

2012

HOME BUILDERS

ASSOCIATION OF MARYLAND

Membership Information & Application

“Every man owes part of his time and money to the business or industry to which he is engaged. No man has a moral right to withhold his support from an organization that is striving to improve conditions within his sphere.”

—Theodore Roosevelt



HOMEBUILDERS

Association of Maryland



www.homebuilders.org



HOME BUILDERS ASSOCIATION OF MARYLAND



WE ARE COMMITTED TO YOUR SUCCESS

The Home Builders Association of Maryland, established in 1919 and chartered by the National Association of Home Builders in 1943, is dedicated to serving the entire building and housing industry. To improve the business climate for its members, HBAM encourages and promotes:

- the growth, strength and image of the building and housing industry by providing governmental advocacy, networking, social opportunities, education, information and positive public relations;
- the goodwill, confidence and support of its members, the general public and governmental agencies at all levels;
- the highest professional standards in the building and housing industry;
- member involvement in the communities in which they live and do business;
- the proactive development of laws, regulations and standards that affect the building and housing industry; and,
- the production, preservation and management of a variety of quality housing and commercial buildings to meet the various needs of our communities.

HERE IS HOW

Chapters and Chapter Boards

HBAM's political strength depends on strong and active County Chapters to drive the Association's grassroots efforts on the state and local levels. Chapter membership and involvement is free to HBAM members and is your best opportunity to stay abreast of the latest legislation impacting the industry.

Each Chapter is comprised of a voluntary Board that meets monthly to discuss the latest regulations and proposed new laws, to formulate a response and provide direction to the Association's lobbyists, and to hear directly from state and county elected officials and staff. Serving on a Chapter Board is your best opportunity to impact legislation and voice your opinion on issues important to you. Chapters also hold a variety of other meetings and networking events throughout the year.

Committees

HBAM functions through a variety of issue and event specific committees. Members who serve on committees donate their time to the organization and provide a member perspective. Committees include:

- * Builder Mart
- * Events
- * Legislative
- * International Builders' Show (IBS)
- * Awards
- * Codes, Planning & Zoning (Chapters)
- * Maryland Community Builders Foundation
- * Membership

Councils

HBAM supports 4 councils:

- * the **Land Development Council** – dealing with land developing and engineering issues;
- * the **Sales and Marketing Council** – dealing with sales and marketing professionals in the home building industry;
- * the **HBAM Remodelers** – dealing with issues affecting the home remodeling aspect of our industry;
- * **Maryland Residential Green Building Council** – dealing with all aspects of green construction

A separate council fee, from \$65 to \$100, is collected from any individual of an HBAM member company wishing to join a council.

Education

HBAM offers continuing education programs on a variety of topics relevant to the housing industry. It pursues a progressive role in furthering education and upgrading the skills of HBAM's members in order to fully contribute to industry professionalism.

- * Certified Graduate Remodeler
- * Graduate Builder Institute
- * Real Estate CEU's
- * Institute of Residential Marketing (IRM)
- * Certified New Homes Sales Professional (CSP)
- * Certified Aging in Place (CAPS)
- * Monthly courses specific to green construction
- * Certified Green Professionals
- * Engineer CEU's

Events & Conferences

HBAM hosts a variety of events and programs each year that provide both business and social forums to increase your industry contacts.

- * Builder Mart
- * Celebrity Chef Night & Auction
- * Chapter events with elected officials
- * Governor's Annual Housing Conference
- * HBAM Remodelers Awards of Excellence
- * ICON Awards
- * International Builders' Show (IBS)
- * Key Connections
- * Green Key Connections
- * Land Development Council Excellence in Community Development Awards
- * Maryland Awards of Excellence (MAX)
- * SMC Sales Camp
- * Night at the Yard - Orioles Game/Bullpen party
- * Real Estate & Construction Forecast Conference

Foundation

The Maryland Community Builders Foundation, the charitable arm of the Home Builders Association of Maryland, was formed to promote shelter related activities for those less fortunate throughout the Baltimore region. The Foundation focuses on 'sticks and bricks' projects that provide shelter or shelter improvements for needy families. Visit www.buildingindustriesfoundation.org for more details.



Legislative Advocacy

HBAM provides effective legislative lobbying at the local, state and national level, representing housing interests and advocating strong positions on issues that impact you. HBAM's Government Affairs department has a full time professional lobbying staff that is only a phone call or email away.

