

A large, modern white house with a swimming pool and patio. The house features a prominent chimney, multiple gables with large windows, and a covered patio area with lounge chairs and a pergola. The pool is in the foreground, reflecting the sky and the house. The overall scene is bright and sunny, suggesting a high-end residential property.

**MBIA**

# PLANNING & MARKETING GUIDE 2023

2022 Remodeling & Custom Building Awards of Excellence Winner - Pyramid Builders

Build a customized marketing plan with this complete guide to MBIA sponsorships, events and advertising.

# Table of Contents

President’s Message, “Using this Guide” .....	3	Home Builders Care Foundation Bull & Oyster Roast .....	29
CEO Message, “Menu of Possibilities” .....	4	International Builders Show .....	30
MBIA Staff Directory .....	4	Land Expo .... ..	31
About Us .....	5-6	March Madness Celebration .....	32
MBIA Stars Club .....	7-8	Maryland Real Estate Convention .....	33
MBIA Partnership .....	9-10	Legislative Breakfasts .....	34
Get Connected .. ..	11-14	MACO..... ..	35
Online & Email Marketing .....	15-17	MGM Networking Event .....	36
Other Marketing Opportunities .....	18	MBIA Awards of Excellence .....	37
Advocacy Support Opportunities .....	19-20	Maryland Awards of Excellence (MAX) .....	38
MBIA Board of Directors Meeting .....	21	Montgomery County Custom Building Awards .....	39
Events and Sponsorship .....	22	Multifamily Trends Conference .....	40
2022 Full Calendar .....	23	Day at the Races (Nothing but Networking).....	41
Annual MBIA Installation .....	24	President’s Luncheon (Invitation Only).....	42
Builder Connections .....	25	“You’re a member too” Campaign .....	43
Builder Mart .. ..	26		
Advocacy Events .....	27		
Golf Classics .....	28		



Maryland Building Industry Association  
 11825 W. Market Place  
 Fulton, MD 20759  
 301-776-6242 ph  
[www.marylandbuilders.org](http://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”



2023 MBIA President  
JEREMY RUTTER  
Rutter Project Management

# A Message from Our President

## Using this Guide

2023 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 2023? 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, Builder Connections or our PROs picnic?

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 2023 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 2023 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!  
Jeremy Rutter



# A Note from Our CEO



MBIA CEO  
Lori Graf

## Your 2023 Menu of Possibilities

We are pleased to present for your 2023 planning (and reading pleasure) the Marketing Guide. But before I go any further, I must thank our 2022 sponsors and partners. In what was a unique and challenging year, we cannot thank our 2022 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. 204

**CHRIS BAUGHAN, Director of Membership and Sales**

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**ISAAC AMBRUSO, Vice President, Government Affairs**

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pkane@marylandbuilders.org | ext. 212

**BECKY MYERS, Administrative Assistant**

bmyers@marylandbuilders.org | ext. 266

# WHO WE ARE | ABOUT US

# 7 GREAT REASONS TO JOIN!



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! Just in 2018 alone, MBIA reviewed 199 of the over 2,800 bills introduced by the Senate and the House and recorded 97 positions, submitted testimony to 70 hearings and sent over 2,600 emails to legislators. We are very proud of the successes we achieve each year.

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](http://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](http://www.hbcf.org)

## 1. STRENGTH IN NUMBERS

When you join MBIA, you automatically become a member of the National Association of Home Builders (NAHB) and the Maryland State Builders Association (MSBA). NAHB has over 160,000 members nationwide while MSBA has over 1,300.

## 2. ADVOCACY

Our government relations efforts champion housing affordability. With a dedicated government affairs staff of 5 dedicated, MBIA has devoted substantial resources to ensure the industry's best interests are represented in each county and at the state level.

## 3. EXPAND YOUR NETWORK

MBIA opens many doors to new business opportunities. Share ideas and build reputations through networking events. With 90+ networking opportunities throughout the year, MBIA provides you with over 9,000 potential network connections.

## 4. POSITIVE IMAGE

Project a positive image of your company to your customers. 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.

## 5. EDUCATE

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. Industry specific education through NAHB designation courses, statewide initiatives, and classes of local interest.

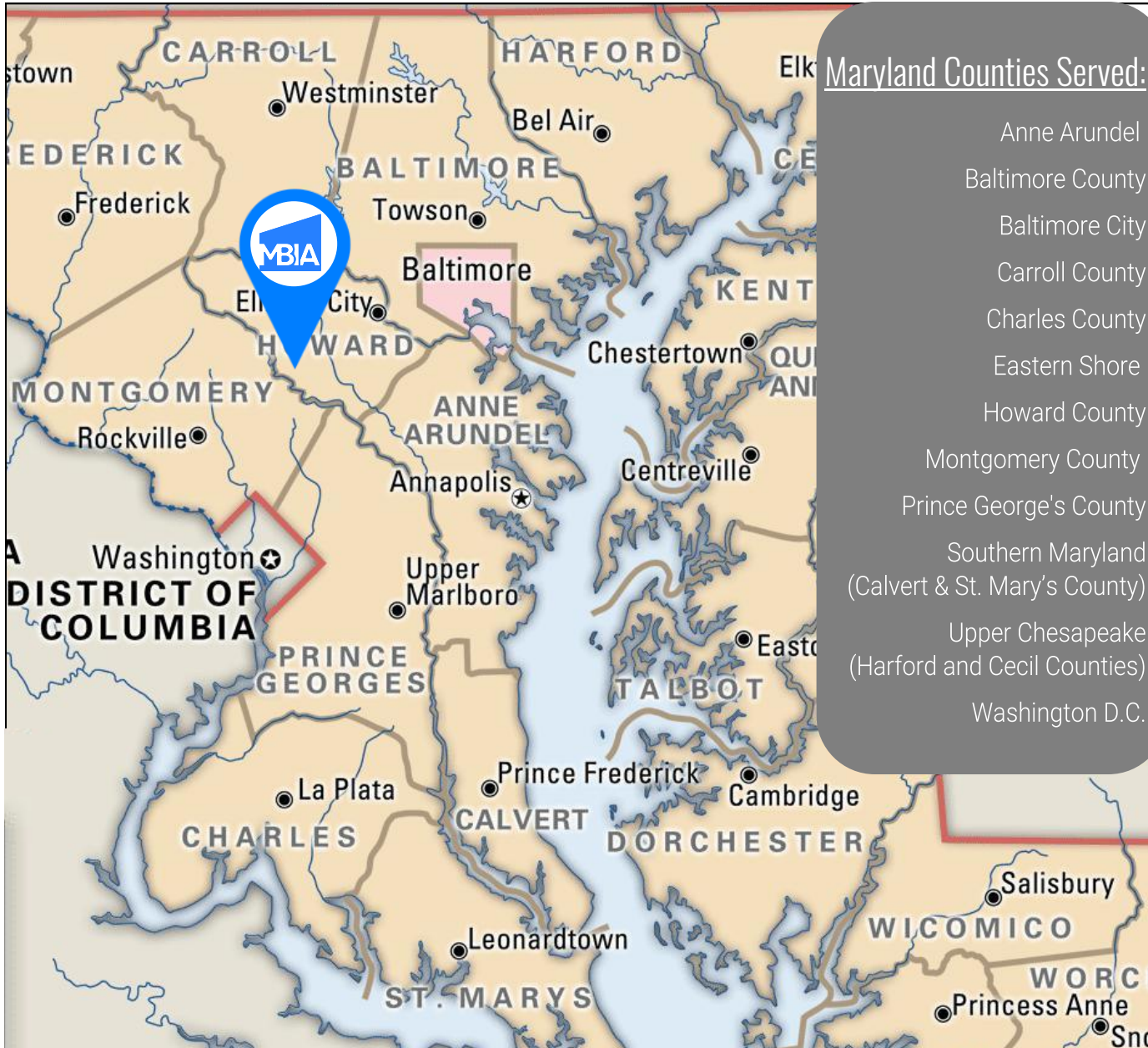
## 6. MEMBERS ONLY DISCOUNTS

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.

## 7. SUPPORT YOUR COMMUNITY

The Home Builders Care Foundation (HBCF) has a history of giving back to the community in a variety of ways, and our member volunteers have contributed their resources to making their communities better places in which to live, work, and play.

