

Membership & Benefits Guide

Crossroads Builders Association



MEMBERSHIP...
Possibly the Most
Important Tool in
Your Tool Belt

3-in-1 Membership
Gets Return on
Investment

Map Your Way to
Membership
Savings



HBA Membership is 3-in-1

LOCAL • STATE • NATIONAL

This Membership & Benefits Guide should help you or your company's decision-maker become aware of the benefits of an HBA membership. If you derive any or all of your sales volume from the building industry, this information should give you enough financial motivation to join right now. In order to understand your Return on Investment, you need to familiarize yourself with your membership. But remember, gaining new customers directly from your membership depends not on the association, but on you, your company's offering and your ability to influence. You'll get out of it, what you put into it.

DID YOU KNOW? Joining the Builders Association of Victoria, or any local chapter, also makes you a member of the Texas Association of Builders (TAB), and the National Association of Home Builders (NAHB), giving you all the benefits of a 3-in-1 membership.



MEMBERSHIP * = 130 Companies

CONSIDER THESE FACTORS WHEN YOU MAKE YOUR HBA INVESTMENT:

- **ADVOCACY** Think of us as your Legislative Watchdog. The HBA's continuously fight for housing and our efforts have a direct impact on your business financially. Think of it this way—if it affects Builders, it affects Associates.

TAB Advocacy efforts in 2016 saved members an average of \$6,882 per housing start. TAB further tracked over 1100 bills in the 2017 Legislative Session and successfully beat an onerous and costly bill that would have allowed "linkage fees" to every new home. It is estimated that this intervention saved builders and homebuyers an estimated \$6000 per home in costs and fees.

NAHB Advocacy efforts saved \$5950 per housing start in 2017 on issues related to OSHA, DOL Overtime rule, EPA, storm water regulations, insurance, mortgages and more.

These savings not only help your business, but they also affect customers' and potential customers' ability to

***Membership Totals as of 05/14/17**



MEMBERSHIP * = 9500

purchase your product or service.

- **MEMBER DISCOUNTS & REBATES**
Do you buy office supplies, vehicles, 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**
Your HBA has access to some of the top educational programs in our 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?



MEMBERSHIP * = 150,000

Do you do more than just attend events, do you interact with other members? Are you trying to sell your product or service, or are you building relationships for future business?

- **EXPOSURE & REFERRALS**
Of course the BAV 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 free & low-cost advertising to our members.
- **COMMUNITY AWARENESS** of our Association through our Parade of Homes, Home Product Show and partnering with other industry related organizations gives our members exposure, and reinforces our image as a professional organization that is involved in the community.
- **BUILDING INDUSTRY INFORMATION**
Legal Tips and other resources are at members fingertips 24/7 through various websites, email newsletters and webinars. Informed members make better business decisions.

APPLICANT INFORMATION FORM

Please complete the following application form and return it with your membership dues to:

Builders Association of Victoria dba Crossroads Builders Association

5105 E. Airline, Victoria, TX 77904

(361) 578-7711 Office, (361) 576-6666 FAX

Please Type or Print

Date: _____

Company: _____

License /Registration # _____

Named Representative: _____

Address: _____

Phone: _____ FAX: _____

Cell: _____ Email: _____

Website: _____ Signature: _____

Sponsor: _____
(must be a specific individual's name whose company's membership is in good standing with the Builders Association)

Member Classification

Please list how you would like to be listed in the directory. Companies are limited to two (2) listings with their membership. Additional listings are \$25.

1. _____

3. _____

2. _____

4. _____

See Pg. 5 for Category Listings.

GET INVOLVED

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

<input type="checkbox"/> Home Product Show Committee	<input type="checkbox"/> Golf Tournament Committee	<input type="checkbox"/> Membership Committee
<input type="checkbox"/> Parade of Homes Committee	<input type="checkbox"/> Scholarship Committee	<input type="checkbox"/> Education Committee
<input type="checkbox"/> Fishing Tournament Committee	<input type="checkbox"/> Government Relations Committee	

DUES SCHEDULE

Annual 3-in-1 Membership Dues: Builder/Developer Member \$647

Associate Member \$571

Your annual dues amount also includes membership dues to the Texas Association Builders (TAB) and the National Association of Home Builders (NAHB). Dues payments to the Builders Association of Victoria are not deductible as charitable contributions for federal income tax purposes. However, dues payments may be deductible as ordinary and necessary business expenses, subject to exclusion for lobbying activity. Because a portion of your dues is used for lobbying by NAHB and Texas Association of Builders, the total amount of 2018 state and national dues for a member that is not deductible as a business expense is \$132.62 and for an affiliate member the amount is \$24.89.

