

Membership & Benefits Guide

ACADIAN HOME BUILDERS ASSOCIATION

**MEMBERSHIP:
THE RIGHT TOOL
FOR BUILDING
YOUR BUSINESS**

**3-IN-1 MEMBERSHIP
EQUALS RETURN ON
INVESTMENT**

**A BLUEPRINT TO
MEMBER SAVINGS
& GREAT BENEFITS**



AHBA MEMBERSHIP IS 3-IN-1 LOCAL • STATE • NATIONAL

Whether you derive any or all of your sales volume from the building industry, membership with the Acadian Home Builders Association can be financially beneficial to your business. This Membership & Benefits Guide will help you better understand the advantages of membership and also make clear the return on investment you can expect. But remember, gaining new customers directly from your membership depends not on the association, but on YOU! We encourage you to get involved, attend events and consider serving on committees. What you put into it is what you get out of it!

DID YOU KNOW? JOINING THE ACADIAN HOME BUILDERS ASSOCIATION, ALSO MAKES YOU A MEMBER OF THE LOUISIANA HOME BUILDERS ASSOCIATION (LHBA), AND THE NATIONAL ASSOCIATION OF HOME BUILDERS (NAHB), GIVING YOU ALL THE BENEFITS OF A 3-IN-1 MEMBERSHIP.



HERE ARE JUST A FEW BENEFITS OF MEMBERSHIP:

- **ADVOCACY** AHBA is your legislative watchdog. The majority of associate members and their employers do not understand how the AHBA's fight for housing efforts have helped with their business opportunities. But think of it this way—if it affects builders, it affects associates.
- **LHBA advocacy efforts in 2013 saved members an average of \$5,000 annually** on issues related to the New Home Warranty Act, copper theft, evictions, workers compensation, loan closings and more.
- **NAHB advocacy efforts saved \$6,200 per housing start in 2013** on issues related to fire sprinkler systems, storm water regulations, insurance, and more.

These savings not only help your business, but they also affect a customers' ability to purchase your product or service.
- **MEMBER DISCOUNTS & REBATES**
Do you buy office supplies, building supplies, or computers, rent cars, send packages, or need insurance? **Member discounts and rebate programs can put more cash back in your pocket, and can PAY for your membership.** How much you save depends on which programs you take advantage of.
- **INDUSTRY SPECIFIC EDUCATION**
AHBA has access to some of the top educational programs in the industry that can help you train your staff and sales representatives. Whether it's one or two classes on local building information or a full complement to achieve a building industry specific designation, your membership is the key. **This education is offered to non-members, but at a much higher rate.**
- **SOCIAL NETWORKING & VOLUNTEERISM**
When you evaluate your membership investment, consider the following questions:

Are you just a name in the directory, or do you attend meetings and events?
- Do you interact with other members at the events?
- Are you trying to sell your product or service, or are you building relationships for future business?
- **EXPOSURE & REFERRALS**
Of course AHBA actively promotes **doing business with a member**, to other members as well as to the general public. We assist in those efforts through referrals, using our website and member directory and by offering sponsorship opportunities to our members only.
- **COMMUNITY AWARENESS** of our association through our scholarship program and fundraising events gives our members exposure, and reinforces our image as a professional organization that is involved in the community.
- **BUILDING INDUSTRY INFORMATION**
Business tips and other resources are at members' fingertips 24/7 through various websites, email newsletters and webinars. Informed members make better business decisions.



ACADIAN HOME BUILDERS ASSOCIATION
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 info@ahbaonline.com • www.ahbaonline.com

MEMBERSHIP APPLICATION

PLEASE COMPLETE BOTH SIDES OF THIS APPLICATION

MAIN CONTACT INFORMATION

Please print the following information as you would like it to appear in the AHBA Member Directory:

Company Name _____ Preferred Phone Number (_____) _____
 Contact Name _____ Title/Position _____
 Mailing Address _____ City, State, ZIP _____
 Cell Number (Not to be printed. AHBA use only.) (_____) _____ Fax Number (_____) _____
 Physical Address _____ City, State, ZIP _____
 Email Address (Not to be printed. AHBA use only.) _____
 Website Address: _____ Birthday (MM/DD) _____

CONSENT & PRIVACY POLICY: I understand that by providing my mailing address, email address, and telephone numbers, I consent to receive communications from the Acadian Home Builders Association, Louisiana Home Builders Association, and the National Association of Home Builders via U.S. Mail, email, telephone, or fax at those numbers/locations. I further understand the AHBA does not sell, trade or disclose personal information to third parties, and that information provided is for membership purposes unless specified otherwise.