# 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**  
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**CHRIS BAUGHAN, Director of Membership and Sales**  
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# 2023 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



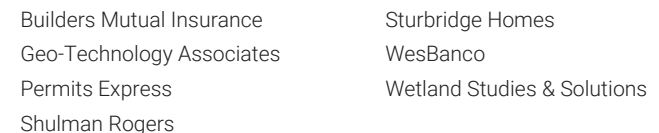
### GOLD



### SILVER



### BRONZE



# 2023 MBIA STARS CLUB

## STARS CLUB BENEFITS

- > Complimentary tickets to MBIA Events\*
- > Recognition on STARS Club Banner
- > Invitation to 2023 MBIA Executive committee meeting
- > Personal introductions to MBIA members
- > Invitation and special recognition with award at MBIA Awards of Excellence
- > Opportunity to hold webinar promoted by MBIA
- > STARS Signage featured at MBIA signature events
- > Company listing/logo on MBIA website
- > Complimentary enhanced listing in online directory

## PLATINUM SPONSOR

\$10,000

- > 35 complimentary event tickets to use annually\*
- > Logo recognition on ALL MBIA meeting agendas
- > 4 complimentary MBIA Council memberships
- > 2 complimentary Webinars promoted by MBIA
- > One complimentary foursome at the MBIA Golf Outing
- > Complimentary table of 8 to the Awards of Excellence
- > Invitation and Recognition at MBIA President's Luncheon
- > Full Page Advertisement in 2023 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)
- > 1 Facebook Post
- > Platinum STAR recognition at ALL events attended

\*Events Excluded from STARS Ticket usage:

- |  |                                      |
|--|--------------------------------------|
| <input type="checkbox"/> Builder Mart                    | <input type="checkbox"/> HBCF Events |
| <input type="checkbox"/> Golf Outings (tickets included) | <input type="checkbox"/> GALA Awards |
| <input type="checkbox"/> PAC Events                      |                                      |

## MBIA "ELITE" BUILDER

\$8,000

- > 20 complimentary tickets to use annually at any applicable MBIA event
- > 10 complimentary tickets to 2023 Builder Mart
- > 4 complimentary MBIA Council memberships
- > One complimentary foursome at MBIA Golf Outing
- > Invitation and Recognition at President's Luncheon
- > 2 complimentary entries to MAX
- > 5 complimentary entries to 2023 PROs Awards
- > FREE Builder registration for Builder Connections & Day at the Races
- > Company logo with link on homepage of website (marylandbuilders.org)
- > Large logo recognition on STARS Club signage.

## GOLD SPONSOR

\$6,000

- > 20 complimentary tickets to use annually at any applicable MBIA event\*
- > 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 2023 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)
- > 1 Facebook Post

## SILVER SPONSOR

\$4,000

- > 12 complimentary tickets to use annually at any applicable MBIA event\*
- > 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 2023 MBIA Planning Guide
- > 1 MBIA eLert (email blast)
- > 1 Facebook Post

## BRONZE SPONSOR

\$2,500

- > 8 complimentary tickets to use annually at any applicable MBIA event\*
- > Recognition on ALL MBIA meeting agendas
- > 1 golfer at the MBIA Golf Outing at Turf Valley
- > 1 ticket to the MBIA Awards of Excellence
- > Listing in 2023 MBIA Planning Guide
- > Company listing with link on STARS Club page of marylandbuilders.org

please note

- > All 2023 STARS Club partners are required to pay, or have a payment plan in place prior to January 31, 2021.
- > 2023 STARS Club sponsorships will be sold starting 1/1/23
- > Deadline to sponsor 2023 MBIA STARS Club is 1/31/23

QUESTIONS? READY TO SIGN UP?  
CONTACT:

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



# 2023 MBIA PARTNERSHIP

## MAXIMIZE YOUR 2023 INVESTMENT!

### 2022 MBIA Partners

#### PREFERRED PARTNERS (\$20,000+)



#### DIAMOND PARTNERS (\$10,000+)



“ We recognize the invaluable service MBIA provides to all members in the way of networking, advocacy, as well as the opportunity to build lifelong relationships. Since joining MBIA, our business has grown in ways we never could have imagined. We only wish we had joined sooner, and strongly recommend that any company serious about the homebuilding industry do so as soon as possible. ”

- Mike Griffith  
Residential Title & Commercial Settlements

Get more from your sponsorship dollars by becoming a “MBIA Partner.” Companies that spend a total of \$7,500 or more on sponsorships and advertising during 2023 will receive special value-added bonuses - FREE!

(Partnerships are first-come, first-served. Some exclusions apply, including but not limited to dues, fees, event tickets, Builder Mart booth fees, charitable contributions, PAC contributions)

To become a MBIA partner, your company must commit to the total sponsorship amount, and a down payment must be received prior to January 31, 2023.

QUESTIONS?  
CONTACT:

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

#### PLATINUM PARTNERS (\$7,500+)

Caruso Homes  
Sandy Spring Bank  
McMillan Metro  
Williamsburg Homes

Shelter Systems  
Morris & Ritchie  
Rutter Project Management  
Elm Street Communities

# 2023 MBIA PARTNERSHIP

## PREFERRED PARTNER .....\$20,000

Limited to (3) companies. Down payment of \$5,000 must be received by Jan. 31, 2023. Remainder to be paid in monthly installments of \$1,500 for 10 months (Feb-Nov 2023) or paid in full by March 31, 2023.

- Top billing on all banners, event shout-outs and event PowerPoint slides
- Logo displayed on all emails sent from MBIA (appr. 40,000/month)
- 2 Facebook Live Sponsorships
- 2 Facebook Posts
- 2 “Need to know” sponsorships
- Logo on MBIA Membership brochure and MBIA Marketing 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
- 3 advertisements on Inside MBIA (bi-weekly newsletter)
- 1 advertisement on Advocacy Report (monthly legislative email)
- Logo displayed on printed MBIA Newsletter
- Logo displayed on MBIA Upcoming Events email
- Up to 5 free room rentals during 2023. Includes all rooms
- Special invite and shout out at each MBIA Board of Directors meeting
- Opportunity to present at each new member orientation

## PINNACLE PARTNER .....\$15,000

Limited to (5) companies. Down payment of \$3,000 must be received by Jan. 31, 2023. Remainder to be paid in monthly installments of \$1,200 for 10 months (Feb-Nov 2023) or paid in full by March 31, 2023.

- Company logo printed on all new member letters and membership renewal letters
- 1 month advertisement on Builder News Network
- 4 weeks sponsored content Builder News Network ad
- 1 month rotating banner ad on marylandbuilders.org
- 2 advertisements on Inside MBIA (bi-weekly newsletter)
- 1 advertisement on Advocacy Report (monthly legislative email)
- Listing on printed MBIA Newsletter
- Listing on MBIA Upcoming Events email
- 1 Facebook Live Sponsorship
- 1 Facebook Post
- 1 “Need to know” sponsorship
- Opportunity to present at each new member orientation
- Up to 3 free room rentals during 2023. Includes all rooms

## DIAMOND PARTNER .....\$10,000

Limited to (5) companies. Down payment of \$2,500 must be received by Jan. 31, 2023. Remainder to be paid in monthly installments of \$750 for 10 months (Feb-Nov 2023) or paid in full by March 31, 2023.

- Company listed on all new member letters and membership renewal letters
- 1 month rotating banner ad on marylandbuilders.org
- 3 weeks sponsored content Builder News Network ad
- 1 advertisement on Inside MBIA (bi-weekly newsletter)
- 1 advertisement on Advocacy Report (monthly legislative email)
- 1 Facebook Live Sponsorship
- 1 Facebook Post
- 1 “Need to know” sponsorship
- Opportunity to present at each new member orientation
- Up to 2 free room rentals during 2023. Includes all rooms

## PLATINUM PARTNER .....\$7,500

Unlimited. Down payment of \$1,500 must be received by Jan. 31, 2023. Remainder to be paid in monthly installments of \$600 for 10 months (Feb-Nov 2023) or paid in full by March 31, 2023.

- Company listed on all new member letters and membership renewal letters
- 2 weeks sponsored content Builder News Network ad
- 1 advertisement on MBIA eNews (bi-weekly newsletter)
- 1 Facebook Live Sponsorship
- 1 Facebook Post
- 1 free room rental during 2023. Includes all rooms



- > All 2023 MBIA Partners are required to have a valid credit card on file with MBIA. Deadline to become a 2023 MBIA Partner is 2/28/2023.
- > 2023 individual sponsorships will be sold starting 1/1/23.
- > Partners may only submit ONE logo for inclusion on MBIA correspondence. All free ads must be designed and submitted by the advertiser.
- > All free sponsorships and advertisements are subject to schedule availability.
- > Room reservations must be scheduled with MBIA Office Assistant in advance, pending availability.

# CHAPTER & 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](mailto:cbaughan@marylandbuilders.org)



# CHAPTER & COUNCIL PARTICIPATION



chapters | councils | 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.