AFFILIATE MEMBERS (ONLY complete this section if you are adding additional members @ \$250 each):

As a member of the BAV/CBA, other employees of your company are allowed to join as Affiliate Members for only **\$250*/person**. They will be listed as a member, will receive all member mailings and notice of upcoming meetings and events, have access to all benefits of the 3-in-1 membership including discounts and website access, and they are allowed to serve on local committees. If you would like to sign up any Affiliate members, please list below:

Affiliate Name: _____	Phone _____	Email _____
Affiliate Name: _____	Phone _____	Email _____

MEMBERSHIP AGREEMENT

BAV/CBA Mission:

The Builders Association of Victoria dba Crossroads Builders Association is a non-profit trade association serving Victoria and the surrounding counties affiliated with the Texas Association of Builders and the National Association of Home Builders. Chartered in 1952, the association represents and unites its members in the housing, remodeling, commercial and associated businesses.

MEMBERSHIP AGREEMENT:

By signing this application, I agree to abide by the By-Laws, Rules and Regulations of the Builders Association of Victoria dba Crossroads Builders Association (BAV/CBA), and its affiliates, the Texas Association of Builders (TAB) and the National Association of Home Builders (NAHB). I further agree to authorize the BAV/CBA, TAB and NAHB to send me emails and/or text messages related to the industry and/or the Association. I acknowledge that by joining the BAV/CBA, I am also a member of TAB, and NAHB. If the company's membership becomes inactive or terminated for any reason, I agree to immediately discontinue use of any and all BAV logos, as well as that of TAB and NAHB.

Applicant Signature

Date

Sponsor Name/Company (member who referred you)

PAYMENT INFORMATION

Builder Dues	\$ _____
Associate Dues	\$ _____
Affiliate Dues	\$ _____
HOME PAC donation (optional)	\$ _____
Total Amount Enclosed	\$ _____

HOME PAC is an essential part of the advocacy program of TAB. HOME PAC provides our members a way to maximize the impact of their political contributions in support of pro-housing candidates and legislation.

Payment must accompany all applications. Annual dues are non-refundable upon membership approval. Checks payable to BAV/CBA, and all major credit cards are accepted. To pay with your credit card, **please call the BAV/CBA at (361) 578-7711.**

BUILDERS ASSOCIATION OF VICTORIA dba CROSSROADS BUILDERS ASSOCIATION

5105 E. Airline, Victoria, Texas 77904

(361) 578-7711 • Fax: (361) 576-6666 • kim@vctbuilders.com • www.vctbuilders.org

Builder Member Classification *(Please limit to 2 Choices)*

- | | |
|--|---|
| <input type="checkbox"/> Building Contractor-Single-Family/ Custom/ Spec | <input type="checkbox"/> Home Restoration |
| <input type="checkbox"/> Building Contractor -Multi-Family/Commercial | <input type="checkbox"/> Land Development |
| <input type="checkbox"/> Remodeling- Commercial | <input type="checkbox"/> Other _____ |
| <input type="checkbox"/> Remodeling – Residential | (Please specify) |

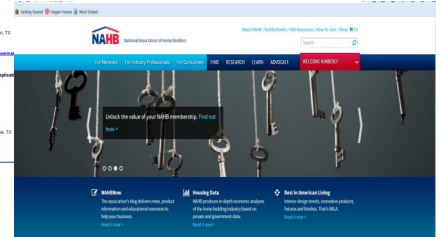
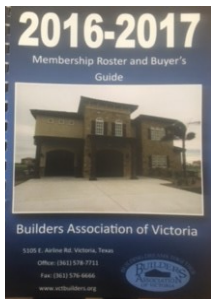
Associate Member Classification *(Please limit to 2 choices)*