MEMBER CLASSIFICATIONS

Please select your Member Classification and Categories below:

I. **Builder/Developer** **Builder License #** _____ **(REQUIRED. Copy of license must be submitted with application.)**
 Developers will be listed as "Builder" members, but Lic. # is not required. Please choose option J below for business activity.

Circle **ONE** activity that best describes your company's primary business (for NAHB Classification):

- | | | |
|--|---|--|
| A Single Family Spec./Tract Building | D Multifamily Building/Ownership (Rental Units) | H Commercial Building (Own Account) |
| B1 Single Family General Contracting | E Multifamily General Contracting | I Commercial General Contracting |
| B2 Single Family Custom Building | F Remodeling—Residential | J Land Development |
| C Multifamily Building (Condo/Co-op Units) | G Remodeling—Commercial | K Manufacturing of Modular/Panelized/Log Homes |

How many housing units do you start annually? Please circle **ONE**:

- | | | |
|--------------|----------------|------------------|
| A 0 Units | C 11-25 Units | E 101-500 Units |
| B 1-10 Units | D 26-100 Units | F Over 500 Units |

II. **Associate Member (all other business types except Builder or Developer)**

Please list up to 3 categories that you would like to be listed under in our member database:

III. **Affiliate Member**

Additional employee of an existing AHBA member company. Receives all of the same benefits as Associate members.

REFERENCES

Please list three references below. They may be either suppliers you use, subcontractors, others within your trade, or customers:

- I. Company/Person's Name _____ Phone Number (_____) _____
 II. Company/Person's Name _____ Phone Number (_____) _____
 III. Company/Person's Name _____ Phone Number (_____) _____

Financial institution used for your business:

Bank Name/Contact Person _____ Phone Number (_____) _____

BUSINESS HISTORY

Have you or any entity that you have owned ever been sued? Yes No
Have you or any entity that you have owned ever filed for bankruptcy? Yes No
Do you have any unresolved liens or judgments? Yes No

NOTE: The AHBA Board of Directors may periodically check the above, as prescribed by the association's By-Laws in Art. III, Sec. 2(A), and also including but not limited to credit history, experience in the shelter industry, and reputation.

GET INVOLVED

Reason(s) for joining AHBA: _____

Past experience has shown that members who become active in AHBA reap the most returns for their investment. In other words—what you put into it is what you get out of it. One of the best ways to become involved is to participate on committees. Please indicate your interests below:

Home Show Planning Committee Crawfish Boil Planning Committee Golf Tournament Planning Committee
 Membership Committee Education Committee Legislative Affairs Committee

DUES SCHEDULE

Builder/Developer Members: \$545/yr.

Associate Members: \$445/yr.

Affiliate Members: \$250/yr.

Builder Members are individuals who have a residential building license from the Louisiana State Licensing Board for Contractors. If you have a builder's license, you must apply as a builder member. Additionally, if you are currently in the process of getting a contractor's license (i.e. already taken and passed the test), you must apply as a builder member. **Associate Members** are those in fields which support the building industry such as painters, electricians, real estate agents, mortgage lenders, etc. If someone in a particular company already has a membership with AHBA, then another employee of the same company may join as an **Affiliate Member**. They will receive all of the same benefits as an Associate Member.

All dues include membership in AHBA, the Louisiana Home Builders Association (LHBA), and the National Association of Home Builders (NAHB). All Builder and Associate member dues include a voluntary contribution of \$20 to the local and state Political Action Committees (PAC). If you do not wish to make this contribution, you may deduct \$20 from your annual dues.

Dues payments to AHBA are NOT deductible as charitable contributions for federal tax purposes. However, dues payments MAY be deductible as an "ordinary & necessary" business expense.

Final approval of all applicants is determined by the AHBA Membership Committee and Board of Directors. Once an application is approved, dues are non-refundable. Dues may be paid via cash, check or credit card. The application process takes approximately one month from submission of application to approval.

MEMBERSHIP AGREEMENT

By signing this application, I agree to abide by the By-Laws, Rules and Regulations, and Standard Operating Procedures of the Acadian Home Builders Association (AHBA), and its affiliates, the Louisiana Home Builders Association (LHBA) and the National Association of Home Builders (NAHB). I further agree to comply with the AHBA's Code of Ethics. I acknowledge that I have no outstanding liens and/or judgments, no debts in excess of 120 days, and that at least one year has elapsed from date of discharge of any bankruptcy. If the company's membership becomes inactive or terminated for any reason, I agree to immediately discontinue use of any and all AHBA logos, as well as that of LHBA and NAHB.

