

Membership Committee Goals

MISSION

Team the new members with current HBA members so they may develop a commitment to the HBA of Metro Orlando. This pairing will provide the new member a vehicle to network within the building industry by promoting and ultimately increasing their business while retaining their membership.

The Membership Committee has been organized into three divisions to help serve the members of the HBA of Metro Orlando.

- **Ambassador:** Welcome each new member with an office visit or phone call. Invite new members to attend upcoming events. Attend meetings to welcome new members and help them to meet other valuable HBA member contacts.

- **Retain:** Make phone calls to encourage active participation, verify contact information and ensure that members are satisfied with their HBA membership. Remind HBA members to continuously take advantage of their member benefits.

- **Recruit:** Invite fellow vendors, subs, and business partners to get involved in the HBA to enjoy all of the member benefits.

EXPECTATIONS

- ✓ **HAVE FUN!**

- ✓ **Join one of the three Membership Committee divisions.**

- ✓ **Complete monthly assignments** - This may include making phone calls, sending emails as well as reporting results to the HBA office in a timely manner.

- ✓ **Attend at a New Member Reception**– to stay familiar with current HBA practices and goals. This is also a time to mentor new members and to help welcome them.

- ✓ **Assist at the General Membership Meetings** - This may include assisting at the membership table.

REWARDS

- ✓ **SPIKE CREDITS!** Blank / Empty Spike credits given to Committee Members!

- ✓ **BONUS BUCKS!** Given to members that make the effort and report on calls! Use your bonus bucks towards Membership dues, GMM's, events, etc!

- ✓ **RECOGNITION!** Become recognized for your efforts in the HBA News, Weekly, GMM's



Member Call Sheet

Return completed form to Fax: (407) 629-6460 –
E-mail: Adrienne@HBAofMetroOrlando.com

Committee: (Circle one) Ambassador / Retention / Membership Oversight

Committee Member: _____ Date Contacted: _____

Welcomed Company: _____ Spoke With: _____

Phone: _____ Email: _____

Introduce yourself and that you are on the Membership Committee and a volunteer for the HBA.

1. First of all, on behalf of the HBA of Metro Orlando, I would like to (Welcome / Thank) you for being a Member of the Association!

2. Who are you looking to target? _____

3. Why are you a member of the HBA? Check the benefits the member had expressed the MOST interest in

- a. NAHB & FHBA Membership
- b. Networking
- c. Discounted Insurance
- d. Member Discounts
- e. Marketing Opportunities
- f. Governmental Affairs
- g. OTHER: _____

4. Have you visited the HBA website at www.HBAofMetroOrlando.com? Yes No

If no, direct them to www.HBAofMetroOrlando.com and talk about the features: registering for events, news and information, calendar of events, online membership directory, etc

5. How many meetings have you attended in the last 12 months? ___

If yes, did you find them beneficial Yes No

6. Do you feel that being a member of the HBA is helping your company? Yes No

7. Are you currently serving on any Association committees? Yes No

8. Would you like to participate on any committees / councils? Yes No

9. Invite them to attend the next HBA Event / Council/Committee Meeting

General Membership Meetings: Second Tuesday of the month.

New Member Reception at HBA: Six times a year, falls on the 3rd Wed of the month - 8:30a – 9:30a

10. Are you aware of the benefits you receive as a member of the HBA of Metro Orlando?

- o Member list in excel format
- o Representation on local, state and national issues
- o Member discounts with HBA members as well as National discounts.

11. What could we do to increase the value of your Membership? _____

12. What programs would you like to see at the HBA? _____

COMMENTS:



As a member of the
HBA of Metro Orlando,
you are automatically entitled to the
following National Discounts!

MEMBERSHIP PAYS!



\$500 exclusive offer on most GM passenger cars, light-duty trucks, vans and SUVs

Go to www.nahb.org/ma to print your proof of membership to take to the GM dealer.



10% off all delivery orders. Free shipping on orders of \$50 or more!

Call 800-274-2753 and be sure to mention your NAHB membership.



Save anywhere from 10% to 70% on your shipping costs.

Visit www.1800members.com/nahb to start saving now.



Up to 20% off rental cars and FREE Gold Club Membership.

Use CDP#51046



Discounts up to 16% on the following: Laptops, printers, scanners, handhelds, servers, etc.

To place your order call 888-202-4488 and mention pass code "NAHB"



Save 10% off all online promotions. This discount is in addition to any online specials.

Visit www.nahb.org/ma and select the Omaha Steaks logo



15% off payroll processing and selected human resource services setup fees.

Call 800-729-2439 or visit www.paychex.com and mention code 5685



Save on Web/mobile tools, credit card and eCheck processing check services and more.

Free "Savings Analysis" of offered to NAHB members by calling 800-613-0148



15% discount at www.ftd.com/nahb or call 800-SENDFTD

Mention code 17421



Save at least 70% with YRC for your freight shipping needs.

To enroll, visit www.1800members.com/nahb or call 1-800-MEMBERS



10% off the best available rate at over 6,500 hotels, resorts and over 60,000 rental properties worldwide.

Mention ID 20090 at time of reservation. 877-670-7088









10% off the best available rate at over 6,500 hotels, resorts, and over 60,000 rental properties worldwide.

Mention ID 20090 at the time of reservation. 877-670-7088



As a member of the
HBA of Metro Orlando,
you are automatically entitled to the
following State Discounts!

MEMBERSHIP PAYS!