Anne Arundel County  
Chair: Kevin Haines  
Staff Contact: Isaac Ambruso  
Date: 2nd Tuesday, Noon  
Location: Hyatt & Weber

Baltimore City  
Chair: Jake Wittenburg  
Staff Contact: Isaac Ambruso  
Date: 1st Friday, Noon  
Location: MRA Key Highway

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

Howard County  
Chair: Bruce Harvey  
Williamsburg Homes  
Staff Contact: Isaac Ambruso  
Date: 2nd Thursday, Noon  
Location: MBIA Offices

Prince George's County  
Chair: Nate Forman  
O'Malley Miles Nyland & Gilmore  
Staff Contact: Griffin Benton  
Date: 1st Friday, 8:30am  
Location: County Admin Building

Upper Chesapeake  
Chair: Doug Vinson  
Ward Communities  
Staff Contact: Isaac Ambruso  
Date: 3rd Thursday, Noon  
Location: MRA Abingdon

Baltimore County  
Chair: Michael Greenspun  
Staff Contact: Isaac Ambruso  
Date: 1st Wednesday, Noon  
Location: MRA/GTA Towson

Carroll County  
Chair: Jason Van Kirk  
Elm Street Development  
Staff Contact: Isaac Ambruso

Eastern Shore  
Chair: Mark Elliott  
Staff Contact: Lori Graf

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

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

Washington DC  
Chair: Vacant  
Staff Contact: Griffin Benton

## COUNCILS

MBIA's councils target specific disciplines within the home building industry and give individual members with common interests the opportunity to exchange ideas and further their education, councils offer something for everyone. Council membership is for individuals, not for the company.

### 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.

Chair: Andy Oberlin, DRB Group  
Staff: Becky Myers | Annual Fee is \$35

### 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.

Chair: David Gaines, Gaines & Company  
Staff: Lori Graf | Annual Fee is \$100

### SALES & MARKETING (SMC)

The council helps builders sell more homes more effectively. The council provides training, offers awards and recognition programs, and provides sales and marketing tools to members.

Chair: Chris Keelty, Lawyers Express Title  
Staff: Carey Swift | Annual Fee is \$75

### MULTIFAMILY

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 across the country.

Chair: Taylor Davis, Morgan-Keller Construction  
Staff: Becky Myers | Annual Fee is \$125/\$200  
(\$200 includes National)

### PROFESSIONAL WOMEN IN BUILDING

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.

Chair: Lisa Stanley, LS Interior Design Group  
Staff: Becky Myers | Annual Fee is \$75

### REMODELERS & CUSTOM BUILDERS

This council offers a variety of educational, mentoring and networking opportunities. The Council serves to improve the quality of the industry and its members through these programs.

Chair: Joe Smith, Owings Home Services  
Staff: Carey Swift | Annual Fee is \$65

### 55+ COUNCIL

Connecting your Business to the Resources you Need MBIA's 55+ Housing Council assists its members in the successful pursuit of acquiring, developing, designing, building, marketing, managing and selling or renting housing for the 55+ market.

Chair: Kim LiPira, Martin Architectural Group  
Staff: Becky Myers | Annual Fee is \$50 / \$150 (includes National)

# COMMUNICATION



CONNECT WITH US ON SOCIAL MEDIA



## 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

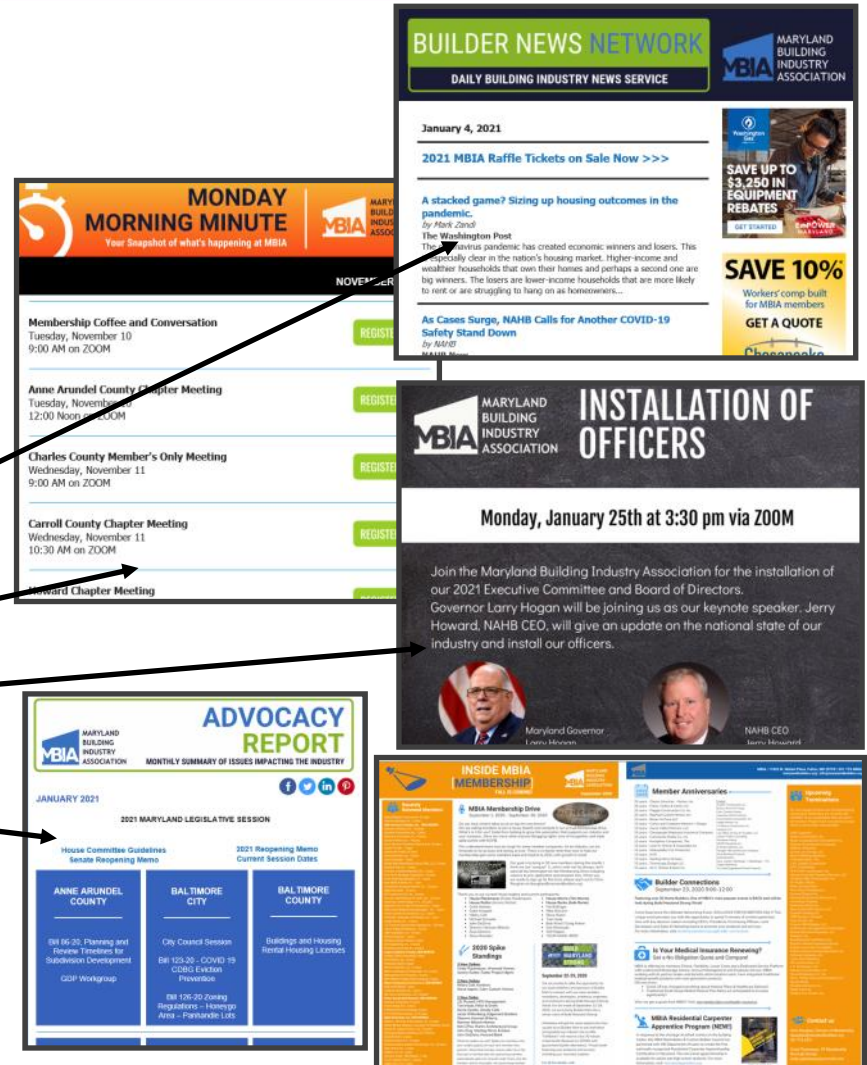
A monthly report of issues impacting our industry.

### INSIDE MBIA MEMBERSHIP

Inside MBIA is our bi-monthly email newsletter featuring all things membership. This is a great way to keep up on new happenings and benefits.