- | | |
|---|---|
| <input type="checkbox"/> A.C. & Heating -Retail | <input type="checkbox"/> Granite/Marble/Stone |
| <input type="checkbox"/> A.C. & Heating Equipment -Distributors | <input type="checkbox"/> Guttering & Downspouts |
| <input type="checkbox"/> Abstract & Title | <input type="checkbox"/> Hardware & Supplies |
| <input type="checkbox"/> Accounting | <input type="checkbox"/> Home Designers |
| <input type="checkbox"/> Advertising | <input type="checkbox"/> Home Theater & Audio Systems |
| <input type="checkbox"/> Air Compressors | <input type="checkbox"/> Home Warranty |
| <input type="checkbox"/> Alarm Systems | <input type="checkbox"/> Hurricane Shutters |
| <input type="checkbox"/> Appliances -wholesale/distributors | <input type="checkbox"/> Inspections |
| <input type="checkbox"/> Appliances -retail | <input type="checkbox"/> Insulation |
| <input type="checkbox"/> Antiques | <input type="checkbox"/> Insurance |
| <input type="checkbox"/> Arbors/Gazebos/Sunrooms/Patio Rooms | <input type="checkbox"/> Ironworks Reproduction |
| <input type="checkbox"/> Architecture | <input type="checkbox"/> Interior Design |
| <input type="checkbox"/> Associations/Clubs/Non-Profits | <input type="checkbox"/> Kitchen & Bath-Design, Product & Fixtures |
| <input type="checkbox"/> Attorneys | <input type="checkbox"/> Land Surveyor |
| <input type="checkbox"/> Banks | <input type="checkbox"/> Landscaping -Contractors, Design & Product |
| <input type="checkbox"/> Blinds | <input type="checkbox"/> Lath & Plaster |
| <input type="checkbox"/> Blueprints & Copies | <input type="checkbox"/> Lawn Maintenance/Services |
| <input type="checkbox"/> Brick & Masonry Products | <input type="checkbox"/> Lighting Fixtures & Specialties |
| <input type="checkbox"/> Building Materials & Supplies -Retail | <input type="checkbox"/> Masonry Supplies |
| <input type="checkbox"/> Building Materials & Supplies -Wholesale | <input type="checkbox"/> Millwork |
| <input type="checkbox"/> Cabinets & Cabinet Doors – Custom Millwork | <input type="checkbox"/> Mortgages -Construction/ Permanent Lending |
| <input type="checkbox"/> Communications | <input type="checkbox"/> Nurseries -Plants/Trees |
| <input type="checkbox"/> Community Development | <input type="checkbox"/> Paint -Contractors & Suppliers |
| <input type="checkbox"/> Concrete Block & Ready Mix Products | <input type="checkbox"/> Pest Control |
| <input type="checkbox"/> Concrete Foundation – Post Tensioned & Rebar | <input type="checkbox"/> Plumbing - Contractors |
| <input type="checkbox"/> Concrete Overlay & Design | <input type="checkbox"/> Plumbing – Supplies |
| <input type="checkbox"/> Concrete Products | <input type="checkbox"/> Pools & Spas |
| <input type="checkbox"/> Construction Cleanup | <input type="checkbox"/> Portable Toilets |
| <input type="checkbox"/> Countertops | <input type="checkbox"/> Printing & Publishing |
| <input type="checkbox"/> Decks-Design/Build | <input type="checkbox"/> Propane |
| <input type="checkbox"/> Doors, Frames & Hardware | <input type="checkbox"/> Real Estate |
| <input type="checkbox"/> Duct Cleaning | <input type="checkbox"/> Roofing -Contractors & Suppliers |
| <input type="checkbox"/> Drywall Materials & Supplies | <input type="checkbox"/> Security Systems |
| <input type="checkbox"/> Electrical Contractors & Supplies | <input type="checkbox"/> Septic Systems |
| <input type="checkbox"/> Electronics | <input type="checkbox"/> Shutters |
| <input type="checkbox"/> Energy Rater | <input type="checkbox"/> Siding |
| <input type="checkbox"/> Engineering & Engineering Consultants | <input type="checkbox"/> Signs & Banners |
| <input type="checkbox"/> Fences– Contractors/Materials | <input type="checkbox"/> Steel Fabrication |
| <input type="checkbox"/> Fireplaces – Contractors/Accessories | <input type="checkbox"/> Stucco -Contractors & Suppliers |
| <input type="checkbox"/> Floor Coverings – Sales | <input type="checkbox"/> Utilities |
| <input type="checkbox"/> Floor Coverings - Installation | <input type="checkbox"/> Vacuum Systems |
| <input type="checkbox"/> Foundation Repair | <input type="checkbox"/> Warranty Program |
| <input type="checkbox"/> Furniture | <input type="checkbox"/> Water Softening & Treatment |
| <input type="checkbox"/> Garage Door – Installation/Service & Accessories | <input type="checkbox"/> Waste Management |
| <input type="checkbox"/> Glass/Mirror/Shower Door – Sales & Installation | <input type="checkbox"/> Weatherization |
| <input type="checkbox"/> Graphic Services | <input type="checkbox"/> Windows -Suppliers and Contractors |
| | <input type="checkbox"/> Window Coverings & Accessories |
| | <input type="checkbox"/> Other _____ |
| | (Please Specify) |

Stay Informed • Get Involved

MEET FUTURE BUSINESS CONTACTS

PUBLICATIONS & INFORMATION



- The Membership Directory & Resource Guide is great to facilitate doing business with other members.
- The Parade of Homes Guide will help you plan your advertising and sponsorships. Low-cost advertising is available to members, whether you are targeting other members or consumers.
- Official newsletters of the Association, the bi-monthly printed “Texas Builder Magazine” and the monthly email newsletter will keep you informed of upcoming events, legislative alerts and more.
- Websites offer 24/7 access to exclusive member content including building industry information, education, and benefits via member logins. It’s an all-access pass at your fingertips!