 <p>The Corporate Card program is accessible to all qualified members. Members have access to a personal consultation with an AmEx sales rep</p> <p>Visit www.americanexpress.com/partnerplus or call 877-2297-7535</p>	 <p>Save on Kenmore and Brand Name Appliances, TV's, Mattresses, Grills, Lawn Equipment, Exercise Equipment, Tools and more.</p> <p>Plus, save 5% on Sears Gift cards!</p> <p>For a Commercial Design Center near you, please call 813-926-6025, visit www.scmakingtools.com/fhba Mention code FHBA CU076140</p>	 <p>10% discount, waived activation fees, and special discounts on T-Mobile products and services.</p> <p>For more information on the T-Mobile program call 866-810-3909</p>
 <p>Discounted supplies and services. Free next day delivery on most standard orders over \$30</p> <p>Please fill out the Staples Link electronic registration form located at www.mynpp.com</p>	 <p>FHBA Builder/Contractor members enjoy a savings of 22% (employee discount 18%) off all calling plans plus \$34.99 or higher; as well as 25% off select accessories.</p> <p>Please call 866-885-4696</p>	 <p>Associate members receive a 15% discount; Builder members need to contact their local Sherwin Williams representative.</p> <p>Call 800-810-3909 or register at www.mynpp.com</p>
 <p>Offers online continuing education courses that meet all of your contractor CE requirements at discounted prices.</p> <p>Visit www.PacePDH.com/FHBA</p>	 <p>Offers discounts on voice, Internet, data and phone systems.</p> <p>Email travis.holloway@deltacom.com or contact at 904-716-7021</p>	 <p>Schedule and coordinate home services such as phone, TV, Internet, moving and security for your new homebuyers.</p> <p>Contact 800-469-1379 (Ask for FHBA partner programs or visit www.onesmartmover.com)</p>
 <p>For one low flat fee, NCSPlus will recover your money for you.</p> <p>Call Harve Platig at 800-363-7215, ext 3646 or hplatig@ncsplus.com</p>	 <p>Credit card, check guarantee and verification payment processing program designed specifically with your business needs in mind.</p> <p>Call First National Merchant Solutions at 800-354-3988</p>	 <p>Insurance for General Contractors, Roofers and Builder's Risk.</p> <p>For a list of authorized agents, contact the FHBI at 888-513-1222</p>



MEMBERSHIP DOESN'T COST... IT PAYS!

IT PAYS!

Your Discounts Offset Your Membership Investment!

Every business is different, but every business has expenses. Here's how much a typical business can expect to save in one year with just a FEW of the HBA Member Discounts!

Example of Company Savings in 2009

Product or Service

GM Vehicle.....	1 Vehicle.....	\$500
FedEx Shipping.....	2 envelopes/week.....	\$628
Verizon Wireless Plan.....	5 Cell Phones.....	\$949

TOTAL SAVINGS OF: **\$2,077!**



As a member of the HBA of Metro Orlando, you are automatically entitled to the following National Discounts!
MEMBERSHIP PAYS!



As a member of the HBA of Metro Orlando, you are automatically entitled to the following State Discounts!
MEMBERSHIP PAYS!

Offers valid January 1, 2009 - December 31, 2009. Please consult an Active Member Certificate from the HBA office before receiving the M2M benefit. *Subject to the rules at www.hba.com. Information subject to change.

ADVERTISING / SPECIALTY & PUBLICATIONS Florida Magazine Media 15% discount on printed display advertising rates. Contact: Bill.Coleman@flmag.com Tel: 813-941-8902	ELECTRICAL / LOW VOLTAGE / STRUCTURED WIRING Integrity Home Trade 15% discount on labor charges for all electrical work. Includes but is not limited to: High Voltage, Low Voltage, and all other electrical work. Contact: Bill.Coleman@flmag.com Tel: 813-941-8902	LANDING INSTITUTIONS Grady Business Solutions Over 400+ of Florida's best and brightest 800-hour and 1600-hour Business Foundations are a reality of your choice. Call today for a free information consultation. Contact: Bill.Coleman@flmag.com Tel: 813-941-8902
GM \$500 exclusive offer on most GM passenger cars, light-duty trucks, vans and SUVs. Go to www.gm.com to get your proof of membership to take to the GM dealer.	Office DEPOT 10% off all delivery orders. Free shipping on orders of \$50 or more! Call 800-274-2192 and be sure to mention your HBA membership.	FedEx Save anywhere from 10% to 70% on your shipping costs. Visit www.1800members.com to start saving now.
Hertz Up to 20% off rental cars and FREE Club Car Membership.	hp Discounts up to 10% on the following: Laptops, printers, scanners, handhelds, servers, etc. To place your order call 888-202-4689 and mention pass code "HAB09".	OMAHA STEAKS Save 10% off all online promotions. The discount is in addition to any other specials. Visit www.omahasteaks.com and use the Online Steaks sign.
PAYCHEX 10% off payroll processing and selected human resource services (set fee). Call 813-739-5438 or visit www.paychex.com and mention code 9052.	SOLVERAS Save on Volvo/Mini/Jeep, credit card and checks processing check services and more. Free "Savings Analysis" offered to HBA members by calling 800-612-0148.	FTD 10% discount at www.ftd.com or call 800-528-7170. Member code 17421.
YRC Save at least 10% with YRC for your freight shipping needs. To email, visit www.1800members.com or call 1-800-668-6102.	WETTERMAN 10% off the best available rate at over 6,500 hotels, resorts and over 60,000 rental properties worldwide. Member ID 20090 at time of reservation. 877-670-7088.	TRAVEL VACATION RENTALS 10% off the best available rate at over 6,500 hotels, resorts and over 60,000 rental properties worldwide. Member ID 20090 at the time of reservation. 877-670-7088.

GM \$500 exclusive offer on most GM passenger cars, light-duty trucks, vans and SUVs. Go to www.gm.com to get your proof of membership to take to the GM dealer.	Office DEPOT 10% off all delivery orders. Free shipping on orders of \$50 or more! Call 800-274-2192 and be sure to mention your HBA membership.	FedEx Save anywhere from 10% to 70% on your shipping costs. Visit www.1800members.com to start saving now.
Hertz Up to 20% off rental cars and FREE Club Car Membership.	hp Discounts up to 10% on the following: Laptops, printers, scanners, handhelds, servers, etc. To place your order call 888-202-4689 and mention pass code "HAB09".	OMAHA STEAKS Save 10% off all online promotions. The discount is in addition to any other specials. Visit www.omahasteaks.com and use the Online Steaks sign.
PAYCHEX 10% off payroll processing and selected human resource services (set fee). Call 813-739-5438 or visit www.paychex.com and mention code 9052.	SOLVERAS Save on Volvo/Mini/Jeep, credit card and checks processing check services and more. Free "Savings Analysis" offered to HBA members by calling 800-612-0148.	FTD 10% discount at www.ftd.com or call 800-528-7170. Member code 17421.
YRC Save at least 10% with YRC for your freight shipping needs. To email, visit www.1800members.com or call 1-800-668-6102.	WETTERMAN 10% off the best available rate at over 6,500 hotels, resorts and over 60,000 rental properties worldwide. Member ID 20090 at time of reservation. 877-670-7088.	TRAVEL VACATION RENTALS 10% off the best available rate at over 6,500 hotels, resorts and over 60,000 rental properties worldwide. Member ID 20090 at the time of reservation. 877-670-7088.