### 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.



# marylandbuilders.org

MARYLANDBUILDERS.ORG  
{it was built for you}

## LOGIN

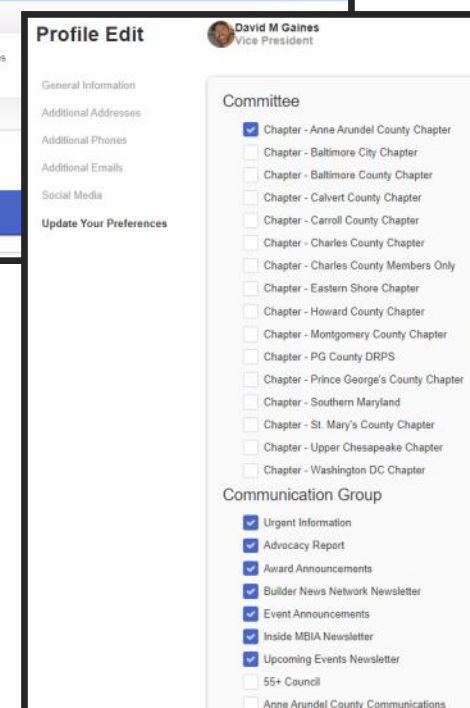
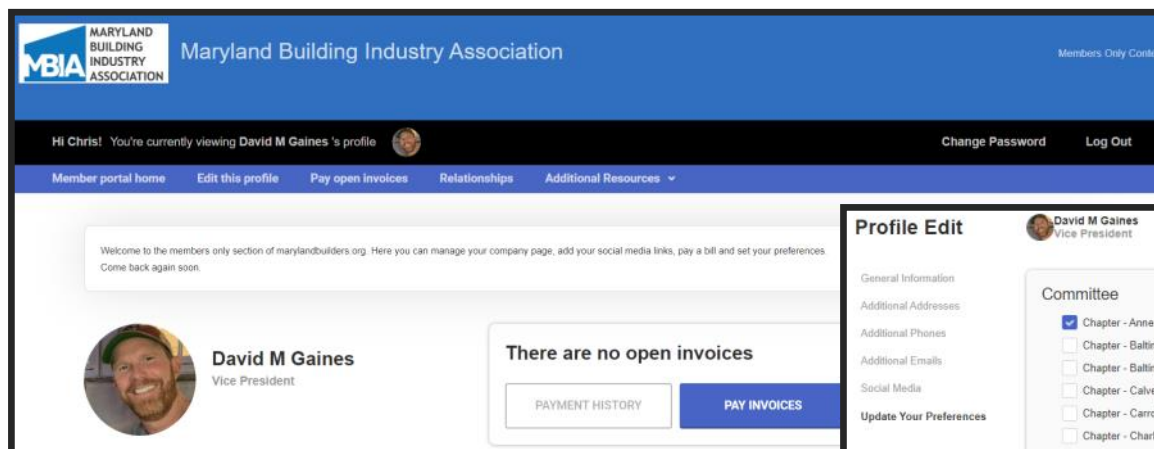
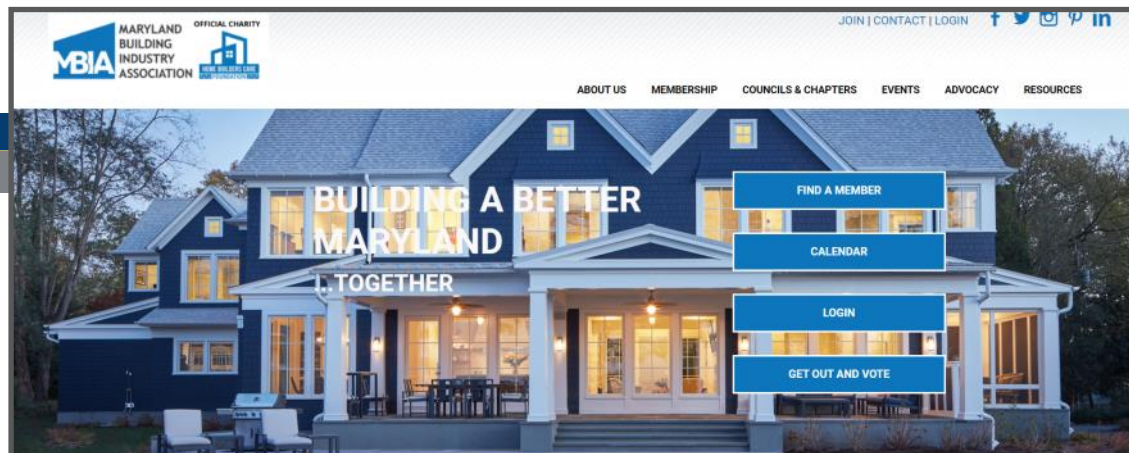
Click on the LOGIN link at the top of the page or on the left side of the page to gain access. Enter your email address as your username and enter your password. If you don't know your password, click LOGIN and request your credentials.

## 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)

## MBIA SOCIAL MEDIA

### FACEBOOK LIVE SPONSOR

With over 1,700 likes and 2,100 followers, Facebook continues to be our largest social media following.

- > 1 Interview by CEO Lori Graf or VP of Membership, Cindy Plackmeyer
- > 2-3 minutes w/tag and link.

<u>Frequency</u>	<u>Cost</u>
1 Live session	\$250
3 Live sessions	\$400

\*based on availability

### FACEBOOK POST

Sponsor post on MBIA's Facebook page

- > 1 Post w/photo or video, tag and link.

<u>Frequency</u>	<u>Cost</u>
1 Post	\$100
3 Posts	\$250
10 Posts	\$500

\*based on availability

### NEED TO KNOW SPONSOR

Weekly Facebook Live & Podcast called "Need to know" that features Lori Graf giving a brief overview of Legislative issues that everyone should be aware.

- > 1 weekly Need to know sponsorship featuring your logo for the duration of the video
- > Mention in comments thanking you with link.

<u>Frequency</u>	<u>Cost</u>
1 Week	\$100
3 Weeks	\$250
10 Weeks	\$500

\*based on availability

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

### INSIDE MBIA NEWSLETTER

Monthly, 4 page, printed newsletter distributed at ALL MBIA meetings (200+ annually)

- > 1/8 Page ad (based on avail.)

<u>Frequency</u>	<u>Cost</u>
1 Month	\$200
3 Months	\$300
6 Months	\$500

### ADVOCACY REPORT

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

- > 1 block ad (based on avail.)

<u>Frequency</u>	<u>Cost</u>
1 Month	\$250
3 Months	\$500
6 Months	\$900

### INSIDE MBIA

New and improved bi-weekly eNews email sent to over 4,500 subscribers.

- > 1 block ad (based on avail.)

<u>Frequency</u>	<u>Cost</u>
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

<u>Frequency</u>	<u>Cost</u>
1 Month	\$250
3 Months	\$500
6 Months	\$900

# 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 2023 (one per quarter).

### EXCLUSIVE COMMUNICATION SPONSOR

- > 3 months
- > Option of Q1, Q2, Q3 and Q4 2023

<u>Frequency</u>	<u>Cost</u>
1 Quarter	\$3,000

\*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 & MBIA MARKETING GUIDE ADVERTISING

Did you know that MBIA's Membership Brochure & MBIA's Marketing 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.



### MEMBERSHIP BROCHURE

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

### MARKETING GUIDE

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

### BOTH PUBLICATIONS

<u>Size</u>	<u>Cost</u>
1/2 Page	\$1,250
Full Page	\$1,800
Back Cover	\$2,500
Inside Front	\$2,500



# OTHER MARKETING OPPORTUNITIES

## MBIA eLERT

Our MBIA eLERT is a great option to send an email blast to our members. Though we do provide all members with an excel list of all members, we do not provide email addresses. This is a great way to have an email sent on your behalf. For \$250, we'll send the email to all of our Builder, Remodeler and Developer members. For \$500, we'll send the email to our full membership of over 1,000 companies.

## DIRECT MAIL

Good 'ole direct mail is still one of the most effective ways to reach people. We offer many opportunities for direct mail including adding a piece to our mailed directory or our monthly invoices. Additionally, we offer mailing labels for only \$50 that are all ready for you to use.

## MBIA INVOICE SPONSOR

It might not be the most glamorous sponsorship we offer, but it's certainly one of the most visible! Each month, we send out over 300 membership invoices. This sponsorship prominently displays your company logo as a partner in each packet. For only \$350, this is a great opportunity to feature your company to our entire association.

## WATER BOTTLE SPONSOR

Did you know that MBIA holds over 200 meetings annually at our headquarters? What better way to brand your company than with a water bottle sponsorship. Your company logo will be literally in the hands of over 4,000 members throughout the year! The cost is \$2,000 and does not include the cost of the water bottles.

## SPEAKING & WRITING OPPORTUNITIES

We offer many speaking and presenting opportunities at many of our events and meetings throughout the year. If you have a topic for an educational seminar that you think would benefit our members but we currently do not offer, let us know. If you have recently written industry related articles or would be interested, please let us know.

## AFFINITY PARTNERSHIP

MBIA's affinity program is a great way to partner with the association. Affinity partnerships are exclusive members only discounts. If you have a product or service and are willing to give an exclusive discount to our members, you may qualify. The program is completely free and we heavily promote our partners to both members and prospects of the association.

## MBIA BOARD MEETING SPONSOR

Our Board of Directors is comprised of over 60 of our finest members. The Board meets 5 times per year and is typically followed by a free member reception. Sponsoring our Board meeting entitles you to be introduced by our President and a few minutes of speaking time at the meeting. Additionally, you're logo will be printed on every agenda, listed on the board website and PowerPoint at the meeting. This is one of our best opportunities throughout the year to get in front of the who's who of the industry. The cost is \$750.

## MBIA CHAPTER MEETING SPONSOR

MBIA features 12 different local chapters. Each serves each county in our jurisdiction with the purpose of representing the members doing business in those areas. They 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. Depending on the Chapter, attendance can range from 10 to 50. Sponsoring a Chapter meeting is a good way to get in front of individuals in a specific county. You'll have a 5 minute speaking opportunity as well as your company logo printed on every agenda. The price is \$250 per meeting.

## MBIA COUNCIL MEETING SPONSOR

MBIA's councils target specific disciplines within the home building industry and give individual members with common interests the opportunity to exchange ideas and further their education, councils offer something for everyone. Depending on the Council, attendance can range from 10 to 75. Sponsoring a Chapter meeting is a good way to get in front of individuals in a specific area of business. You'll have a 5 minute speaking opportunity as well as your company logo printed on every agenda. The price is \$250 per meeting.

