2023 Sample Agenda:

- 8:00 – 8:45 | Check in, Coffee, Networking
- 8:45-9:10 | Breakfast served, Intro and Welcome Remarks – Lori Graf, CEO
- 9:15-9:30 | Marc Elrich, County Executive
- 9:30-9:40 | Evan Glass, Council President, At - Large
- 9:40-9:50 | Kumar Barve, Maryland Public Service Commission
- 9:55-10:20 | Malcolm Shaneman Quality of Life Award Presentation – Peter Ciferri, McMillan Metro
- Closing Remarks – Lori Graf, CEO



May 10, 2024
8:00am - 10:00am



125+ attendees



Marriott Bethesda
Downtown at Marriott HQ
(Montgomery Co.)



2024 SPONSORSHIP (EACH EVENT IS SEPARATE)

BREAKFAST SPONSOR..... \$500

- Includes 2 tickets
- Logo listed on all marketing materials and website
- Verbal recognition during breakfast

COFFEE SPONSOR..... \$275


- Includes 1 ticket
- Listing on all marketing materials and website
- Verbal recognition during breakfast

MBIA AWARDS OF EXCELLENCE

The MBIA Awards of Excellence features the **Land Development Awards**, sponsored by the Land Development Council. They recognize the development professionals who provide superior and creative development projects that are sensitive to the community and make appropriate use of existing natural elements.

Also held at the MBIA Awards of Excellence, MBIA sponsors four Leadership Awards, which are nomination only. The *Milton E. Kettler Lifetime Achievement Award*, the *Joseph C. Rodgers Award for Associate of the Year* and the *Stewart J. Greenebaum Award for Builder of the Year*.

Additionally, MBIA presents its association awards including our Chapter members of the year, our Volunteer and Most Active Member of the year, and our annual STARS club partners get recognized. Lastly, MBIA holds its nomination of our Board of Directors and Executive Committee.

 November, 2024
5:00PM - 8:30PM

 200+ attendees

 Laurel Park
(Anne Arundel County)

2023 AWARD WINNERS

- > Steve Breeden
Milton Kettler Lifetime Achievement
- > Cindy Plackmeyer
Greenebaum Builder of the Year
- > Alex Villegas
Joseph Rodgers Associate of the Year
- > Seth Churchill
Most Active Member of the Year
- > Leslie Rosenthal
Volunteer of the Year
- > Jeremy Rutter
Above and Beyond Award
- > Marilee Tortorelli
Anne Arundel County
Chapter Member of the Year Winners:
- > Jake Wittenberg
Baltimore City
- > Steve Smith
Baltimore County
- > Danielle Conrow
Charles County
- > Will Phippen
Howard County
- > Neil Blanc
Montgomery County
- > Andrew Brown
Prince Georges
- > Amy Dipietro
Upper Chesapeake

2024 SPONSORSHIP

- | | | | |
|---|---|---|---|
| PLATINUM SPONSOR | \$1,500 | SILVER SPONSOR | \$500 |
| <input type="checkbox"/> 4 tickets | <input type="checkbox"/> Logo on signage | <input type="checkbox"/> 1 ticket | <input type="checkbox"/> Recognition from speaker |
| <input type="checkbox"/> Recognition from speaker | <input type="checkbox"/> Slide on PowerPoint | <input type="checkbox"/> Listing on Webpage | |
| <input type="checkbox"/> Logo w/link on webpage | <input type="checkbox"/> List of attendees | | |
| GOLD SPONSOR | \$750 | PARTNER | \$250 |
| <input type="checkbox"/> 2 tickets | <input type="checkbox"/> Recognition from speaker | <input type="checkbox"/> Listing in program | <input type="checkbox"/> Listing on webpage |
| <input type="checkbox"/> Logo on PowerPoint | <input type="checkbox"/> Listing on signage | | |
| <input type="checkbox"/> Listing on Webpage | <input type="checkbox"/> List of attendees | | |



MARYLAND AWARDS OF EXCELLENCE & LAND DEVELOPMENT AWARD WINNERS

LAND DEVELOPMENT COUNCIL AWARDS

These awards are widely recognized as the area's most prestigious land development awards and are used to identify and promote best practices and professionals. Visit www.marylandbuilders.org/2023-land-development-awards