STAPLES Advantage Discounted supplies and services. Free next day delivery on most standard orders over \$30. Please list the Staples Advantage membership from Staples at www.staples.com . Visit www.1800members.com or call 877-3382-7088.	Sears Commercial Save on Kenmore and Grand Home Appliances, TV's, Mattresses, Office, Lawn Equipment, Exercise Equipment, Tools and more. Plus, Save 5% on Sears Gift cards! For a Commercial/Dealer Card, see page 877-3382-7088, visit www.sears.com or call 800-333-3333. Member code 10034-027842.	T-Mobile 10% discount, waived activation fees, and special discounts on T-Mobile products and services. For information on the T-Mobile program call 800-252-3333.
Verizon Wireless FIBA Builder/Contractor members enjoy a savings of 25% employee discount! 10% off all calling plans plus \$34.99 or higher, as well as 25% off select accessories. Please call 800-885-4836.	SHERWIN WILLIAMS Associate members receive a 15% discount! Builder members need to contact their local Sherwin Williams representative. Call 800-894-3636 or register at www.sherwin.com .	Home Depot 15% discount on all in-stock items. Includes but is not limited to: High Voltage, Low Voltage, and all other electrical work. Contact: Bill.Coleman@flmag.com Tel: 813-941-8902
DELTA Offers online continuing education courses that meet all of your contractor CE requirements at discounted prices. Visit www.FairPlayCD.com .	DELTA Offers discounts on video, internet, site and phone systems. Email delatamember@delta.com or contact at 800-749-7121.	CONCRETE TODAY Schedule and coordinate home services such as phone, TV, internet, heating and security for your new home! Contact 800-469-2770 or visit www.concretetoday.com .
ACS ACSPlus Incorporated For one low fee, ACSPlus will receive your money for you. Call Home Plus, at 800-367-7275, or HomePlus@acsplus.com .	First National Merchant Solutions Credit card check guarantee and verification payment processing program designed specifically for your business needs is now. Call First National Merchant Solutions at 800-336-3838.	FBI Insurance for General Contractors, Builders and Builders Risk. For a list of authorized agents, contact the FBI at 888-518-1222.

START SAVING TODAY!



Offers valid January 1, 2009 – December 31, 2009. Please present an **Active Member Certificate** from the HBA office before accessing the M2M discount. Requests can be made to Adrienne@HBAofMetroOrlando.com. Information subject to change.

ADVERTISING / SPECIALTY & PUBLICATIONS

Florida Homebuyer Media
5% discount off published display advertising rates.
Contact:
[Mimi Briegel](mailto:Mimi.Briegel@hba.com) – (407) 951-8892

Snyder Media & Marketing
Snyder Media & Marketing will make a donation to The Mid-Florida Home Builders Foundation in the Members' name in the amount equal to 5% of any and all purchases of promotional marketing products.
Contact:
[Jim Barto](mailto:Jim.Barto@hba.com) - (407) 416-5282

ALARM & SECURITY SYSTEMS / LOCKS / SAFES / VACUUMS

ADT Security
\$200 mail-in cash back with your purchase!
Contact:
[Horst Waldbauer](mailto:Horst.Waldbauer@adt.com)
1-888-238-0030
Savings code: G37142

CARPENTRY / MILLWORK

JS & S Sons
5% discount on all carpentry and 10%-20% discount on all HBA member model homes.
Contact:
[Jeff Savage](mailto:Jeff.Savage@jssons.com) - (407) 947-4419

CABINETS & COUNTERTOPS

Get Organized
20% discount on materials and labor.
Contact:
[Ben Benkiran](mailto:Ben.Benkiran@getorganized.com) - (407) 839-6225

CLOSETS

Get Organized
20% discount on materials and labor.
Contact:
[Ben Benkiran](mailto:Ben.Benkiran@getorganized.com) - (407) 839-6225

GRANITE / MARBLE / STONE & TILE

Builders Tile & Carpet
50% on any one of three 24in natural stone medallions.
Contact:
[Kurt Rose](mailto:Kurt.Rose@builders.com) - (407) 857-5030

ELECTRICAL / LOW VOLTAGE STRUCTURED WIRING

Innovative Home Theatre
32% discount on Sony Surround System with High Definition BluRay DVD player. Discounts are also available on Sony LCD HDTV's.
Contact:
[Bill Condon, Jim Barto, Brett Ogilvie](mailto:Bill.Condon@ihtheatre.com)
(407) 654-1427

FLOOR COVERINGS

ProSource of Orlando
50% off all carpet and pad and 30% off all hard surfaces, setting materials and now cabinets.
Contact:
[Account Manager/Sales Team](mailto:AccountManager@prosource.com)
(407) 293-2969

HOME AUTOMATION SYSTEMS

Innovative Home Theatre
32% discount on Sony Surround System with High Definition BluRay DVD player. Discounts are also available on Sony LCD HDTV's.
Contact:
[Bill Condon, Jim Barto, Brett Ogilvie](mailto:Bill.Condon@ihtheatre.com)
(407) 654-1427

HOME THEATERS

Get Organized
20% discount on materials and labor.
Contact:
[Ben Benkiran](mailto:Ben.Benkiran@getorganized.com) - (407) 839-6225