MBIA Councils include:

- > Future Industry Leaders (FIL)
- > Land Development (LDC)
- > Multifamily
- > Professional Women in Building (PWB)
- > Remodelers and Custom Builders
- > Sales & Marketing (SMC)
- > 55+

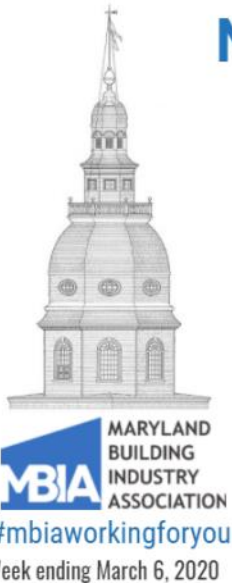
# MBIA ADVOCATES



## 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.



## MBIA WEEKLY SESSION UPDATE

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**312** Bills Reviewed by the MBIA Legislative Committee

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**174** Positions Recorded by MBIA

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**111** Hearings in which MBIA Submitted Testimony

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 @marylandbuilders  @buildmd  marylandbuilders.org  301-776-MBIA

### NAHB ADVOCACY

NAHB fights for its members on Capitol Hill, in state houses and in the communities where they do business. We work hard to defeat excessive regulations and to protect our members' bottom lines. Our advocacy efforts include educating policymakers and the Administration, building successful coalitions, and mobilizing NAHB's grassroots on a range of issues.

NAHB advocates on behalf of its members on a wide range of issues, including the tax code, federal housing programs, regulatory relief, environmental laws, building codes, OSHA, building materials, housing finance and more. A single win in the policy arena can save builders thousands of dollars on every home they build.

In recent years, the association's advocacy efforts and other member benefit offerings have provided members with tremendous value — equal to approximately **\$6,160** per housing start in 2020.

# ADVOCACY SUPPORT OPPORTUNITIES



## ADVOCACY ALLIANCE ANNUAL PARTNERS

These special partnership opportunities are for those members looking to contribute extra support directly to our Advocacy efforts. Year after year, our advocacy efforts continue to prove the single most valuable result, directly from our association. From time to time, unexpected issues arise that require extra time, effort, and most importantly, funding. This new opportunity gives our members the chance to contribute marketing dollars in a very impactful way.



### 2023 OPPORTUNITIES

- |  |  |   |
|--|--|---|
| PLATINUM SUPPORTER .....\$5,000                          | GOLD SUPPORTER.....\$2,500                               | SILVER SUPPORTER .....\$1,000                               |
| <input type="checkbox"/> Logo in all Advocacy materials  | <input type="checkbox"/> Logo in all Advocacy materials  | <input type="checkbox"/> Listing in all Advocacy materials  |
| <input type="checkbox"/> Logo on monthly Advocacy Report | <input type="checkbox"/> Logo on monthly Advocacy Report | <input type="checkbox"/> Listing on monthly Advocacy Report |

## 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 2023 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, 2023.


### 2023 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





# MBIA BOARD OF DIRECTORS MEETING


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.


 January 19, 2023  
3:30pm - 4:30pm


 Turf Valley

 April 20, 2023  
3:30pm - 5:00pm


 Laurel Park


 June 8, 2023  
3:30pm - 5:30pm


 Merriweather Lakefront Hotel

 September XX, 2023  
3:30pm - 5:00pm

 Maryland Center for Housing

 November XX, 2023  
3:30pm - 5:00pm

 The Hotel at Arundel Preserve

 50+ attendees at each

## 2023 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](mailto:cbaughan@marylandbuilders.org)

# EVENTS FULL 2022 CALENDAR (FOR EXAMPLE ONLY)

## JANUARY

3  
3:30PM - PWB Wine & Chocolate (Howard County)

## FEBRUARY

8-9  
International Builders Show (Orlando, FL)

23  
1:00PM - MBIA Board of Directors Meeting (Howard County)  
2:30PM - Builder Connections (Howard County)

24  
9:00PM - Dry Utility Committee Series - SESSION ONE (Howard)

## MARCH

23  
10:00AM - Coffee and Conversation (Howard County)  
5:00PM - Montgomery County Happy Hour (Montgomery County)

31  
9:00AM - Dry Utility Committee Series - SESSION TWO (Howard)

## APRIL

7  
3:30PM - MBIA Board of Directors Meeting (Howard County)  
5:00PM - Meet the Board Reception (Howard County)

21  
4:00PM - Future Industry Leaders Happy Hour (Howard County)

22  
8:30AM - Prince George's Co. Leg. Breakfast (Prince George's Co)

26  
8:30AM - The Time is Now - Wellness for Leaders (Howard)

28  
9:00AM - Dry Utility Committee Series - SESSION 3 (Howard)  
5:00PM - MBIA's Industry Celebration (Anne Arundel County)

## MAY

4  
1:00PM - PROs Awards Picnic (Montgomery County)

13  
8:30AM - Montgomery Co. Legislative Breakfast (Montgomery)

22  
7:00PM - MBIA & NAIOP Reception 2022 (Las Vegas)

## JUNE

2  
3:30PM - MBIA Board of Directors Meeting (Howard County)  
5:00PM - MAX (Maryland Awards of Excellence) (Howard County)

10  
7:30AM - Land Expo (Howard County)  
12:30PM - Day at the Races (Howard County)

14  
9:00AM - MBIA's Annual Golf Tournament (Howard County)

16  
4:00PM - Council Happy Hour at Manor Hill (Howard County)

23  
5:00PM - MBIA's Baltimore County Crab Feast (Baltimore County)

17

## AUGUST

18  
7:30AM - MACO Golf Outing (Ocean City)  
4:00PM - Seacrets Reception (Ocean City)

25  
4:00PM - Montgomery County Custom Builder Awards (Mongtomery Co)

## SEPTEMBER

8  
5:00PM - MBIA Upper Chesapeake Crab Feast (Harford County)

15  
3:30PM - MBIA Board of Directors Meeting (Howard County)  
5:00PM - Meet the Board Reception (Howard County)

28  
10:00AM - Builder Mart (Baltimore County)

## OCTOBER

13  
4:00PM - PWB Happy Hour & Nursery Needs Drive (TBD)

24  
9:00AM - MBIA Autumn Golf Invitational (Baltimore Co.)

## NOVEMBER

1  
7:30AM - 2022 Multi Family Trends Conference (Anne Arundel)

9  
1:00PM - MBIA Awards of Excellence (Anne Arundel)

17  
3:30PM - MBIA Board of Directors Meeting (Howard)

## DECEMBER

8  
11:30AM - President's Luncheon - Invitation Only (MoCo)

9  
3:30PM - MBIA Board of Directors Meeting (Anne Arundel)  
5:00PM - MBIA Awards of Excellence (Anne Arundel)

15  
12:00PM - PWB Holiday Luncheon (Howard)

# ANNUAL MBIA INSTALLATION

Join us for the installation of our 2023 Executive Committee and the Board of Directors.

**Board Meeting & Installation of 2023 Officers with special guest speaker, Howard County Executive Calvin Ball**

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



January 19, 2023  
3:30pm - 7:00pm



75+ attendees



MBIA Headquarters  
(Howard County)

## 2023 SPONSORSHIP

PRESENTING SPONSOR .....\$1,500

- 10 Tickets
- Special shout out
- Individual sign on every table
- Individual slide on PowerPoint
- Large logo on Sponsorship signage and event program

BAR SPONSOR OR LIVE MUSIC.....\$1,000

- Special shout out
- Individual sign on bar(s) and Individual slide on PP
- Large logo on Sponsorship signage and event program
- 5 tickets to event

GOLD SUPPORTER .....\$500

- Verbal recognition at event
- Logo on slide of PowerPoint
- Small logo on sponsorship signage and event program
- 2 tickets to event

FRIEND SUPPORTER.....\$250

- Listing on slide of PowerPoint
- Listing on sponsorship signage and event program
- 1 ticket to event




# 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!

 March 1, 2023  
2:30PM - 5:00PM

 200+ attendees

 Martin's West  
(Baltimore County)



## PAST BUILDER PARTICIPANTS

- > Bayview Builders
- > Ward Companies
- > Caruso Homes
- > Craftmark Homes
- > Koch Homes
- > Tri Pointe Homes
- > Harman-Bittorie Homes
- > Greenleaf Construction
- > Miller and Smith Homes
- > Stanley Martin Homes
- > D.R. Horton
- > Cairn Custom Homes
- > Owings Brothers Contracting
- > Wormald Homes
- > Burkhard Homes
- > Baldwin Homes
- > Williamsburg Homes
- > UrbanBuilt
- > Three Rivers Builders
- > Edgemont Builders
- > Timberlake Homes
- > Stanley Martin Homes
- > Infinity Custom Builders

## 2023 SPONSORSHIP

*\*All sponsorship packages include: 30 minutes of exclusive, entry with Builders. Onsite signage, sponsor ribbons for company attendees, recognition on website and in newsletters*

- ULTIMATE BAR SPONSOR** ..... \$1,500  
Your company will present all builders and attendees with an open bar happy hour! Your logo will also be prominently displayed on individual signage at the bar and throughout the event. Your logo will also appear on all pre and post marketing. Includes 4 tickets
- PAD / PEN SPONSOR** ..... \$1,000  
Your company will provide custom pads and pens with your logo to all of our Builder attendees to take notes during the event. Your logo will also appear on event signage, marketing and on the web. Includes 3 tickets
- FRIEND OF BUILDER CONNECTIONS** ..... \$250
- HAND SANITIZER SPONSOR** ..... \$1,000  
Help keep the event germ free by providing custom hand sanitizer dispensers available at all tables. Our builders will definitely appreciate the support of this sponsor! Your logo will also appear on event signage, marketing and on the web. Includes 3 tickets
- BUILDER DRINK SPONSOR** ..... \$750  
What better way to build a relationship than providing them drinks during the event! Obviously they are very thankful for this sponsor! Your logo will also appear on event signage, marketing and on the web. Includes 2 tickets
- ELITE SPONSOR** ..... \$500  
Small company logo listed on all signage and marketing. Includes 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 51st 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 Maryland State Fairgrounds.

