

# **Effingham Area Home Builders Association**



## **INFORMATIONAL PACKET**

**P.O. Box 1323**

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# 3 in 1 Membership



**When you become a member of the EAHBA, you automatically become a member of the Home Builders Association of Illinois (HBAI) and the National Associations of Home Builders (NAHB)**

Here is a breakdown of your dues:

Builder & Associate Dues = \$448

Is paid to NAHB = \$198

Is paid to HBAI = \$195

Effingham local HBA = \$55

**There are many benefits at every level! Read on...**

# Member Testimonials

*Read what our long time members have to say!*

The Effingham Area Home Builder's Association has been an organization within Effingham and surrounding communities since the mid- 70's. Our company has been members since the beginning of its charter. Many local contractors saw a need for advocacy in the building industry. First seeing it locally, then on a state level once a chartered member. I got to see this first hand in the Mid 80's when I would attend these meeting with my father, Dave Frederking. The one question I remembering asking my dad was " Dad, why do you go to those meetings knowing that could be your competition sitting next to you". His answer has never left my mind, he replied " we all are rowing this boat together, if you don't think we all go through ups and downs, and experience the same situations in business you are sadly mistaken, and who better to share that with than the other members". This has stuck in my mind since his reply. I did pay attention after that comment, and he was right I've found you get out of it what you put into it! Many members have and still do volunteer their time and efforts to make the association what it is today. It is the beauty of living in a hard working area that sometimes puts others before your own well being. I am most proud of how the association has grown our local Home Show. If you talk with vendors from different communities they applaud the quality of people that come to our yearly show. I would have to say I am most proud of our Home Show committee for doing great things each year. Secondly, I am most proud of our EO, Michelle Beckman. Her ideas, innovation, and drive is an asset to our organization's future and compliments us in every aspect of the industry.

Shane Frederking  
Frederking Construction  
Altamont, IL

Being an active member of the EAHBA is a great asset to our business, Effingham Homes. The relationships we have gained through our membership are invaluable personally & professionally. Besides networking opportunities with fellow home building professionals, we also keep up to date on current issues facing the industry. EAHBA provides a unified voice on industry issues and governmental affairs that reach far beyond the Effingham area.

Tammy Wente  
Effingham Homes  
Effingham, IL

As with any membership organization, your membership rewards are based upon your activity and involvement. West & Company LLC, Certified Public Accountants, have been a long-time associate member of the organization. We are very active with the organization. We provide our training room for the monthly meetings, we participate in the home show, and I serve as the treasurer of the organization. It has been wonderful networking with those that show up for the monthly meetings. It would be great to see a larger turnout! Hope to see you at future Effingham Area Homebuilders Association meetings and events!

John Vogt  
West & Company, LLC-CPA  
Effingham, IL

# What's in it for me?

## Advocacy for Government Issues

### ADVOCACY

Advocacy is a broad programmatic “tool” used by citizens to influence public policy at all levels of government. Advocacy is all encompassing and may incorporate political action, legislative, regulatory, grassroots, legal, and media strategies—all for a positive in government.

One of the largest components, and arguably the most important aspect, of an advocacy program is government affairs, the act of being engaged in both legislative and regulatory governmental action. Legislative affairs refer to matters that come before legislative bodies such as city council, state legislature or the U.S. Congress.

HBAI has a lobbyist on staff who regularly meets with our local legislators and lobbies for or against laws that affect the building industry.

NAHB has numerous lobbyists at the national level who also lobby on behalf of the building industry. NAHB also has an E-newsletter you can subscribe to called Washington Update to stay up to date on what is going on in our nation's capital. This newsletter is published twice a month and the stories cover issues from appraisals and fall protection to immigration reform and storm water regulations.

HBAI annually holds Lobby Day which is our opportunity to meet face to face with our local legislators. THIS DOES MAKE A DIFFERENCE! We are fighting for you!



# What's in it for me?

## Who likes to save MONEY?!

### NAHB Member Benefits:

- ◆ Lowe's—2% discount when on accounts receivable purchases
- ◆ General Motors—\$500 off the purchase of a vehicle
- ◆ FCA US LLC—\$500 off Chrysler, Dodge, Fiat, Jeep and Ram vehicles
- ◆ Fed Ex—Discounts of 10–29% on shipping
- ◆ Computers—Discounts on Dell computers, printers, scanners, etc.
- ◆ Office Supplies—10% on delivery orders from Office Depot
- ◆ Rental Cars—Discount at Hertz, Avis and Budget
- ◆ Payroll Services—15% off payroll processing and HR services
- ◆ Credit Card Processing—Save an average of \$2,308 per year
- ◆ Omaha Steaks—10% online promotions
- ◆ FTD.com—20% discount
- ◆ Safety Video Rentals—Instant online availability
- ◆ And Much More!

### HBAI Member Benefits:

- ◆ Payroll Processing program
- ◆ Superfleet—Save up to 5 cents per gallon at over 600 locations
- ◆ Insurance programs