Innovative Home Theatre
32% discount on Sony Surround System with High Definition BluRay DVD player. Discounts are also available on Sony LCD HDTV's.
Contact:
[Bill Condon, Jim Barto, Brett Ogilvie](mailto:Bill.Condon@ihtheatre.com)
(407) 654-1427

INSURANCE

Page Insurance Agency
We offer a one-hour free consultation review of your insurance policy whether it is for business insurance; employee benefits or for your individual needs.
Contact:
[Michelle Delaney](mailto:Michelle.Delaney@page.com) – (407) 748-1589

LENDING INSTITUTIONS

Orlando Mortgage Solutions
Give you \$500 of closing costs and donate \$50 back to The Mid-Florida Home Builders Foundation or a charity of your choice. Call today for a free no obligation consultation.
Contact:
[Kari Freeman or Sandi Martin](mailto:Kari.Freeman@oml.com)
(407) 423-9936

PAINT

Sherwin Williams Company
Enroll in the Neighborhood Preferred Customer E-card Program
<http://www.sherwin-williams.com/npc/hbaofmetroorlando>
Contact:
[Randy Moore](mailto:Randy.Moore@sherwin.com) – (321) 239-7851

SAFETY EQUIPMENT & SUPPLIES

Florida Safety Links
20-30% discount on all services we offer.
Contact:
[Randy Free](mailto:Randy.Free@flsafety.com) – (407) 353-8165

WARRANTY COMPANIES

Bonded Builders Warranty Group
15% discount on the application fee exclusively for HBA members.
Contact:
[Ann Hagen](mailto:Ann.Hagen@bbwg.com) - (407) 701-6792

Have an exclusive discount you can offer HBA Members?

Visit the "Member Benefits" section of the HBA Website to [Download the M2M application](#)

Discounts will be reviewed and approved by the Membership Committee before they are included in the program.

HBA Staff Contact
Adrienne Stepan
Membership Director
(407) 691-2188
Adrienne@HBAofMetroOrlando.com
www.HBAofMetroOrlando.com

HBA of Metro Orlando Committees and Councils

COMMERCIAL BUILDERS COUNCIL

The Commercial Builders Council of Metro Orlando is proactive in local and state legislation and building issues. It seeks to promote education and information to the members of the HBA of Metro Orlando who currently or in the future engage in commercial construction. The Commercial Builders Council helps promote increased membership in the Association. It is the voice for the small to medium commercial builder. The CBC gives HBA members who are involved in or are considering commercial construction the tools necessary to succeed. The CBC builds bridges to currently established councils and committees of the HBA to help promote and educate members on safety and green building for commercial contractors.

Annual Dues: \$25-\$90 per individual
Meetings: 2nd Wednesday 12:00 p.m.
Chair: Dave Schmitt, Dave Schmitt Engineering
Staff Liaison: Stacie Cornell, (407) 691-2185, Stacie@HBAofMetroOrlando.com

COMMUNICATIONS COMMITTEE

The Communications Committee designs and implements the most current marketing and informational tools for the HBA, such as the website, *HBA News*, HBA Membership Directory, media relations and community service efforts. Its goal is to enhance communication between members, staff and the community.

Meetings: 3rd Tuesday 3:30 p.m. – every other month
Chairman: Debbie Morris, Web Resource Management
Staff Liaison: Beth McGee, (407) 691-2183, Beth@HBAofMetroOrlando.com

DESIGN COUNCIL

The Design Council's mission is to serve as a professional forum to build a better understanding among designers within the home building industry. The Design Council provides an opportunity for its members to share industry-related information, foster positive client/designer communication, and provide members with networking opportunities.

Annual Dues: \$35 per individual
Meetings: 1st Wednesday 11:00 a.m.
Chairperson: Brett Blake, ADP Surfaces Inc.
Staff Liaison: Stacie Cornell, (407) 691-2185, Stacie@HBAofMetroOrlando.com

DEVELOPERS COUNCIL

The Developers Council holds monthly programs on issues affecting the residential development industry. The general format for the monthly meetings includes, continental breakfast, governmental affairs report, and the program.

Annual Dues: \$55 per company
Meetings: 4th Wednesday 7:30 a.m.
Chairman: Carl Vandiver, Massie Land Company
Staff Liaison: Rick McKee, (407) 629-9242 ext. 110, Rick@HBAofMetroOrlando.com

EXECUTIVE COMMITTEE

The Executive Committee consists of the Association's five Senior Officers, the Immediate Past President and Immediate Past Associate Vice President, two optional appointments by the President from the membership at large, and the Executive Director. The Executive Committee conducts the affairs of the Association in accordance with the by-laws, policies, and instructions of the Board of Directors. Service on the Executive Committee is by appointment only.

Meetings: 2nd Tuesday 10:00 a.m.
Chairman: Steve O'Dowd, O'Dowd Construction, Inc.
Staff Liaisons: Beth McGee, (407) 691-2183, Beth@HBAofMetroOrlando.com
Chassity Vega, (407) 691-2182, Chassity@HBAofMetroOrlando.com

FINANCE COMMITTEE

The Finance Committee consists of the Treasurer, eight active members (four of which are builder members) and the Executive Director. The Finance Committee is charged with preparing and recommending an annual budget to ensure proper functioning of the Association's staff and activities. Service on the Finance Committee is by appointment only.

Meetings: 2nd Tuesday 8:00 a.m.
Chairperson: Aldo Martin, Rey Group
Staff Liaisons: Beth McGee, (407) 691-2183, Beth@HBAofMetroOrlando.com
Vilma Sosa, (407) 691-2181, Vilma@HBAofMetroOrlando.com

HBA of Metro Orlando Committees and Councils

FISHING TOURNAMENT COMMITTEE

This is an exciting event committee that plans and executes HBA Osceola Chapter's annual *Fresh Water Adventure* – a bass fishing tournament at Kissimmee Lake Toho Resort on West Lake Toho in February.

Meetings: 2nd Wednesday 9:30 a.m.
Meeting Location: Sherwin Williams, 4506 L.B. McLeod Rd, Orlando, Florida 32811
Chairman: Randy Moore, The Sherwin Williams Company
Staff Liaison: Robyn Roberts, (407) 847-7455, Robyn@HBAofMetroOrlando.com

GOLF COMMITTEE

FORE! This is an action-packed committee that plans and promotes golf tournaments – the HBA Builder Invitational and the Foundation's Charity Tournament.