Applicant Signature

Date

Sponsor Name/Company (AHBA member who referred you)

PAYMENT INFORMATION

Amount Enclosed: \$ _____ Cash Check (# _____) Credit Card SIF VIP Applicant

Payment must accompany all applications. Checks payable to AHBA, cash, and all major credit cards are accepted. To pay with your credit card, **please call AHBA at (337) 981-3053**. Membership Application may be faxed to (337) 988-5096.

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GET INVOLVED • HAVE FUN GROW YOUR BUSINESS

AHBA EVENTS: *Your opportunity to network & grow your business!*

The Home, Garden & Lifestyle Show

Produced by AHBA for 50+ years, this is the original and only show of its kind in Acadiana. Exhibitors fill the Cajundome Convention Center each spring to showcase the most exciting and comprehensive collection of products and services, including the latest in building materials, floor treatments, appliances, interior decorating and much more.



Parade of Homes

The Parade of Homes is a self-guided tour during which ticket holders can view brand new homes constructed by AHBA Builder Members. Houses exhibit the hottest trends in architecture, layout, building materials, and appliances. Some are also furnished by local interior designers in a wide range of styles. Square footage and prices range from starter homes to large estates.



Home for the Holidays

Working with project partner KATC-TV 3, AHBA produces this annual event during which a brand new home is constructed and then raffled off with proceeds benefiting local charities. Since the project's conception 10 years ago, AHBA and KATC have given over \$1.2 Million to their adopted organizations: Lafayette Habitat for Humanity, Faith House, St. Michael's Center for Veterans, and The Children's Shelters of Acadiana Youth. With the closing of The Children's Shelters in 2013, Home for the Holidays has added a new recipient beginning in 2014: Healing House for Grieving



Annual Crawfish Boil

Every year in May, AHBA hosts an evening of crawfish and good ol' Cajun bon temps! The Annual Crawfish Boil is a member favorite event, and 400+ people pack the pavilion at Acadian Village each spring for food, dancing, and tons of fun!

Casino Night

Join AHBA in August for a night of games, drinks, food, and fun! This event features live music, dancing, and table games including poker, blackjack, roulette and craps. Great prizes will be awarded, including CASH!

AHBA Doug Ashy Sr. Golf Tournament

Every fall, AHBA holds its annual golf tournament on Columbus Day. Named for Mr. Doug Ashy, Sr. -- one of AHBA's founding fathers -- the tournament is open to both members and non-members and is a full day of fun. There are many other contests and prizes given away and plenty of drinks and delicious food provided by local sponsors.

"Celebrate 2014" Party

Each December, AHBA hosts a party to celebrate the year's successes. The event is held at a local bar with complimentary drinks, food and live jazz music. It's a great opportunity to relax, have fun, and get to know other members.

General Membership Luncheons

AHBA hosts regular luncheons featuring guest speakers who touch on a wide variety of topics related to the home building industry and life in Acadiana. Plenty of time is also provided for networking with other members and their guests.

After Hours Member Mixers

These events are held at the showroom or office of a member company after business has closed for the day and offer the perfect opportunity to enjoy food and beverages while socializing.

Speed Networking Sessions

Held a couple times each year, Speed Networking Sessions allow Associate Members the chance to talk one-on-one with Builder Members and present their products and services. Food and drink are provided as well as extra time for mingling before and after.

...AND SO MUCH MORE!

FIND US ONLINE

www.acadianhba.com

www.instagram.com/acadianhba

www.facebook.com/acadianhba

Your Blueprint to

Your membership with AHBA also includes membership with the National Association of Home Builders, which gives you access to money-saving discounts and services for your business through their Member Advantage program. **With the GM Discount alone, NAHB members save \$2 Million per year!**

All you have to do is log on to the Member Advantage web site with your membership PIN # to start saving on computers, shipping, car rentals, credit card processing and more!

For more information on these great discounts, visit www.nahb.org/ma.

As part of your membership with your local HBA, you have access to the NAHB Member Advantage Program. As an NAHB benefit, members have access to discounts and savings opportunities offered by many top companies.

Participating Manufacturers

What would you think if you could get a **REBATE** for your loyalty to many of the nation's leading housing industry manufacturers? Well, now you can with the Builder & Remodeler Rebate program from LHBA. It's as easy as **REGISTER - BUILD A HOUSE - GET CASH!**

Over 70% of the Builders and Remodelers who participated nationally last year, received rebates more than they paid in annual dues to their association. The registration form is simple. Two minutes could pay for your membership!