Money Saving Opportunities

HBAM has a host of affinity programs that provide money saving opportunities for businesses to cut operating costs. We provide programs on worker's comp insurance, health and life related insurance, advertising discounts, wireless services (through Verizon Wireless) and telecom services through partnerships with various providers. Because your membership in HBAM also gives you member benefits with NAHB, there are additional money saving opportunities available through them. Visit www.homebuilders.org/page/moneysavings/ to see the full details on each program.

PACs (Political Action Committees)

The HBAM PACs support state and local political candidates who understand the importance of a sound Maryland economy and the critical role the home building industry plays in preserving the state's business climate. HBAM PACs give our industry political credibility which means that we will have an opportunity to state our case to lawmakers who are willing to listen to our views before they cast a vote. The strength of our PACs allow our industry to hold lawmakers accountable for their votes by either supporting them at election time or supporting their opponents.

Public Relations & Publications

HBAM stays on the forefront of issues that affect the home building industry. We work hard to protect the image and credibility of our members and the Maryland home building industry as a whole. HBAM provides numerous modes of delivering news and industry information to its members to keep them in touch with the changing dynamics of their industry. Forms of communication include:

- * Mid-Atlantic Builder
- * HomeFront On-Line
- * HBAM Directory & Buyers' Guide
- * www.homebuilders.org
- * Press Releases
- * BuilderNewsNetwork
- * Builder Mart magazine

Sponsorships

As a member benefit, take your company to a new level by sponsoring one or more events throughout the year. Ask about our annual sponsorships or simply choose a specific event to heighten your company's visibility over its competitors.

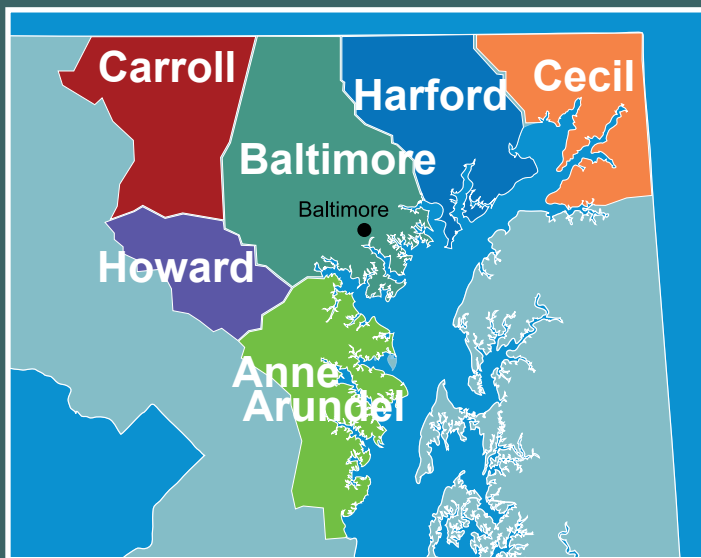
State and National Affiliations

Through your membership in HBAM, you are also automatically a member of the Maryland State Builders Association and the National Association of Home Builders (NAHB). This offers even broader member benefits to HBAM members. For additional information, visit www.nahb.org

Website

www.homebuilders.org is #1 Google rated when searching for Maryland home builders. HBAM's website provides members numerous vehicles for promoting their business through advertising, linking and subscription opportunities. Keep up to date on events, legislative activities and a list of current members. There is also a consumer section that drives business to you. Use the website to enhance your directory listing, have your business listed in more than one business category and purchase banner ads all geared towards heightening your exposure.

HBAM - WHERE MEMBERS DO BUSINESS WITH MEMBERS



THE HOME BUILDERS ASSOCIATION OF MARYLAND (HBAM) is the largest and oldest builders' association in Maryland. For over 90 years, the association has served as a housing advocate in the Baltimore metropolitan area. HBAM is chartered by the National Association of Home Builders (NAHB) to serve: Anne Arundel County, Baltimore County, Baltimore City, Carroll County, Cecil County, Harford County and Howard County.



2012 HOME BUILDERS ASSOCIATION OF MARYLAND



Membership Application

STEP 1

What type of member are you.
(see definitions on reverse side)

- Builder and/or Developer
 Remodeler
 Associate

STEP 2

Please choose 1 PRIMARY business function to identify you in our Annual Buyers' Guide and on-line membership directory.
(see reverse side for options)

- Builder
 Developer
 Remodeler
 Professional Service
 Supplier
 Subcontractor

Description (see reverse side): _____

STEP 3

Choose your dues level based on Annual Gross Revenues related to the home building industry in our support areas.