Chairman: John Holt, Solar-Tite Inc.
Vice-Chair: Randy Moore, The Sherwin Williams Company
Staff Liaisons: Ali Gorgone, (407) 691-2186, Ali@HBAofMetroOrlando.com

GOVERNMENTAL AFFAIRS OVERSIGHT & LEGISLATIVE ISSUES COMMITTEE

The Governmental Affairs Oversight Committee primarily focuses on issues impacting the homebuilding industry in Orange, Osceola, and Seminole Counties. The Committee provides strategic guidance and recommendations to the Association's Executive Committee regarding state & local GA issues. Subcommittees are formed on an as needed basis.

Meetings: 1st Thursday 11:00 a.m.
Chairman: Ray Bradick, Bowyer Singleton & Associates
Staff Liaison: Rick McKee, (407) 629-9242 ext. 110, Rick@HBAofMetroOrlando.com

GREEN BUILDING COMMITTEE

The Green Building Committee provides leadership in the promotion, education, and encouragement of sustainable and affordable green building principles and voluntary standards for the HBA of Metro Orlando membership and their end users.

Meetings: 3rd Thursday 12:00 p.m.
Chairman: Tracy DeCarlo, One Stop Green Home Certification
Vice Chair: Keith Groninger, Groninger Custom Homes
Staff Liaison: Adrienne Stepan, (407) 691-2188, Adrienne@HBAofMetroOrlando.com

HISPANIC MARKET AND BUSINESS COUNCIL

The mission of the Hispanic Market & Business Council is to involve HBA members and provide tools to support their growth and success in the Hispanic market.

Annual Dues: \$35 per individual
Meetings: 4th Tuesday 12:00 p.m.
Chair: Lou Blanco, Flagstone Pavers
Vice-chair: Luis Nunez, ProSource Wholesale Floorcoverings
Staff Liaison: Stacie Cornell, (407) 691-2185, Stacie@HBAofMetroOrlando.com

JOINT BUILDING ISSUES COMMITTEE

The Joint Building Issues Committee meets every other month with Building Officials from the counties and cities within the tri-county area. The Committee strives to promote the timely exchange of information between the homebuilding industry and local jurisdictions relating to plans review, permitting, and the inspection process.

Meetings: 3rd Wednesday 3:30 p.m. (every other month)
Chairman: Lee Holt, Solar-Tite Inc.
Staff Liaison: Rick McKee, (407) 629-9242 ext. 110, Rick@HBAofMetroOrlando.com

MEMBERSHIP COMMITTEES

The Membership Oversight Committee directs three highly specialized sub-committees: Ambassador Committee, Retention Committee and the Member Orientation Committee. The Ambassador Committee is designed to assist new members by responding to their needs, the Retention Committee finds out what those needs are and the Member Orientation Committee educates new and existing members. All committees offer an excellent opportunity to meet and do business with HBA members.

Ambassador Meetings: 3rd Wednesday 10:00 a.m.
Retention Meetings: 3rd Wednesday 10:30 a.m.
Membership Oversight* Meetings: 3rd Wednesday 11:00 a.m.

HBA of Metro Orlando Committees and Councils

Oversight Chair: Michelle Delaney, Page Insurance Agency
Ambassador Chair: Jim Barto, Snyder Media Marketing
Retention Chair: Susan Ufland, Gulf States Credit Union
Staff Liaison: Adrienne Stepan, (407) 691-2188, Adrienne@HBAofMetroOrlando.com

*To be an active member of the Oversight Committee, members must satisfy a minimum of 6 months of membership and 6 months of serving on a membership sub-committee.

NOMINATING COMMITTEE

The Nominating Committee shall identify, solicit and consider recommendations as to candidates for each elected office and Director position to be filled. The committee may resolve questions relating to the nomination of candidates, suggest rules and procedures for the elections to the Board of Directors and, upon direction of the President, perform other appropriate duties.

Meetings: As required by the by laws
Chairman: Immediate Past President Jim Cooper
Vice Chairman: Immediate Past Associate Vice President John Holt
Staff Liaison: Chassity Vega, Executive Coordinator

*Members of this committee are designated in Article IX of the by laws.

OSCEOLA CHAPTER

HBA of Metro Orlando operates a satellite office in St. Cloud to service members in Osceola County. Members of the Osceola Chapter monitor and take action on governmental issues relating to building and development in Osceola County, with secondary focus on major cities within the county. Task forces are formed on an issue-by-issue basis. Regular monthly meetings are held at the Kissimmee Chamber of Commerce.

Meetings: 2nd Thursday
Steering Committee: 4:30 p.m.
Chapter Meeting: 5:30 p.m.
Meeting Location: The Kissimmee Chamber of Commerce, 1425 East Vine St., Kissimmee, FL 34744
Chairman: Clint Robertson, TRG Builders, Inc.
Vice Chairman: Mike Loreth, CRS Painting, Inc.
Staff Liaison: Robyn Roberts, (407) 847-7455, Robyn@HBAofMetroOrlando.com

PARADE OF HOMES

In existence since 1953, the annual Parade of Homes is the single most important marketing tool builder members utilize to sell new homes. This spring event showcases homes throughout Orange, Seminole, and Osceola counties with a highly visible advertising and public relations blitz. This committee is by presidential invitation only.

Chairman: HBA Vice President, Marion McGrath, Jonathan McGrath Construction
Vice Chair: HBA Associate Vice President, Randy Moore, Sherwin Williams
Staff Liaison: Ali Gorgone, (407) 691-2186, Ali@HBAofMetroOrlando.com

PAST LEADERS

The HBA of Metro Orlando realizes that it stands on the shoulders of giants, and acknowledges this by consulting with past HBA Presidents and past HBA Associate Vice Presidents. These individuals constitute an unrivaled source of wisdom for the present HBA leadership.