<p>2023 HONOREE Alex Villegas, Rogers Consulting</p>  <p>JOSEPH C. RODGERS SR. AWARD recognition of extraordinary and outstanding contributions to the Association by a non-builder member</p>	<p>2023 HONOREE Cindy Plackmeyer, DRB Group</p>  <p>STEWART J. GREENEBaum AWARD recognition of extraordinary and outstanding contributions to the Association by a builder member</p>	<p>2023 HONOREE Steve Breeden, Security Development</p>  <p>MILTON E. KETTLER AWARD recognition of a lifetime of unselfish participation, contributions and services to the building and housing industry and the community</p>
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CHAPTER MEMBER OF THE YEAR AWARDS

<p>Anne Arundel Marilee Tortorelli, Morris & Ritchie Associates</p> <p>Baltimore City Jake Wittenberg, Edgemont Builders</p> <p>Baltimore County Steve Smith, Gayford Brooks Realty Company</p>	<p>Charles County Danielle Conrow, Rodgers Consulting, Inc.</p> <p>Howard County Will Phippen, Security Development Group</p> <p>Montgomery County Neil Blanc, Rodgers Consulting, Inc.</p>	<p>Prince Georges Andrew Brown, ATCS, PLC</p> <p>Upper Chesapeake Amy Dipietro, Morris & Ritchie Associates</p>
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Jeremy Rutter
Above and Beyond Award

Leslie Rosenthal
Volunteer of the Year

Haley Kelly
Professional Women in Building Woman of the Year


Seth Churchill
Most Active Member

Maryland Building Industry Association | 11825 West Market Place, Fuzion MD 20759 | marylandbuilders.org


MAX+ (Maryland Awards of Excellence)

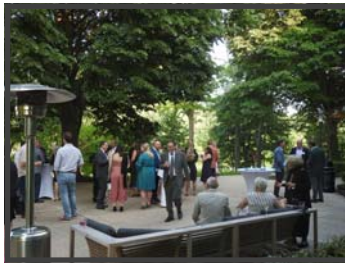


Sponsored by MBIA's Sales & Marketing Council, the prestigious Maryland Awards of Excellence program celebrates the best and brightest in the home building industry. The MAX program recognizes local home builders who provide buyers with excellence in design, livability and value. MAX presents awards for sales and marketing, merchandising, design and architecture and associate marketing and REMODELING. marylandbuilders.org/max

 April 11, 2024
6:00pm - 9:00pm

 200+ attendees

 Martin's West
(Baltimore County)



2024 SPONSORSHIP

PLATINUM SPONSORSHIP

\$2,500

- 6 Tickets
- Logo on website and registration
- Sponsor award presentation on stage
- Logo on ticket and invitations
- Spotlight introduction
- Full page in program
- Inclusion in post event marketing
- Individual signage and slide on screen

OPEN BAR SPONSORSHIP (EXCLUSIVE)

\$3,000

- Present premium open bar
- Exclusive drink in your name
- Cocktail napkins with logo
- ALL benefits of Platinum Sponsorship

AWARD WINNER BAG SPONSORSHIP

\$3,000

- Exclusive sponsor of custom bags presented to award winners
- ALL benefits of Gold sponsorship package

DESSERT SPONSORSHIP

\$2,500

- Exclusive sponsorship - your logo will be featured in chocolate on every dessert plate
- ALL benefits of Gold sponsorship package
- Includes cost of chocolate

GRAND PRIZE SPONSORSHIP

\$2,500

- Your logo will be featured on every ticket given to every attendee
- ALL benefits of Gold sponsorship package
- Opportunity to present winner on stage
- Includes cost of grand prize

GOLD SPONSORSHIP

\$2,000

- 4 Tickets
- Logo on website and registration
- Logo on signage and slide on screen
- Spotlight Introduction
- 1/2 page in program
- Inclusion in post event marketing

SILVER SPONSORSHIP

\$1,000

- 2 Tickets
- Logo on shared signage and slide on screen
- Inclusion in post event marketing
- Spotlight Introduction
- 1/4 page in program
- Listing on website and registration

BRONZE SPONSORSHIP

\$600


- 1 Ticket
- Listing on shared signage & slide on screen
- Recognition during program
- Listing in program


MONTGOMERY CO. CUSTOM BUILDER AWARDS



Custom home builders and architects are awarded top honors for their fine design and quality workmanship at the MBIA Montgomery County Custom Builder Awards. A diverse team of judges views both interior and exterior of the homes in addition to reviewing detailed written information, photographs and plans.