BUILDER & DEVELOPER

Dues Level	Annual Gross Revenue \$	Annual Dues
<input type="checkbox"/> I	\$0-2.5 Million	\$ 800
<input type="checkbox"/> II	\$2.5-5 Million	\$ 1,700
<input type="checkbox"/> III	\$5-10 Million	\$ 3,350
<input type="checkbox"/> IV	\$10-25 Million	\$ 5,075
<input type="checkbox"/> V	\$25-50 Million	\$ 6,990
<input type="checkbox"/> VI	\$50-100 Million	\$ 8,650
<input type="checkbox"/> VII	\$100-200 Million	\$ 10,900
<input type="checkbox"/> VIII	Over \$200 Million	\$ 14,200

REMODELER*

Dues Level	Annual Gross Revenue \$	Annual Dues
<input type="checkbox"/> I	\$0-500,000	\$ 485
<input type="checkbox"/> II	\$500,000-2.5 Million	\$ 850
<input type="checkbox"/> III	\$2.5-5 Million	\$ 1,390
<input type="checkbox"/> IV	\$5-25 Million	\$ 1,750
<input type="checkbox"/> V	Over \$25 Million	\$ 3,590

ASSOCIATE

Dues Level	Annual Gross Revenue \$	Annual Dues
<input type="checkbox"/> I	\$0-2.5 Million	\$ 820
<input type="checkbox"/> II	\$2.5-5 Million	\$ 1,060
<input type="checkbox"/> III	\$5-10 Million	\$ 1,310
<input type="checkbox"/> IV	\$10-25 Million	\$ 1,600
<input type="checkbox"/> V	Over \$25 Million	\$ 3,180

Return this page with payment to:
HBAM
7127 Ambassador Road, Suite 150
Baltimore MD 21244
Fax: 410-265-6529

Questions, contact the
HBAM Membership Department at
410-265-7400, ext. 115
or visit www.homebuilders.org

Application is made for membership in HBAM. I agree to abide by the HBAM by-laws and the NAHB Code of Ethics (both available by request). In the event of membership termination, I agree to immediately discontinue use of the HBAM insignia in any form. The information furnished herein is true and correct and is provided for the purpose of inducing HBAM to consider this application for membership. I understand approval of my membership is subject to review and acceptance of the HBAM Executive Committee or Board of Directors and that the deposit of my payment does NOT constitute membership approval.

STEP 4

Provide a primary contact and any secondary contact names.

PRIMARY CONTACT

COMPANY _____
NAME _____ TITLE _____
BUSINESS ADDRESS _____
CITY _____ STATE _____ ZIP _____
PHONE _____ FAX _____
E-MAIL (REQUIRED)* _____
Preferred method of communication
 email fax
* to access & manage your member profile and register online for events
WEBSITE _____



GET LINKED UP: Online Web Link with priority placement that includes your logo, description of services, contact information and a direct link to your website. All for only \$100 per year.

of EMPLOYEES _____ MHIC# _____ # of homes/units built annually _____

Did a Member of HBAM Refer You? *

COMPANY NAME _____ NAME _____

SECONDARY CONTACT #1 (will receive HBAM publications and event information)

NAME _____
TITLE _____ EMAIL _____
PHONE _____ FAX _____

Preferred method of communication

- email fax

SECONDARY CONTACT #2 (will receive HBAM publications and event information)

NAME _____
TITLE _____ EMAIL _____
PHONE _____ FAX _____

STEP 5

Would you like to participate in our Chapters which are FREE?

- All Chapters
 Anne Arundel County
 Baltimore City
 Baltimore County
 Carroll County
 Howard County
 Upper Chesapeake (serving Cecil & Harford Counties)

STEP 6

Would you or an employee like to join a Council?