### Builder & Remodeler Rebate Program:

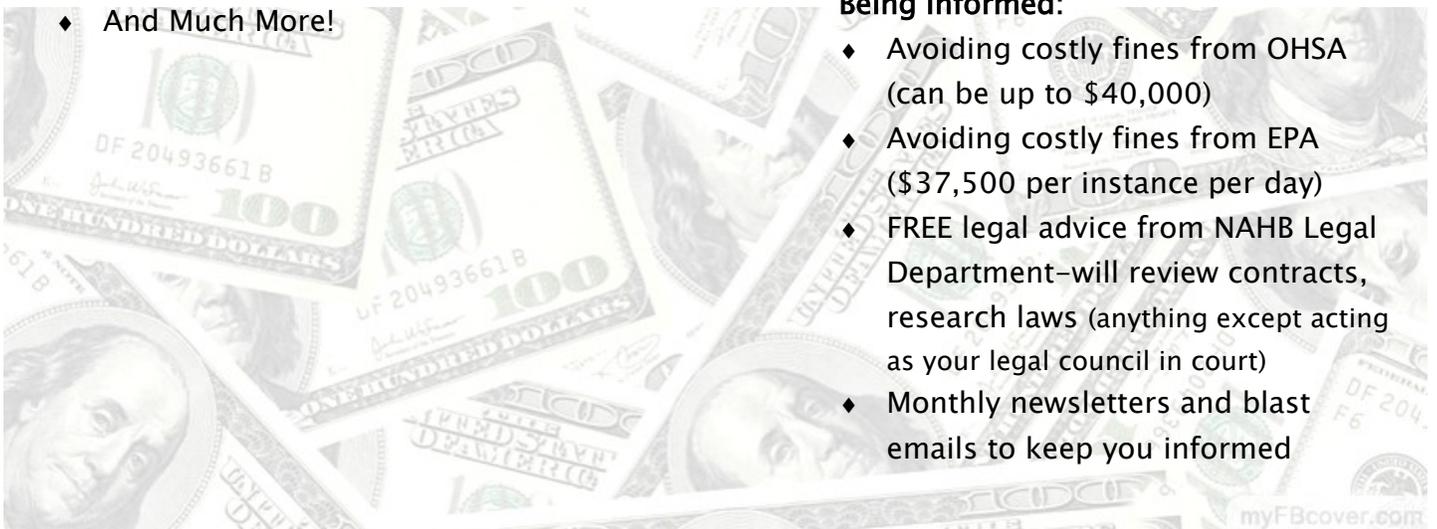
- ◆ Rebates on Products from 50+ participating manufacturers

Over 70% of participants received more than their annual dues to their association last year!

The average rebate per Builder/Remodeler company who participated in 2015: **\$1,178.12**

### Being Informed:

- ◆ Avoiding costly fines from OSHA (can be up to \$40,000)
- ◆ Avoiding costly fines from EPA (\$37,500 per instance per day)
- ◆ FREE legal advice from NAHB Legal Department—will review contracts, research laws (anything except acting as your legal council in court)
- ◆ Monthly newsletters and blast emails to keep you informed



# Now for the fun stuff...

## GENERAL MEMBERSHIP MEETINGS:

**Offers the opportunity to network and get to know your fellow members! If they know your name and face, you are the one they call when they need something.**



## EAHBA ANNUAL HOME SHOW:

**An opportunity to get your products/services out in front of thousands of consumers over a weekend. Members can reserve a booth at a discounted rate! (\$550 for non-members, \$275 for members)**



## ANNUAL HOLIDAY BANQUET

**A delightful evening starting with a mouthwatering dinner, guest speakers, award presentations and entertainment!**

## SPRING GOLF OUTING

**A fun day to spend with your customers and employees socializing! After golfing is done, join us for a wonderful dinner**



# How do I get value out of my membership?

**ATTEND MEMBER MEETINGS**

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**ATTEND EVENTS**

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**SPONSOR MEETINGS AND EVENTS**

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**DON'T BE AFRAID TO ASK QUESTIONS**

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**UTILIZE THE RESOURCES**

It's like a gym membership...

You won't see a difference if you don't use it!



## But What About The Cost?

- ⇒ Rent—\$1500
- ⇒ Utilities—\$200
- ⇒ Phone—\$150
- ⇒ Cell—\$150
- ⇒ Internet—\$50
- ⇒ Insurance—\$150+
- ⇒ So Why Not the HBA?



It breaks down to be \$35.83 a month!

**Think it's too much? Your membership is an investment,** and a portion is ***tax deductible***. Your membership dues will more than be recouped when you utilize the many association benefits and services. Your cost of doing business would be higher if the association wasn't working on your behalf. For example: consumer rights form—we have succeeded in changing the language to benefit builders; Storm Chaser Bill—we succeeded in changing the to benefit the builders. And the Repair Tax was shut down thanks to the lobbyist who lobby on the builders behalf.

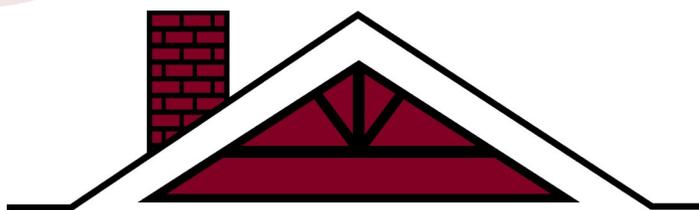
**Think you're too busy and don't have time?** Work smarter, not harder! We keep you informed and reduce the time you need to keep up with industry developments through emails and newsletters as well as informational meetings.

**Think you're too small and can't compete with big guys?** Most of our members are the same size—we're all in the same boat! Simply adding the EAHBA logo to your letterhead and website will make you appear bigger and more important.

**Think now is not the time, but maybe later?** Later may be too late! You can't afford to delay being informed with the fast changes in the industry. Your support now will ensure that we continue to represent all facets of the industry.

**Think the evening meetings won't fit into your schedule?** Once you join you'll learn that there are other activities that don't occur that same night. You can also have an employee of your company attend in your place.

**Think you can't afford it?** You can't afford **not** to! Your dues break down to around \$1 a day. Your coffee or soda each day probably cost more than that!



**Effingham Area**  
**Home Builders Association**

**Still have questions?**

**Please feel free to contact**

**Michelle Beckman, Executive Officer**

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