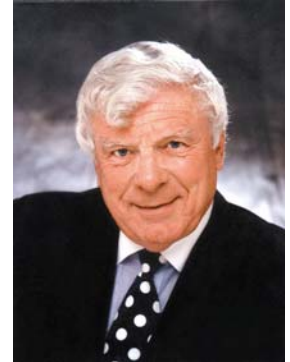


"Why I Participate"

I've been a part of the HBA family for a long, long time.

I've been involved at all three levels of the federation -- as a participating member in six local associations and as an institutional member in 24 state organizations. I have served as an officer and director of three locals in different parts of the country, and as a committee chairman and director of three state groups. At NAHB I've served on a flock of committees, chaired many of them and attained Life Director status several years ago.



When it comes to the federation, I am, in the truest sense of the definition, a "lifer".

Shortly after William Penn settled Philadelphia, I went to work for a local small-volume builder who was deeply involved in the HBA. He made me a believer – in fact, because of him I thought NAHB was the housing industry equivalent of the American Medical Association.

It was the visibility and contacts from that HBA involvement that resulted in me being recruited for a slot in New York with a Fortune 500 building-materials company and then to Colorado by a 'new town' developer. Later, the network provided by the three-level federation brought me to Princeton University to develop a campus-based research park, and eventually to Florida to join the nation's largest modular housing producer.

The network "works" – industry professionals throughout the country are just an email away if you need information, ideas, advice, or – in days like these – someone to give you a lead on a job, to give your name to a headhunter, or to look at your résumé.

But the network only works if you make it "work". Paying your membership dues is only part of the equation – getting involved in the federation is the other part of the equation.

It starts with the local – and no local association in the nation offers the networking opportunities to be found at Metro Orlando. Get on committees – not only those that relate to your own discipline, but also to those that don't. Active participation in a committee is the equivalent of a masters program in the housing industry – and, because the terrain is always changing, you never know everything you need to know, and you don't know what you don't know.

Attend meetings – not only our GMM's but the state gatherings, some in Tallahassee and many right here in our building. That's where and when you start to develop your 'out-of-town' network. People can't help you if they don't know you – and they can't know you if they've never met you.

And at some point, give some thought to attending an NAHB session. Talk to Beth or some of the national directors about the NAHB operation; check out the "20 Clubs" that address a flock of market segments and are composed of folks just like you from other parts of the US. You'll not only learn how they operate, you'll build a Rolodex that will be worth a fortune to you in the days and years ahead.

You made a brilliant career decision when you joined the HBA of Metro Orlando – now, cash in on it. Get (and stay) involved, get visible, get active – that's participation.

The payoff is significant, the payoff is short-term and the payoff is long-term, the payoff is tangible.

That's why I participate.
Bill Nolan
The Nolan Group



"Why We Are Members"

There are many reasons to be a member. See what our members are saying.



"Even through the tough times our economy is facing, I continue my membership with the HBA because it provides endless resources to improve and grow my business. The HBA offers opportunities to learn about the latest issues and best practices in the building industry and provides a platform to connect with professional and dependable trade partners. I can always find something to attend that helps me run my business more effectively, which ultimately enables my company to remain knowledgeable and competitive during changing market conditions."

Greg Hardwick, Hardwick General Contracting, Inc.

"Bonded Builders Warranty Group has been a member for over 18 years and thrives from its affiliation. The HBA offers great opportunities to network within the construction industry locally and throughout the state, which has often generated the leads for several of our biggest accounts. The education seminars are always cutting edge and a great value."

Ann Hagen, Bonded Builders Warranty Group



"Being in the consulting engineering business and so closely connected to land development, the HBA provides me, my partners and employees with vital information relating to the housing industry. They stay on top of pending changes in governmental rules and laws that could change the way we do business. HBA and FHBA have developed the respect of state and local government that allows HBA and FHBA to be a part of the rule making. Government recognizes that by working with the industry not only develops rules that work, and is getting the ratification of the industry. Strong Governmental Affairs committees at both State and Local Associations are probably the most important service that FHBA and HBA of Metro Orlando offers to its members."

Ray Bradick, Bowyer-Singleton & Assoc Inc

"I joined the HBA of Metro Orlando in 1982 and learned that this association does the best at representing, educating, and promoting the construction industry. The HBA has not only helped me grow my business over the years but also helped me grow as a person. Another member once said "This is the greatest industry in the world." However insignificant your contribution is, it is still a contribution for generations to come knowing that you are part of the American Dream. Everyone should be a member; this place just grows on you."

Michelle Delaney, Page Insurance Agency

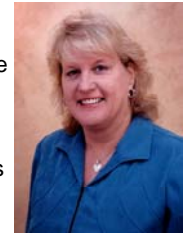


"The value of my HBA membership is immeasurable. I can only tell you that it is one of the best business decisions I have made for Central Kitchen & Bath. Not only have the networking and business relationship building opportunities been fantastic, but I have personally met some of the finest people that I am proud to call friends. I am also proud to know that my HBA membership is supporting the effort of the association that is perpetually working for the greater good of our industry."

Rick Caccavello, Central Kitchen and Bath

"Belonging to this wonderful organization for over ten years is the single best thing our company ever did. If you are in the construction industry, it is crucial you not only join, but also become an active member. The local, state and national knowledge, seminars, Parade of Homes, networking opportunities and active governmental affairs are a small sample of the benefits of being a member. The knowledge, contacts and marketing opportunities we've garnered from being a member are priceless. Our local HBA remains strong and vibrant even in these difficult times thanks to the tireless efforts of past leaders and our CEO, Beth McGee who continues to do an excellent job along with her terrific staff."

Marion McGrath, Jonathan McGrath Construction



"I have been a member for almost 10 years and attribute 98% of my business from getting involved with the HBA. I jumped right in, attended the new membership orientation, got on many committees, chaired several of them, became a Board Director after 8 months of being a member and I am still on the Board going on 10 years. I also had the honor of being the Associate Vice President and Associate of the Year. This is the best networking Association that I have ever joined! The staff and CEO Beth McGee are great to work with as well. I have not only gotten many clients, but also made many new friends. My suggestion is to get involved! The HBA works hard to fight for our rights and helps support us all in the industry."

Patti Del Rosso, Builder/Architect Magazine of Central Florida

"For 14 years my business and professional network has grown exponentially as a member of the HBA of Metro Orlando. The continually educational and motivational classes offered exclusively by the HBA have been extremely valuable to my personal and professional growth. I have been blessed to gain many clients through the HBA to more than cover the costs of membership, and those clients have become my friends. The HBA of Metro Orlando is the only place that has delivered on the benefits it promises."

Debbie Morris, Web Resource Management