- HBAM Remodelers (+ \$65 per person)

Representative Name: _____

- Sales & Marketing Council (+ \$75 per person)

Representative Name: _____

- Land Development Council (+ \$65 per person)

Representative Name: _____

- MD Residential Green Building Council (+\$100 per person)

Representative Name: _____

STEP 7 - PAYMENT

TOTAL DUES \$ _____
TOTAL HBAM COUNCIL FEE(S) \$ _____
TOTAL WEBSITE LINK FEE \$ _____
TOTAL ENCLOSED \$ _____

CREDIT CARD/PAYMENT INFORMATION

- MasterCard Visa American Express Check

Account Number _____ Exp. Date _____

Name on Card _____ Zip code of billing address _____

Date _____ Auth. Signature _____

Print Name _____ Title _____



Definitions of Home Builders Association of Maryland Membership Categories



BUILDER & DEVELOPER MEMBER

Any company that is (or has) developed land, or is in the business of building homes, apartments, schools, commercial, industrial or other structures normally related to a community.



REMODELER MEMBER

Any company that has over 65 percent of its business dedicated to remodeling homes, apartments, schools, commercial, industrial or other structures normally related to a community.



ASSOCIATE MEMBER

Any company that engages in a trade, industry or profession related to, or serving the housing or building industry. (i.e. suppliers, subcontractors and professional service providers)

*if your primary business function does not appear on this list, simply write a brief description in the Description area on the reverse membership application (Step 2).

Primary Business Descriptions

The descriptions below represent the diversity of our membership and the home building industry in general. We ask that you choose from this list one area that best describes your **PRIMARY** business focus. Be sure to add your description to **Step 2** to ensure we list you in the appropriate area on our on-line membership directory, Annual Buyer's Guide as well as in other areas we may identify or target your business.

If you would like your company to be added to more than one business category, go to www.homebuilders.org/page/vendor/ and click on the "To purchase more business activity listings" link for the form needed to add additional listings.

BUILDER & DEVELOPER DESCRIPTIONS

Custom
Production
Small Volume
Developer

REMODELER DESCRIPTIONS

Full Service
Exteriors
Kitchen & Bath
Specialty

ASSOCIATE DESCRIPTIONS

PROFESSIONAL SERVICE PROVIDERS

Academic & Training
Accounting
Advertising & Marketing
Appraisals
Architecture & Drafting
Banking & Mortgage
Cleaning
Communication & IT Sys.
Consulting & Customer Svc.
Employment Services
Engineering & Technical
Environmental Services
Event Management/Facility
Financial Services
Home Warranty
Insurance
Interior Design
Legal
Office Equipment
Photography
Property Management
Publishing & Printing
Real Estate
Signs & Displays
Titles & Settlement
Utilities

SUPPLIER

Adhesives, Sealants, Tile & Grout
Appliances
Audio & Video
Cabinets & Countertops
Central Vacuum
Closets & Shelving
Decks & Fences
Decorative glass
Doors, Windows & Glass Block
EIFS & Stucco
Electrical
Elevator & Lift Systems
Equipment Rental & Financing
Fasteners
Fire Protection Sprinklers
Fireplaces
Flooring
Furniture Rental
Garage Doors & Organization

SUPPLIER (continued)

Generators
Green Building Products
Hardware
HVAC
Insulation & Drywall
Landscaping
Lighting & Fixtures
Lumber & Millwork
Mailboxes & Outside Identifying Signs
Masonry & Concrete
Mobile Buildings, Storage, Trailers
Modular Homes
Paint & Wallcoverings
Plumbing Products & Fixtures
Promotional Products
Propane
Roofing & Gutters
Security & Safety
Siding
Stairs & Railings
Steel & Steel Products
Stone, Marble & Granite
Sunrooms/Greenhouse, Skylights & Screens
Swimming Pools & Outdoor Rec.
Tools & Equipment
Trim & Accents
Trusses
Waste Management & Disposal
Water Condition, Mgmt., Proof. & Wells
Window Treatments

SUBCONTRACTOR

Carpentry
Decks & Fences
EIFS & Stucco
Electrical & Structural Wiring
Elevator & Lift Systems
Excavating, Grading & Utilities
Flooring
Foundations & Concrete
General Contractors
HVAC
Insulation & Drywall
Landscaping & Lawn Care
Masonry & Concrete
Mold Inspections, Services & Pest Control
Paint & Wallcoverings
Paving
Plumbing
Roofing & Gutters
Safety & Fire Protection Sprinklers
Siding
Stairs & Railings
Stone, Marble & Granite
Trucking Services
Waste Management & Disposal
Water Conditioning, Management, Proofing & Wells