EVENTS & COMMITTEES

Host/Sponsor an After Hours Mixer or GMM

Awards & Installation Dinner

Scholarship Card Party

Golf Tournament

Home Product Show

Parade of Homes

Fishing Tournament

Associate/Subcontractor Appreciation

Scholarship Card Party

Christmas Party

Each month will also have General Membership Luncheon, Dinner, Education Event or mixer.

CONSIDER THIS...

Membership in the BAV/CBA 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.

Being a professional in the building industry means constant learning. Consumers want contractors who keep up-to-date on technological advances, codes & regulations, products and materials, financing, design, and so on.

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’s going on in the community, and how it might affect the industry and consumers.

Members have access to a wide range of information to keep informed and up-to-date on important issues. Members also have opportunities to meet and work with local decision makers.



Here is Your Map to

Office DEPOT®

Taking Care of Business

Every office needs supplies, and our **members are saving on office supply items** through this program.

Members of the Builders Association of Victoria enjoy a 10% discount on office supplies ordered online, fax or via phone. **Fast & Free Delivery** on qualifying orders of \$50 or more if ordered online, fax or phone.

Call 800.274.2753 to register and begin saving.

Use it every time you make a purchase at Office Depot and you'll see the savings start to add up!



Members Bay



Take advantage of money-saving discounts from NAHB on supplies and services for your business through the Member Advantage program. **With the GM Discount alone, NAHB members saved \$2 Million in 2016.**

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

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!



BuilderBooks.com®



Membership Savings...



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 TAB. It's as easy as

REGISTER - BUILD A HOUSE - GET CASH! Texas Builders are receiving thousands of dollars in rebates. And over 70% of the Builders and Remodelers who participated nationally last year, received back in rebates more than they paid in annual dues to their Association.

The registration form is simple...2 minutes could pay for your BAV membership.

The TAB Builders Risk Program offers substantial savings over other programs.



Developed with the backing of the strongest insurance carriers serving the Texas building industry, the exclusive TAB endorsed insurance program offers new flexible options and rates that are more competitive than ever before. Products include General Liability, Builders' Risk, Workers' Compensation, Excess Liability and Commercial Umbrella. For a complete list of program agents, visit www.BuilderAgentNetwork.com or call (866) 837-4507.



Builders Island



Contracts

Texas Residential Construction Contracts Package. Available only to builder members, TAB's contracts package subscription is your blueprint for typical construction and remodeling transactions, and can save you thousands of dollars in legal fees. At \$399.99* (+ tax) the **two-year subscription** includes eight residential construction and remodeling contracts, as well as dozens of related addenda and associated agreements.

TAB's Model Construction Safety Program & Jobsite Safety Standards Package®

Developed with input from OSHA safety experts, custom and volume builders, remodelers, and attorneys who specialize in OSHA law. **TAB's Model Safety Plan** and training webinar will provide you with comprehensive guidelines to help you train your employees regarding their responsibilities and to help you establish good safety procedures and systems for record-keeping required by OSHA.



Member's Choice Marketplace
Members Choice Health Insurance and
Employee Benefits Marketplace is a
selection of voluntary and ancillary benefits—health,
dental, vision, life, long and short term disability and many
others—written just for TAB members. For more
information and to learn how to participate, visit the TAB
Insurance Marketplace at
www.TABInsuranceMarketplace.com.



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

Chip Dence, East End Builders



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

David Hurst, David Hurst Construction



“The Crossroads Builders Association is a network of fun, energetic members who are committed to the home building industry and to their members. Membership rewards the efforts of active members who want to improve their business. Whether you are a home builder or a supplier, I urge you to join the CBA if you want to see your sales soar.”

J.R. Hartman, VCS Companies



“Initially, I joined the CBA to increase my business opportunities through networking and making contacts, but once I got involved I realized there was much more to the Association. Now I would say that 95% of the work I do comes from being a longtime member of the CBA, and the friendships I have made will be lifelong.”

Casey Housworth, Budget Blinds



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

Carrie Myers, Premium Appliance & More

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**BUILDERS ASSOCIATION OF VICTORIA dba CROSSROADS
BUILDERS ASSOCIATION**



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.”