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



October 25, 2023  
10:00am - 6:00pm



2,000+ attendees



Howard County Fairgrounds

## EXHIBIT

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

## SPONSOR

- Registration / Badge Sponsor \$3,500
- Beer / Cup Sponsor \$2,500
- Lanyard Sponsor \$2,000
- Tote Bag Sponsor \$2,000
- VIP Lounge Sponsor \$2,000
- Cornhole Sponsor \$2,000
- Napkin Sponsor \$1,500
- Oyster Bar Sponsor \$2,000
- Dessert Sponsor \$1,500
- buildermart.org Sponsor \$1,500
- Gold Sponsor \$1,500

## ADVERTISE / ENHANCE

- 1/4 Page Program Ad \$225
- 1/2 Page Program Ad \$450
- Full Page Program Ad \$800
- Bull Roast Sign \$500
- Directional Aisle Sign \$250
- Email to attendees \$250
- 2022/2023 Attendee List \$500
- Extra Builder Mart Tickets \$38

# ADVOCACY IMPACT EVENTS



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.

ANNE ARUNDEL COUNTY HOLIDAY PARTY		JANUARY 12		THE FOUNDERS BUILDING
MONTGOMERY COUNTY PAC EVENT		MARCH		DENIZENS BREWING COMPANY
PRINCE GEORGE'S COUNTY LEGISLATIVE BREAKFAST		APRIL		HOTEL AT UNIVERSITY OF MD
MONTGOMERY COUNTY LEGISLATIVE BREAKFAST		MAY		MARRIOTT BETHESDA
MBIA'S ICSC RECEPTION		MAY 21		LAS VEGAS
BALTIMORE COUNTY CRAB FEAST		SUMMER		OCEAN PRIDE
MACO GOLF & RECEPTION AT SEACRETS		AUGUST 17		LINKS AT LIGHTHOUSE SOUND
UPPER CHESAPEAKE CRAB FEAST		SUMMER		HARFORD COUNTY EQUESTRIAN CTR
SOUTHERN MARYLAND CRAB FEAST		SUMMER		TBD
BALTIMORE CITY CRAB FEAST		SUMMER		TBD

## 2023 SPONSORSHIP

EVENTS VARY, CRAB FEAST SPONSORSHIPS:

JUMBO SPONSOR .....\$750

- Six Tickets
- Top Billing on recognition and signage

X-LARGE SPONSOR .....\$500

- Three Tickets
- Recognition at event and logo on signage

LARGE SPONSOR.....\$250


- One Ticket
- Recognition at event and listing on signage


# 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 10:00, hit the tees at 11:00 and wrap up around 5:00 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 Classic, we are excited to say that we now offer TWO tournaments; one in the summer and one in the fall!


 June 6, 2023  
10:00am - 6:00pm

 100+ attendees

 Turf Valley Resort  
Howard County

 Fall, 2023  
10:00am - 6:00pm

 100+ attendees

 Woodlands  
Baltimore County



## 2023 SPONSORSHIP

### EXCLUSIVE HOLE SPONSOR ..... \$400

- Signage on tee & Registration
- Signage at 19th Hole reception
- Ownership of hole's tee or green
- Logo on website       list of attendees

### PAR 3 SPONSOR (3 AVAILABLE) ..... \$500

- Signage on tee & Registration
- Signage at 19th Hole reception
- Ownership of hole's tee or green
- Logo on website       list of attendees

### LONG DRIVE CONTEST (EXCLUSIVE) ..... \$500

- Signage on tee & Registration
- Signage at 19th Hole reception
- Ownership of hole's tee or green
- Logo on website       list of attendees

### BEVERAGE CART SPONSOR (2 AVAILABLE) ..... \$500

- Signage on golf cart and opportunity to drive cart
- Signage at 19th Hole reception
- Logo on website       Signage at Registration

### HOLE-IN-ONE SPONSOR (EXCLUSIVE) ..... \$750

- Signage on tee & Registration
- Signage at 19th Hole reception
- Ownership of hole's tee or green
- Logo on website

### PUTTING CONTEST SPONSOR (EXCLUSIVE) ..... \$500

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

### GIFT BAG SPONSOR (EXCLUSIVE) ..... \$500

- Present each team w/Gift Bag provided by your company
- Signage at 19th Hole reception
- Signage at Registration
- Logo on website       list of attendees

### PLATINUM SPONSOR ..... \$1,500

- Foursome to golf
- Table & Signage at Registration
- Signage at 19th Hole Reception
- Logo on website

### GOLD SPONSOR ..... \$750

- Two Golfers
- Table & Signage at Registration
- Signage at 19th Hole Reception
- Logo on website



# HOME BUILDERS CARE FOUNDATION



## HBCF BULL & OYSTER ROAST

You're invited to the Home Builders Care's 8th annual Bull & Oyster Roast


Join us as we present our 2022 Robert L. Mitchell Founders Award. Last year's recipient was none other than Tom Bozzuto!


All proceeds benefit the shelter construction activities of Home Builders Care, MBIA's official charity.

On the Menu....A buffet of open pit meats - beef, ham, turkey, shredded beef BBQ, raw and fried oysters, Maryland crab soup, baked beans, macaroni & cheese, potato salad, garden salad, potato chips, bakery rolls, cake ...plus beer, wine, sodas and more.

Also at the event....LIVE JAZZ. AND...MBIA's Professional Women in Building chapter hosts their Clothing Drive. Men's and women's clothes are needed, as well as household linens, so please start setting aside your clothing donations and donate them to our drive!



 Summer, 2023  
5:30pm - 8:00pm

 300+ attendees

 TBD

### 2023 Sponsorship

Roast Sponsorships range from \$250 to \$5,000. A portion of all fees is tax-deductible and support Home Builders Care—giving back through shelter-related construction for the homeless and others in crisis. Our top-level Prime Sponsorships include reserved seating for up to 16 guests, great promotional benefits for your business, plus year-round HBCF Honor Roll Recognition. Sponsors also can receive a discount on any additional tickets.

#### SUPER PRIME .....\$5,000

- Reserved table(s) seating for up to 16 people
- Year-round Honor Roll Membership with your logo on HBCF website plus press and social media recognition and all event marketing.

#### PRIME .....\$2,000

- Reserved table seating for 8 people.
- All event marketing with logo + Honor Roll Recognition with logo

#### CHOICE .....\$1,000

- 4 tickets
- Event marketing with company logo
- Honor Roll Recognition included. \$740 of your fee is considered tax deductible and helps support an HBCF project in 2018

#### SELECT .....\$500

- 2 tickets
- Event marketing opportunities
- \$370 of sponsorship fee is considered a tax-deductible donation and will be earmarked to support an HBCF community service activity

#### STOCK .....\$250

- 1 ticket plus a \$185 donation to HBCF
- Your name on event marketing materials and the added joy of helping underwrite the cost of basic work supplies for an HBCF project

#### TICKET .....\$95

- Join us! Includes a \$30 donation to HBCF. Sponsors are able to purchase additional tickets at a reduced cost

# INTERNATIONAL BUILDERS SHOW



## MBIA AT INTERNATIONAL BUILDERS SHOW (IBS)

The **NAHB International Builders' Show® (IBS)** is the premier gathering place for everyone in the residential construction industry. And just like its builders, remodelers, suppliers, manufacturers, engineers and designers, it's **essential**. It's the most anticipated event of the year, every year, because it's **crucial to getting business done**.

You'll get to experience the industry as a whole—its latest tech, new product launches, trends and the hottest topics—but it's also your best opportunity to **learn what's needed to thrive in 2023, and beyond**.



January 31—February 2, 2023



250+ attendees  
(from Maryland)



Las Vegas, NV

### MBIA SCHEDULE OF EVENTS AT IBS

Join MBIA for two breakfasts and a happy hour reception.