The number of reasons to use email marketing to stay in touch with your clients, customers and partners in business are endless. Constant Contact is a complete online E-Marketing Service which includes emails, online surveys, and events marketing.



As a Constant Contact Partner, AHBA members are eligible for a 60-Day Free Trial, and an **exclusive member discount on 6-month & 12-month prepays.**

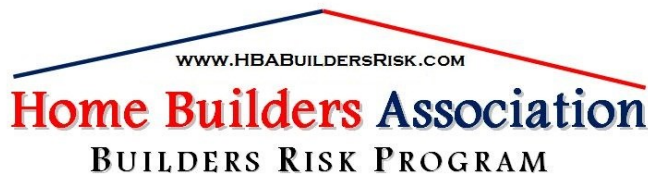
Become an AHBA member and start your E-Marketing Campaign today. And if you already subscribe to Constant Contact, you may still be eligible for the discount. Just ask AHBA for details.

Membership Savings



Save money on Workers' Comp through the Homebuilders Self-Insurers Fund (SIF). Since it started in 1979, **the SIF has returned nearly \$70 Million in dividends to qualifying fund participants**. Find out how you can get your **first year of AHBA membership dues FREE** by visiting www.lhbasif.com. For a list of agents visit www.ahbaonline.com/insuranceprograms.

Builder and remodeler members can also take advantage of the LHBA General Liability Trust. Since its inception, the **GL Trust has returned \$4.2 Million in dividend distributions to qualifying members**. For more information visit www.lhbagltrust.com.



LHBA's Builders Risk Program offers substantial savings over other programs. Depending on where you build, your savings could range from 20%-25%! **In just over 6 months, one LA builder saved over \$16,000 in insurance premiums**.

Ask your insurance agent about LHBA Builders Risk today! All LHBA member agencies may handle this program. For more info, visit www.hbabuildersrisk.com.

All AHBA members are also a member of the Louisiana Home Builders Association, which makes you eligible to list your homes on the LHBA website for FREE. Your listings will show up under the Find New Homes tab on www.lhba.org.

Home owners look to LHBA's web site as a source of building information, and listing your available homes is a great way to market your business.

You must be a CURRENT member to use this service.



BuilderBooks.com

NAHB's Builder Books.com is your source for "Books That Build Your Business". From Accounting to Building Techniques, Codes & Regulations to Construction Management, Customer Service to Sales & Marketing, Safety to Spanish, you can find it all on BuilderBooks.com at **discounted rates** for members only.

Some books are even available as e-books through the new Builder Books iphone/ipad app, and others such as Safety Handbooks are available with bulk rates to make it more affordable to distribute to your employees. Whatever you need for the job, you will find it at BuilderBooks.com!

PROFESSIONALISM IS PRICELESS

- **Membership in AHBA gives consumers a strong indication that you are dedicated to the business of home building, committed to customer satisfaction and in business for the long term.** You are a professional.
- **Being a professional in the building industry means constant learning.** Consumers want contractors who keep up-to-date on technological advances, regulations, products and materials, financing, design and so on. AHBA provides educational seminars free of charge to members of the association.
- **Home building is teamwork that takes the skills, expertise and cooperation of many suppliers and trades.** Members have ready access to a network of professional companies and individuals providing services to the residential construction industry.
- **As a company involved in the building industry, it is also important to understand what is going on in the community and how it might affect your business and consumers.** Members have access to a wide range of information to keep informed on important issues. AHBA members also have opportunities to meet and work with decision makers in both the state and local governments.



“Our business is directly affected by local builders, and we believe in supporting the building industry through our membership in AHBA. We have built lasting and invaluable customer relationships through the networking opportunities the association provides.”

-Steve Ashby, Doug Ashby Building Materials



“The benefit that impacts my business the most is having several highly effective lobbying groups providing the necessary advocacy to ensure that our industry’s concerns are heard. That pays for my membership tenfold!”

-Pam Weaver, W Homes

“The privilege of serving in a leadership position in AHBA has allowed me to give back to my industry which has done so much for me through the years. The relationships that I’ve enjoyed through my service have been incredibly rewarding to me personally and professionally.”

-April Becquet, Acadiana Builder Magazine



We are the heart and soul of the local home building industry, and you have everything to gain by making the call.

This decision will be the easiest one you’ll make all year.

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

- Theodore Roosevelt