In this competitive custom housing market, winners are shining examples of the talent and expertise that our area has to offer.

 TBD
5:00pm - 7:30pm

 60+ attendees

 Home Depot Design Center
12087 Rockville Pike | Rockville, MD 20852



2023 AWARD WINNERS

- Sandy Spring Builders
- Zuckerman Builders
- Mangan Group Architects
- Castlewood Consulting
- Mid-Atlantic Custom Builders
- Laurence Cafritz Builders
- Douglas Construction Group
- Foxhall Homes
- The Block Builders Group
- Claude C. Lapp Architects
- Carter Inc.
- Bethesda Builders
- Finecraft
- Elie Ben Architecture
- Classic Homes

2024 SPONSORSHIP

PLATINUM SPONSOR\$1,500

- Logo on all marketing materials including pre and post marketing
- Signage at event including dinner tables
- On stage shout out by emcee
- Individual slide on Award presentation PowerPoint.
- Opportunity to display marketing materials on registration table
- 5 complimentary registrations to event w/reserved seating
- List of Attendees

GOLD SPONSOR\$1,000

- Listing on marketing materials including pre and post marketing
- Large listing on signage at event and PowerPoint
- 3 complimentary registrations to event

BRONZE SPONSOR\$500

- Listing on marketing materials including pre and post marketing
- Small listing on signage at event and PowerPoint
- 2 complimentary registration to event

SILVER SPONSOR\$750

- Logo on all marketing materials including pre and post marketing
- Signage at event & on stage shout out by emcee
- Individual slide on Award presentation PowerPoint
- 3 complimentary registrations to event

BAR SPONSOR\$2,000

- Logo on all marketing materials including pre and post marketing
- Exclusive "Open Bar provided by" sign on Bar(s)
- Signage at event & on stage shout out by emcee
- Individual slide on Award presentation PowerPoint
- 4 complimentary registrations to event

NAPKIN SPONSOR\$1,000

- Logo on all marketing materials including pre and post marketing
- ALL Napkins featuring your logo
- Signage at event & on stage shout out by emcee
- Individual slide on Award presentation PowerPoint
- 4 complimentary registrations to event

PRESIDENT'S LUNCHEON (INVITATION ONLY!)

Each year, our MBIA president invites and recognizes those with outstanding support of MBIA during the year to this annual invitation-only celebration. This is a very special way to celebrate the end of each year.

The event begins at 11:30 with a cocktail reception and is followed by a short presentation and lunch at 12:30. A special President's is given to a member who has gone above and beyond in his or her service to MBIA and whose work throughout the past year was significant in helping the president and the Association achieve one or more of the goals set forth at the beginning of the year. Additionally, we spotlight our Spike of the year! If you are lucky enough to get an invite, this is definitely an event you do not want to miss!

The only way to attend this prestigious and exclusive event is through INVITATION or SPONSORSHIP.



December XX, 2024
11:30am - 2:30pm



100+ attendees
(INVITATION ONLY!)



Congressional Country Club



2024 SPONSORSHIP

PRESENTING SPONSOR

\$2,500

Your company name will appear on event email announcements and onsite signage. Sponsorship includes 5 tickets and a special verbal recognition from the President at the event.

RECEPTION SPONSOR

\$750

Your company name will appear on event email announcements and onsite signage. Sponsorship includes 2 tickets and a special verbal recognition from the President at the event.

BAR SPONSOR

\$2,000

Your company name will appear on event email announcements and bar signage. Sponsorship includes 4 tickets and a special verbal recognition from the President at the event.

DESSERT SPONSOR

\$300

Your company name will appear on event email announcements and onsite signage. Sponsorship includes 1 ticket.



IF YOUR COMPANY IS A
MBIA MEMBER, THAT MEANS...
**YOU'RE A
MEMBER TOO!**

The Maryland Building Industry Association has more than 1,000 member companies. And every employee of those companies is a member of MBIA as well!

Yes, that means you!

As a member, you have full access to all the resources offered by the association.



MBIA is here to help **ADVANCE & STRENGTHEN** your career.
SEE WHAT OPPORTUNITIES ARE AVAILABLE FOR YOU!

Chapters focused on your location | Councils focused on your area of specialty
Networking events | Industry education | Lobby Lawmakers

YOUR FOUNDATION IS SET - NOW STARTING BUILDING YOU!