Breakfast—Wednesday and Thursday February 1st and 2nd. 7:30-9:30 am  
Happy Hour Tuesday, January 31 - 5-7 PM

### 2023 SPONSORSHIP

PRESENTING RECEPTION 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


These events are supported 100% through sponsorship. Please let us know if you plan on attending. Also, please consider a sponsorship, even if it is simply to cover your own cost in attending the events.


# LAND EXPO 2023

## 2022 AGENDA

- 7:30 - Registration and networking.
- 8:00- "Secrets of Successful Land Acquisition"- Stephen J. Ferrandi, President, Maryland Land Advisors
- 9:10 - "Where the Action is" - Ben Sage, Sr. Regional Director - Zonda
- 10:20 "Understanding and Profiting from the New Prince George's County Zoning Regulations" Nate Forman Esq, O'Malley, Miles, Nylan & Gilmore, P.A
- "How new Emissions and Climate Change Regulations will affect the Way You do Business" Michael Powell, Esq, Gordon Feinblatt, LLC
- 11:30- Lunch - Keynote Speaker Mark Thompson, Sr.Vice President of 1/ST Properties
- "The Redevelopment Race"
- 12:30- Optional - Stay for an Afternoon of fun and networking at the Races
- \*Offering Continuing Education Credit for Professional Engineering, Landscape Architecture, Surveying and Real Estate "credits pending"

 April 20, 2023  
7:30am - 12:30pm

 150+ attendees

 Laurel Park

## 2023 SPONSORSHIP

### PRESENTING SPONSOR .....\$2,000

- Top billing on all marketing
- Vendor table with preferred location
- Individual event signage
- Introduction and shout out from stage
- 5 event tickets
- Attendee list

### BREAKFAST SPONSOR .....\$1,000

- Logo on all pre-event marketing
- Vendor table with preferred location
- Individual event signage
- Introduction and shout out from stage
- 3 event tickets
- Attendee list

### LUNCH SPONSOR .....\$1,000

- Logo on all pre-event marketing
- Vendor table with preferred location
- Individual event signage
- Introduction and shout out from stage
- 3 event tickets
- Attendee list

### VENDOR .....\$595

- Listing on all marketing
- Vendor table
- Listing on event signage
- 2 event tickets
- Attendee list

Need land to develop? Have land or lots to sell?  
Are you a professional service provider?  
Come to the first ever:



# LAND Expo 2022

## & Afternoon at the Races

A grand networking event bringing together buyers and sellers ready to make deals  
Plus up to three hours of continuing education in land development.  
Includes lunch and an optional afternoon at the races.



Friday, June 10, 2022  
7:30 am - 5:00 pm  
The Maryland Jockey Club at 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.

# MBIA MARCH MADNESS CELEBRATION

Join MBIA for a brand new, casual networking event! Details to come, but save the date!



March 16, 2023  
3:30PM-7:00PM



75+ attendees



Green Turtle Maple Lawn  
(Howard County)

## 2023 SPONSORSHIP

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

- Recognition at Event
- Logo on name badges
- Includes 5 tickets to event

FINAL FOUR SPONSOR ..... \$250

- Recognition at Event
- Includes 1 ticket to event

SWEET SIXTEEN SPONSOR ..... \$500

- Recognition at Event
- Includes 3 tickets to event



# 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 typically holds a reception in Las Vegas during ICSC. Details are TBD



 May 21-23, 2023

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

 Las Vegas

## SCHEDULE OF EVENTS

- > 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 21 from 4-6pm



## 2023 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 ..... \$1,500

- 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 ..... \$500

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

# 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.

It's also a great opportunity to rub shoulders with many important members of the Prince George's community.

Last year, we were very happy to welcome Prince George's County Executive, Rushern L. Baker III, other elected county officials, department directors and top department staff to this annual breakfast event.



April, 2023  
8:30am - 10:30am



100+ attendees



The Hotel at University of MD  
Prince George's County



## MONTGOMERY COUNTY

This is a great opportunity to engage with Montgomery County officials, stakeholders and business leaders dedicated to creating economic vitality through vibrant communities, neighborhoods and public spaces.

Last year, we were very happy to welcome Montgomery County Executive, Ike Leggett, Montgomery County Council President, Hans Riemer other elected county officials, department directors and top department staff to this annual breakfast event.



May, 2023  
8:00am - 10:00am



125+ attendees



Marriott Bethesda  
Downtown at Marriott HQ  
(Montgomery Co.)



### 2023 SPONSORSHIP (EACH EVENT IS SEPARATE)

BREAKFAST SPONSOR..... \$400

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

COFFEE SPONSOR..... \$250

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

# 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.

Approximately 30 continuing education sessions will be offered at the conference, featuring more than 80 speakers from the public and private sectors.

Additionally, there is an exhibit booth trade show, featuring over 250 of the best of commercial, state, and county services and products is held in two grand exhibit halls.

Locally, MBIA holds two events during the conference. A schedule of those events is listed below.



August 17-20, 2023



300+ attendees  
(from MBIA)



Ocean City, MD

## SCHEDULE OF EVENTS

> DETAILS COMING SOON

## 2023 SPONSORSHIP

PRESENTING SPONSOR ..... \$3,500

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

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

# PRINCE GEORGE'S HAPPY HOUR

MBIA's Prince George's Chapter invites you to join them at the Tap Sports Bar and Casino overlooking our Nation's Capital and the Potomac for a fun night of drinks, food, and networking. This is a great event to mix and mingle with many of the who's who in the Prince George's County Building Industry along with county council members and other elected officials.

 October, 2023  
4:30pm - 6:30pm

 100+ attendees

 MGM Grand or The Hall  
(Prince George's County)



## 2023 SPONSORSHIP

HIGH ROLLER SPONSOR.....\$750

- Recognition at Event
- Logo on name badges
- Includes 5 tickets to event

GOLD SPONSOR .....\$500

- Recognition at Event
- Includes 3 tickets to event

SILVER SPONSOR.....\$250

- Recognition at Event
- Includes 1 ticket to event

## HERE'S WHAT OUR MEMBERS SAY

“ MBIA is a great professional organization that adds credibility, gives recognition for achievement, and offers valuable educational and networking opportunities. The association allows us to give back to the industry that we are so passionate about and actually get involved in the legislative process that impacts our industry.

- Steve Breeden,  
Security Development

“ Visiting the MBIA is like hanging with family made up of MBIA staff, builders, and vendors; we're talking wonderful professionals who over time can become partners and for me, friends. In all my years in the industry, I've never experienced networking such as this.

A total game changer!  
— Judy Borns,  
Residential Title & Escrow




# 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 annual Board of Directors and Executive Committee.

 November, 2023  
5:00PM - 8:30PM

 200+ attendees

 The Hotel at Arundel Preserve  
(Anne Arundel County)



## 2022 AWARD WINNERS

- > Russ Dickens  
Milton Kettler Lifetime Achievement
- > Will Pippen  
Greenebaum Builder of the Year
- > Michael Faerber  
Joseph Rodgers Associate of the Year
- > Jeremy Rutter  
Most Active Member of the Year
- > Tom Kettler  
Volunteer of the Year
- > Rob Kase  
President's Award

## 2023 SPONSORSHIP

PLATINUM SPONSOR .....\$1,500

- 4 tickets
- Logo on signage
- Logo in program
- Recognition from speaker
- Slide on PowerPoint
- Logo w/link on webpage
- List of attendees

GOLD SPONSOR .....\$750

- 2 tickets
- Listing in program
- Recognition from speaker
- Logo on PowerPoint
- Listing on signage
- Listing on Webpage
- List of attendees

SILVER SPONSOR .....\$500

- 1 ticket
- Listing in program
- Recognition from speaker
- Listing on Webpage

PARTNER .....\$250

- Listing in program
- Listing on webpage

OPEN BAR SPONSOR .....\$2,500

Your company will provide free drinks to all attendees. Bars will be festooned with your company's logo and other exciting décor. You will receive numerous plugs from the emcee and on the big screen throughout the program. Sponsorship includes all items listed under Platinum sponsor.

CENTERPIECE SPONSOR .....\$1,500


Every table will feature your company name and logo front and center! You'll receive numerous plugs throughout the night and of course, the big screen. Plus, all attendees will have a constant visual reminder of your company's support at their table all evening long. Includes 3 tickets to the event and all items under Gold Sponsorship.


WINE SPONSOR .....\$2,500


Here's your opportunity to get your company's name in front of the full attendance. Each wine bottle will feature a custom wine tag with your company's name and logo. You'll receive numerous plugs and all items under the Platinum Sponsorship.