Meetings: Quarterly
Chairperson: HBA Immediate Past President Jim Cooper, Cooper Development
Staff Liaison: Beth McGee, (407) 691-2183, Beth@HBAofMetroOrlando.com

MID-FLORIDA POLITICAL ACTION COMMITTEE

The Mid-Florida Political Action Committee (Mid-PAC) focuses on candidates in local and state legislative elections. Along with the Florida Home Builders PAC (FHB-PAC), Mid-PAC interviews and endorses candidates seeking elective office.

Meetings: 3rd Thursday 3:30 p.m.
Chairman: Ray Bradick, Bowyer-Singleton & Associates
Staff Liaison: Rick McKee, (407) 629-9242 ext. 110, Rick@HBAofMetroOrlando.com

PRODUCTION BUILDERS COMMITTEE

The purpose of the Production Builders Council is to explore issues of interest to large-volume building companies. Council membership is restricted to production homebuilder company president or owner.

Meetings: Quarterly
Chairperson: George Glance, KB Home Orlando LLC

HBA of Metro Orlando Committees and Councils

Staff Liaison: Beth McGee, (407) 691-2183, Beth@HBAofMetroOrlando.com

REMODELERS COUNCIL

The purpose of this council is to provide unified representation to serve the professional remodeler and rehabilitator while providing information and educational opportunities. This council is a must for members in this sector of the industry.

Annual Dues: \$65 per individual
Meetings: 1st Wednesday 12:00 p.m.
Chairman: Brett Blake, ADP Surfaces Inc.
Staff Liaison: Ali Gorgone, (407) 691-2186, Ali@HBAofMetroOrlando.com

SALES & MARKETING COUNCIL

The Sales & Marketing Council is an organization within the Home Builders Association of Metro Orlando which acts as a catalyst for professional growth, achievement and community involvement of our members. The Sales & Marketing Council strives to foster the highest level of ethics, integrity and professionalism for our industry and our community. The Sales & Marketing council holds many events throughout the year including quarterly breakfasts, After Hours events, SAM Tram, Major Achievement Awards, Holiday Party and educational opportunities.

Annual Dues: \$35-\$75 per individual
Meetings: 1st Thursday 9:00 a.m.
Chairperson: Greg Mazza, Chase Home Mortgage
Vice-Chair: Kari Freeman, Orlando Mortgage Solutions
Staff Liaison: Stacie Cornell, (407) 691-2185, Stacie@HBAofMetroOrlando.com

The President has the authority to establish task forces for a specific purpose or to recommend a new standing committee.



How to Answer Objections to Joining / Renewing

Possible Objections	Suggested Response
<p><i>It's too much money.</i></p>	<p>Our company thought the same thing to begin with. However, by taking advantage of the many benefits of the HBA, within a few months of membership, our dues paid for themselves. Through the Florida Home Builders Association, we can obtain discounted insurance through FHBI (Florida Home Builders Insurance). In addition to the insight and edge our company gained by connecting with the heart of the building industry, the HBA of Metro Orlando. You are always kept up to the date on hot issues the governmental affairs department addresses. (Mention tangible benefits... For example: 1) Subscription to the FHBA Magazine, HBA News, NAHB Builder Magazine. 2) Discounts on daily office supplies and services; 3) Discounted entrance to IBS and SEBC 4) Free samples contracts available at FHBA's website and 24 hour legal service at NAHB.</p>
<p><i>I'm too busy – I don't have the time</i></p>	<p>Work smarter, not harder! The HBA keeps you informed on building industry issues and reduce the time you need to be kept up to date on industry issues</p>
<p><i>I'm too small of a company – I can't compete with the bug guys.</i></p>	<p>Did you know that 70% of our builder members construct less than 25 units a year, just like you?</p>
<p><i>The Association and or NAHB do not meet my needs.</i></p>	<p>Can you be specific – what needs? (Listen for response. Allow me to tell you about some of the association services and benefits that may be of interest to you. (For example, (insert HBA services here.)</p>

<p><i>I belong to every Association under the sun. I do not have time to belong to another one.</i></p>	<p>You are obviously successful. Would you be opposed to spending \$ (insert their dues here) a year to employ a full time law firm to be on Capitol Hill, looking after the future of your career? That's what you get with your HBA membership! It's not necessary to attend all of the meetings, but those that you do attend will give great ideas and a chance to network with members you are looking to target. I used to feel exactly like you and asked myself what I needed. When it came right down to it, I needed the Association to fight for issues I couldn't spend time on nor extra costs.</p>
<p><i>I was a member once. Something happened and my views weren't really represented.</i></p>	<p>The HBA needs people like you! Your leadership abilities are evident. Could I propose that you could come in to discuss how we can get you involved?</p>
<p><i>I mostly do remodeling - my issues are different than the large or production builders</i></p>	<p>Many builders are diversified and do remodeling. We have long time builders who only do remodeling. In fact, we have an Remodelers Council that meets throughout the year to discuss topics Remodelers face.</p>
<p><i>Now is not the right time, maybe later.</i></p>	<p>Later may be too late. You really cannot afford to delay in being informed with the fast changes in the industry. Your support now will ensure that we continue to represent all facets of the industry.</p>
<p><i>I have my own Association that represents my specific interests.</i></p>	<p>1) Who do you primarily do business with – Commercial or Residential builder? The HBA of Metro Orlando offers fantastic opportunities to network with these individuals at our General Membership Meetings and soon to be Commercial Builders Council. 2) As a member of the HBA you would have more of your interests represented. When the building industry is strong, you gain stronger business and greater profits. Also as a member, you will have an inside track on the latest building news via local, state and nationwide.</p>

<p><i>You meet at night. That is the worst time for me.</i></p>	<p>We may have our general membership meetings at night, but we do offer many morning and daytime meetings and events that can accommodate your schedule. Plus, it is a company membership and any employee of your business may attend a meeting if you are unable to attend.</p>
<p><i>We aren't interested.</i></p>	<p>Our company felt the same way when we were first asked to become members. We then looked at the benefits of membership and found that it was a profitable business decision. Your investment is only \$ ___ per year. The business contacts alone are worth that.</p>
<p><i>Send me some information</i></p>	<p>We will be happy to send you more information and have the membership department follow up with you. (Take their name, company, address, phone and email - We will then mail them a membership packet)</p>



HBA of Metro Orlando Payment Plan

The HBA of Metro Orlando has promoted a 3-month payment plan since June 2008. We are now offering the opportunity to pay your HBA Membership dues over 5 consecutive months! A new member service customized to fit your needs.