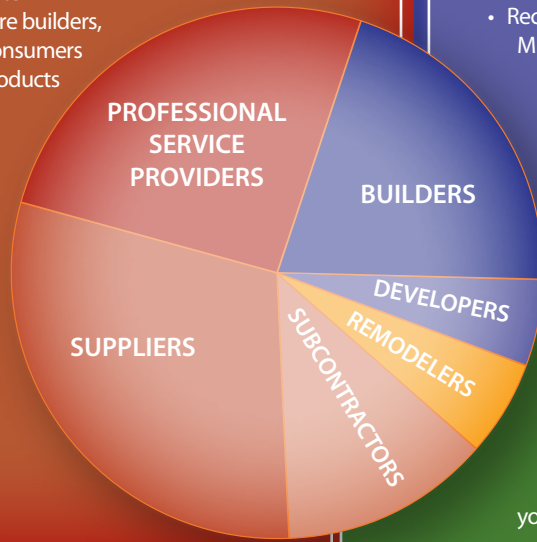
Why Join Home Builders Association of Maryland

SUPPLIERS, SUBCONTRACTORS & PROFESSIONAL SERVICE PROVIDERS

- Opportunities to meet over 300 builders, remodelers and developers at networking events like Builder Mart, Celebrity Chef Night, ICON Awards, chapter events, networking events and member hosted happy hours
- Key Connections – a unique opportunity where we GUARANTEE you face-to-face time with our builder, remodeler and developer purchasing managers, owners and financial administrators – the decision makers for products and services
- Sponsorship Opportunities to place your product or service above the rest at premier events and conferences
- Exhibit your products and services in our tradeshow and/or consumer shows. The Annual Builder Mart is the Mid-Atlantic's premier industry-only event drawing over 4,000 builders, remodelers, developers and general contractors.
- A wide variety of committees, chapters and councils in which key staff members can participate to aid in developing greater exposure for your company
- Membership in the Maryland State Builders Association (MSBA) and National Association of Home Builders (NAHB)
- A directory listing on the website www.homebuilders.org – where builders, developers, remodelers and consumers can find your company and products
- Receive member-only publications such as Mid-Atlantic Builder, HomeFront On-Line, HBAM Directory and Buyers' Guide and BuilderNewsNetwork to keep you up-to-date on the latest industry news

BUILDERS AND LAND DEVELOPERS

- Legislative advocacy at the national, state and local level: 2 full-time lobbyists
- Connections to close to 600 subcontractors, suppliers and professional service providers
- Industry-related events such as Builder Mart, Celebrity Chef Night and Maryland Awards of Excellence (MAX)
- Educational programs designed to help you stay informed on issues affecting your business such as the Real Estate & Construction Forecast Conference, Governor's Annual Housing Conference and Maryland Residential Green Building Council
- Key Connections: our unique one day program designed for Builders to pre-screen face-to-face, potential subcontractors, suppliers and professional service providers
- A Land Development Council dedicated to your needs along with the Land Development Council Community Development Awards of Excellence
- A directory listing on our website www.homebuilders.org, where consumers can find out more details about your company and products
- Membership in the Maryland State Builders Association (MSBA) and National Association of Home Builders (NAHB)
 - Receive member-only publications such as Mid-Atlantic Builder, HomeFront On-Line, HBAM Directory and Buyers' Guide and BuilderNewsNetwork to keep you up-to-date on the latest industry news



REMODELERS

- The HBAM Remodelers is dedicated to your specific interests and includes opportunities to participate through committees and board positions
- The HBAM Remodelers Awards of Excellence program allowing you to enter and showcase your projects
- Networking events year-round including Annual Spring Dinner
- Membership in the Maryland State Builders Association (MSBA) and National Association of Home Builders (NAHB)
- Programs featuring panels of area experts discussing financial management, software and systems, managing and retaining subcontractors, cost effective operations management, marketing and innovative cost effective design ideas and solutions
- Key Connections: our unique one day event designed for Remodelers to pre-screen face-to-face, potential subcontractors, suppliers and professional service providers
- A directory listing on our website www.homebuilders.org, which has received over 3 million hits, where consumers can find out more details about your company and products
- Industry-related events such as Builder Mart and Celebrity Chef Night.
- Special website at www.mdremodelers.org for the latest industry and council information



**COMING IN 2012
THE MARYLAND CENTER FOR HOUSING**