# 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, architecture and associate marketing. [marylandbuilders.org/max](http://marylandbuilders.org/max)

 May 11, 2023  
6:00pm - 9:00pm

 200+ attendees

 Merriweather Lakehouse Hotel  
(Howard County)



## PLATINUM SPONSORSHIP \$3,000

- 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

## 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
- Inclusion in post event marketing
- Recognition during program
- Listing in program
- Listing on website

## FRIEND SPONSORSHIP \$350

- Listing in official program
- Listing on shared signage & slide on screen
- Recognition during program
- Inclusion in post event marketing

## OPEN BAR SPONSORSHIP (EXCLUSIVE) \$4,000

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

## DÉCOR & PARTY FAVOR SPONSORSHIP \$3,000

- Exclusive sponsor of centerpiece to be highlighted with your logo on each table
- Includes your logo in lights. Your logo will be projected on the wall during the entire event.
- ALL benefits of Gold sponsorship package

## MAGIC SELFIE MIRROR SPONSORSHIP \$3,000

- 4x6 photos printed with your logo and information on each photo
- Photos will also be uploaded to social media with your information
- 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

## WINE SPONSORSHIP \$2,000

- Exclusive sponsor of wine to be featured prominently on all dinner tables
- ALL benefits of Gold sponsorship package
- Does not include cost of wine

## 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

## DJ SPONSORSHIP \$2,000


- Individual signage at DJ
- ALL benefits of Gold sponsorship package
- Special shout out from DJ


# 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.

 June, 2023  
4:30pm - 6:30pm

 60+ attendees

 TBD



## 2022 AWARD WINNERS

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

## 2023 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


# MULTIFAMILY TRENDS CONFERENCE



Annual conference discussing various trends in the multifamily and mixed use industry. With a panel of heavy hitters, this is always one of our most popular events.

 November, 2023  
7:30am - 12:00pm

 150+ attendees

 The Hotel at Arundel Preserve  
(Anne Arundel County)

## 2022 Program recap

**7:30am:** Registration, Continental Breakfast & Networking

**8:30am:** Welcome & Opening Remarks

Lori Graf, CEO, Maryland Building Industry Association  
& Taylor Davis, Chair, Multifamily Housing Council

**8:40am:** Anirban Basu, Chairman & CEO, Sage Policy Group,

**9:45am:** Presentation of the Tom Marshall Lifetime Achievement Award

**10:00am:** Panel Discussion: **"Building Multifamily Housing in a Supply and Inflation Challenged Market. Tips on how to navigate these incredibly difficult times."**

**Moderator:** Lori Graf, CEO MBIA

**10:40am:** Q & A Session

**11:00am:** Adjournment



## 2023 SPONSORSHIP

PLATINUM SPONSOR .....\$5,000

- Tabletop display in registration area
- Sponsor listing on registration brochure
- One-page promotional piece in conference packet to be distributed to all attendees
- Sponsor listing on event signage
- Five complimentary tickets to conference
- Sponsor listing in conference handout

GOLD SPONSOR .....\$2,500

- Tabletop display in registration area
- Sponsor listing on registration brochure
- One-page promotional piece in conference packet to be distributed to all attendees
- Sponsor listing on event signage
- Four complimentary tickets to conference
- Sponsor listing in conference handout

SILVER SPONSOR .....\$1,000

- Brochure-only display in registration area
- Sponsor listing on registration brochure
- One-page promotional piece in conference packet to be distributed to all attendees
- Sponsor listing on event signage
- Three complimentary tickets to conference
- Sponsor listing in conference handout

BRONZE SPONSOR .....\$500

- Two complimentary tickets to conference
- Sponsor listing in conference handout
- Sponsor listing on registration brochure
- Sponsor listing on event signage



# DAY AT THE RACES! (Nothing but networking!)

## 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!



 April 20, 2023  
1:00 - 5:00

 100+ attendees

 Laurel Park Racetrack




### 2023 SPONSORSHIP


<p><b>BUILDERS FREE TICKET SPONSORSHIP</b>     \$1,500</p> <ul style="list-style-type: none"> <li><input type="checkbox"/> Large logo in pre and post marketing</li> <li><input type="checkbox"/> Invitation to ALL MBIA Builder members</li> <li><input type="checkbox"/> Signage at event</li> <li><input type="checkbox"/> 5 complimentary tickets</li> </ul>	<p><b>FIRST BET'S ON US SPONSOR</b>     \$1,500</p> <ul style="list-style-type: none"> <li><input type="checkbox"/> Large logo in pre and post marketing</li> <li><input type="checkbox"/> Distribution of betting voucher</li> <li><input type="checkbox"/> Signage at event</li> <li><input type="checkbox"/> 5 complimentary tickets</li> </ul>	<p><b>WINNERS CIRCLE EXPERIENCE</b>     \$1,500</p> <ul style="list-style-type: none"> <li><input type="checkbox"/> Large logo in pre and post marketing</li> <li><input type="checkbox"/> Race Naming Rights &amp; Invitation of 25 to winners circle!</li> <li><input type="checkbox"/> Signage at event</li> <li><input type="checkbox"/> 5 complimentary tickets</li> </ul>	<p><b>HAND SANITIZER SPONSOR</b>     \$1,000</p> <ul style="list-style-type: none"> <li><input type="checkbox"/> Logo in pre and post marketing</li> <li><input type="checkbox"/> Custom Hand Santizers</li> <li><input type="checkbox"/> Signage at event</li> <li><input type="checkbox"/> 5 complimentary tickets</li> </ul>
<p><b>BUILDERS DRINK FREE SPONSOR</b>     \$1,500</p> <ul style="list-style-type: none"> <li><input type="checkbox"/> Large logo in pre and post marketing</li> <li><input type="checkbox"/> Full roll of drink tickets. Builders will have to meet you to receive their free drink ticket!</li> <li><input type="checkbox"/> Signage at event</li> <li><input type="checkbox"/> 5 complimentary tickets</li> </ul>	<p><b>RACING PROGRAM / PEN SPONSOR</b>     \$1,500</p> <ul style="list-style-type: none"> <li><input type="checkbox"/> Large logo in pre and post marketing</li> <li><input type="checkbox"/> Your logo on free betting voucher given to ALL attendees!</li> <li><input type="checkbox"/> Signage at event</li> <li><input type="checkbox"/> 5 complimentary tickets</li> </ul>	<p><b>FOOD SPONSOR</b>     \$1,000</p> <ul style="list-style-type: none"> <li><input type="checkbox"/> Logo in pre and post marketing</li> <li><input type="checkbox"/> Food courtesy of your company</li> <li><input type="checkbox"/> Signage at event</li> <li><input type="checkbox"/> 5 complimentary tickets</li> </ul>	<p><b>SUPPORTING SPONSOR</b>     \$500</p> <ul style="list-style-type: none"> <li><input type="checkbox"/> Logo in pre and post marketing</li> <li><input type="checkbox"/> Signage at event</li> <li><input type="checkbox"/> 3 complimentary tickets</li> </ul>


# PRESIDENT'S LUNCHEON ( INVITATION ONLY! )

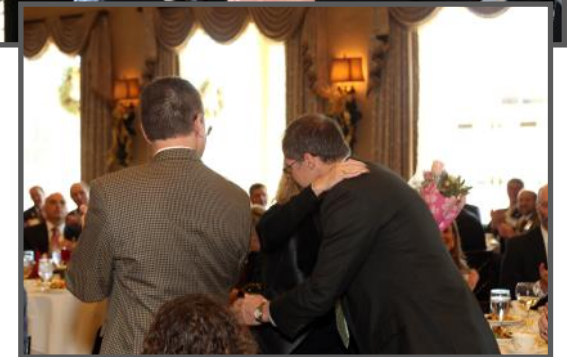
Each year, our MBIA president invites and recognizes those with outstanding support of MBIA during the year to this annual invitation-only celebration. This is a very special way to celebrate the end of each year.

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!

 December 7, 2023  
11:30am - 2:30pm

 150+ attendees  
(INVITATION ONLY!)

 Congressional Country Club



## 2023 SPONSORSHIP

**PRESIDENT'S LUNCHEON SPONSOR** .....\$2,500

Your company name will appear on event email announcements, on signage at the bar and on the luncheon program. Your company will receive a reserved table of 10, verbal recognition from the President at the event and the attendee list in electronic format.

**RECEPTION SPONSOR** .....\$750

Your company name will appear on signage at the bar and on the luncheon program. Your company will receive verbal recognition from the President at the event and the attendee list in electronic format. Sponsorship includes 1 ticket.

**DESSERT SPONSOR** .....\$300

Your company name will appear on the luncheon program. Your company will receive verbal recognition from the President at the event and the attendee list in electronic format.



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

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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!