In order to take advantage of this affordable payment plan, please sign below and provide credit card information. The HBA of Metro Orlando will ONLY accept signed agreements with credit card information to participate.

This agreement is executed this day _____ of _____, 20_____.

I, _____ an official representative for
(PRINT COMPANY CONTACT NAME)
 _____ is renewing our membership with the HBA of Metro Orlando
(PRINT COMPANY NAME)

and will take advantage of the HBA of Metro Orlando Payment Plan. As such, I/we agree to the following terms and conditions:

My signature authorizes the HBA of Metro Orlando to debit the credit card or debit card I have provided below in order to pay for my annual dues to the HBA of Metro Orlando. I further understand that the annual dues of the HBA of Metro Orlando are \$740 for Builder members and \$595 for Associate members.

Payment of dues includes membership in the Florida Home Builders Association (FHBA) and the National Association of Home Builders (NAHB). **Membership or renewal in all 3 Associations (HBA, FHBA and NAHB) will take effect upon your final payment.** The 1st payment will be processed upon receiving this completed form. Your payments will be processed approximately 30 days from each prior payment in **consecutive months** according to the payment plan below.

In order to be considered a renewal, you must make the first payment prior to your due date. Example: If your renewal date is January 2009, you must make the first payment in January 2009 (or before) to remain a renewal. If your last installment is paid **60 days** or more from your renewal date, you will be considered a new member.

HBA of Metro Orlando Payment Plan Information	Builder	Associate	Select Payment Plan
5 payments each	\$148	\$119	
4 payments each	\$185	\$148.75	
3 payments each	\$246.66	\$198.33	
2 payments each	\$370	\$297.50	

I agree to the terms and conditions of the HBA of Metro Orlando Payment Plan and understand that my credit card will be on file for the reoccurring payments. Please print information below.

Name: _____ Date: _____

Company: _____

Payment Method: Master Card _____ Visa _____ AMEX _____ Payment Plan amount per month (Select from above) _____

Card #: _____ Exp: _____ Sec Code _____

Signature: _____

There are no refunds in this program. Partial payments will be considered a donation to the HBA of Metro Orlando in support of the building industry.

Updated August 2009

General Information (Fields with a * are REQUIRED for your membership to be processed)

*Company: _____
 *Principal/Owner: _____
 *Primary Contact Person: _____
 Title: _____
 *Business Address: _____
 *City, State and Zip: _____
 *Phone: _____ Fax: _____ Cell: _____
 *E-mail: _____ Web Site: _____
 Date Started Business: _____ # of Employees: _____
 State *Builder/Remodeler License # / State Certification #: _____
 Occupational License Number #: _____
 Bank Reference: _____
 Business References (Suppliers, Customers, etc.): _____
 Identify counties & cities of construction activity: Orange Seminole Osceola Cities: _____
 Business Category (See next page for listings): _____
 Additional Business Listing (\$50 for each add'l listing): _____
 Who recommended you for membership? (Spike Sponsor): _____ Spike Sponsor Company: _____
 Interested in: Networking Member Discounts Insurance Other: _____

Builder applicants must enclose copy of Builder License with application

2009 Membership Dues Please check appropriate category

- Associate \$595 Builder \$740 Developer \$740 Remodeler \$740

Membership Dues \$ _____

Additional Voluntary Member Fees

Foundation Donation: \$0.99 Affiliate Membership \$25 per employee listed
 Commercial Builders Council: \$25-\$90 (see staff) Name: _____ Email: _____
 Design Council: \$35 per person Name: _____ Email: _____
 Developers Council: \$55 per company Name: _____ Email: _____
 Hispanic Market & Business Council: \$35 per person Name: _____ Email: _____
 Remodelers Council: \$65 per person Name: _____ Email: _____
 Sales and Marketing Council: \$35-\$75 (see staff) Name: _____ Email: _____
 Enhanced Listing on HBA Website: \$50 per year Name: _____ Email: _____
 Additional Business listing: \$50 for each additional listing

Total Remittance\$ _____

Dues payments to the HBA of Metro Orlando are NOT tax-deductible as charitable contributions for federal tax purposes, but may be deductible as an ordinary and necessary business expense. Your dues for annual membership to the HBA of Metro Orlando include \$150.00 for membership in the National Association of Home Builders, and \$85.00 for membership in the Florida Home Builders Association. \$21 of your NAHB dues, \$10 of your FHBA dues and \$10.00 of your HBA of Metro Orlando dues are allocated to the Mid Florida Political Action Committee for lobbying and political activity. This allocation of your dues to the political action committees is non-tax deductible as business expenses. These allocations are optional and if you do not want your dues to be allocated to any political action committees, please indicate so and these allocations will be retained in the Associations' operation funds.

- Please allocate \$21.00 to NAHB's political action committees, \$10.00 of my dues to FHBA's political action committees and \$10.00 of my dues to HBA of Metro Orlando political action committee.
 Please DO NOT allocate any of my dues to political action committees.

Method of Payment

- Check (enclosed) AMEX MasterCard Visa

Credit Card: _____ Expiration Date: _____
 Name on card (Please print): _____ Sec. Code: _____

Membership Agreement

I do hereby make application for membership in the Home Builders Association of Metro Orlando on the basis of the foregoing statements and refer to the persons named above who are personally familiar with our work. I hereby authorize the HBA of Metro Orlando to make such inquiries and obtain credit reports as may be necessary to determine our ability to meet established HBA membership requirements.
 I agree that if accepted, I will be governed by the HBA code of ethics and the bylaws of the Association as long as I continue to be a member. I also agree that when I wish to withdraw, will pay all dues and indebtedness due the Association and tender resignation in writing to the Board of Directors. I understand that acceptance of this application does not constitute membership until approved by the Board of Directors in accordance with the bylaws. (Applicant will be notified in writing upon action by the Board of Directors).
 I understand that by providing my mailing address, email, phone and fax number, I consent to receive communication via regular mail, e-mail, phone and/or fax by or on behalf of the HBA of Metro Orlando.

Signature: _____ **Date:** _____

Membership Application

HBA of Metro Orlando Directory & Website Categories

Please review the list below carefully and check the category which best applies to your company.
One **FREE** category listing per member. **Additional categories may be purchased for \$50.**

<ul style="list-style-type: none"> ___ A / C HEATING & REFRIGERATION ___ ACCOUNTANTS ___ ACOUSTICAL CONTRACTORS & CONSULTANTS ___ ADVERTISING / SPECIALTY & PUBLICATIONS ___ AIR QUALITY SERVICES ___ ALARM & SECURITY SYSTEMS / LOCKS / SAFES / VACUUMS ___ ALUMINUM ___ APPLIANCES ___ ARCHAEOLOGY ___ ARCHITECTS ___ ASSOCIATION MANAGEMENT ___ ASSOCIATIONS ___ ATTORNEYS ___ AUTOMATED GATE SYSTEMS ___ AUTOMOTIVE ___ AVIATION ___ BOAT DOCKS ___ BRICK MANUFACTURERS / SUPPLIERS ___ BUILDERS ___ BUILDING PRODUCTS ___ BUILDING / HOME INSPECTIONS ___ CABINETS & COUNTERTOPS ___ CABLES / TELEPHONE-TELEVISION ___ CARPENTRY / MILLWORK ___ CLEANING-JANITORIAL / SERVICES & SUPPLIES ___ CLOSETS ___ COMPUTER / COMPUTER TECHNOLOGY ___ CONCRETE / CONCRETE COATING & PUMPING ___ CONSTRUCTION INFORMATION ___ CONSTRUCTION RECRUITING & STAFFING ___ CONSULTANTS ___ COUNTRY CLUBS ___ CREDIT REPORTS ___ DECORATIVE HARDWARE ___ DEMOLITION ___ DESIGNERS / ARCHITECTURAL VISUALIZATION ___ DIGITAL MEDIA / INTERNET / WEB PAGE DESIGN ___ DOORS & TRIM ___ DRYWALL 	<ul style="list-style-type: none"> ___ GARAGE DOORS / ORGANIZATION SYSTEMS ___ GENERATORS-SALES / SERVICE ___ ECOLOGICAL SERVICES ___ ELECTRICAL / LOW VOLTAGE STRUCTURED WIRING ___ ELEVATORS & DUMBWAITERS ___ ENERGY / RECYCLING-PRODUCTS & SERVICES ___ ENGINEERS ___ ENVIRONMENTAL CONSULTANTS ___ EQUIPMENT ___ EROSION PRODUCTS ___ EXCAVATING / LANDCLEARING / DEBRIS REMOVAL ___ FANS / SALES & SERVICE ___ FENCING & GATE DEVICES ___ FINANCIAL ___ FINANCIAL PLANNER ___ FIRE EXTINGUISHERS & SPRINKLERS ___ FIREPLACES ___ FLAGS & BANNERS ___ FLOOR COVERINGS ___ FOUNDATION CONTRACTORS ___ FURNITURE ___ GLASS & GLASS BLOCK ___ GRANITE / MARBLE / STONE & TILE ___ HANDYMAN ___ HOME AUTOMATION SYSTEMS ___ HOME THEATERS ___ HURRICANE SHUTTERS & PROTECTION ___ INSULATED CONCRETE FORMS ___ INSULATION ___ INSURANCE & BONDS ___ INSURANCE RESTORATION ___ INTERIOR DESIGNERS ___ IRRIGATION SYSTEMS ___ LAND DEVELOPERS ___ LAND PLANNERS ___ LANDSCAPE ___ LENDING INSTITUTIONS ___ LIGHTING ___ LUMBER ___ MAIL BOXES ___ MARBLE ___ MARKETING / PUBLIC RELATIONS ___ MASONRY & STUCCO ___ MOLD ___ MOVING & STORAGE 	<ul style="list-style-type: none"> ___ OFFICE SUPPLIES ___ PAINT ___ PERSONNEL SERVICES ___ PEST / TERMITE / LAWN CONTROL ___ PHOTOGRAPHY ___ PLUMBING ___ POOL DECKING ___ PREFAB / MODULAR BUILDINGS ___ PRINTERS ___ PROPANE GAS & SERVICES ___ PROPERTY MANAGEMENT ___ RADIO & TELEVISION STATIONS ___ REAL ESTATE / BROKERS & APPRAISERS ___ REFERRAL SERVICES ___ REMODELORS ___ RETAIL STORES & SERVICES ___ RETAINING WALLS ___ ROOFING ___ SAFETY EQUIPMENT & SUPPLIES ___ SCHOOLS ___ SCREEN ENCLOSURES ___ SCREENS ___ SEPTIC TANKS & SYSTEMS ___ SIGNS ___ SITE DEVELOPMENT / CONSTRUCTION ___ SKYLIGHTS ___ SOLAR PRODUCTS ___ SPECIALTY FOAM INSTALLATION ___ STAIRS & RAILS ___ STEEL / METAL FRAMING ___ STEEL / METAL / WOOD FABRICATORS & ERECTION ___ STONE / BRICK / PAVER INSTALLATION ___ STORM WATER MANAGEMENT ___ STREET SWEEPING ___ SURVEYING ___ SWIMMING POOLS ___ TELEPHONE / DATA-SYSTEMS & SERVICES ___ TITLE & MORTGAGE INSURANCE ___ TOILETS-PORTABLE ___ TREE SALES & SERVICES ___ TUB, SINK & SHOWER / SALES & REPAIRS ___ UTILITIES ___ WARRANTY COMPANIES ___ WATER TREATMENT / WATERPROOFING ___ WINDOW ACCESSORIES ___ WINDOWS ___ WROUGHT IRON
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