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

CBA
Crossroads Builders Association

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.

CBA Crossroads Builders Association

MEMBERSHIP * = 188 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 on the state level potentially save $15,000 per home start. A builder member can save on average of $5,500 by taking advantage of TAB's various programs and services.

- **NAHB Advocacy efforts saved an estimated $7.0 Billion or $5500 per housing start in 2019** on issues related to the International Building Code (IRC), International Energy Conservation Code (IECC), OSHA, DOL, EPA, storm water regulations, IRS, insurance, mortgages and more.

  These savings not only help your business, but they also affect customers' and potential customers' ability to purchase your product or service, keep the cost of housing affordable. If homebuyers can't afford to build, than builders aren't building and in turn can't hire you.

- **MEMBER DISCOUNTS & REBATES**

TEXAS ASSOCIATION OF BUILDERS

MEMBERSHIP * = 10,200

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?
  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?

NAHB National Association of Home Builders

MEMBERSHIP *= 150,000

- **EXPOSURE & REFERRALS**
  Of course the CBA 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 INVOLVEMENT**
  Bring awareness to the residential construction industry with outstanding programs like the Parade of Homes, Home Product Show and partnering with other industry related organizations giving 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.

- **STRENGTH IN NUMBERS**
  Gives the homebuilding industry a **strong** voice before city councils and planning commissions, at the the Texas Capitol, before regulatory agencies, and in Washington D.C.

***Membership Totals as of 06/30/19**

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)

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.

Member Classification

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:

___ Home Product Show Committee
___ Parade of Homes Committee
___ Fishing Tournament Committee
___ Golf Tournament Committee
___ Scholarship Committee
___ Government Relations Committee
___ Membership Committee
___ Education Committee

DUES SCHEDULE

Annual 3-in-1 Membership Dues: Builder/Developer Member $697

Associate Member $621

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 Crossroads Builders Assn. are not deductible as charitable contributions for federal income tax purposes. However, dues payments may be deductible as ordinary and necessary business expense, subject to exclusion for lobbying activity. For year 2022, the portion of your dues that are used for lobbying by NAHB, TAB and CBA, that is not deductible for income tax purposes is $176.64 for Builders and Associate Memberships and $31.95 for affiliate memberships ."

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	$_____
HOMEPAC donation $25 (optional)	$ 25 (optional)
Total Amount Enclosed	$_____

HOMEPAC is an essential part of the advocacy program of TAB. HOMEPAC 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**.
Membership Application may be faxed to (361) 991-3038.

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 Classifications *(Please limit to 2 Choices—company must fall within one of these categories to qualify as a builder member)*

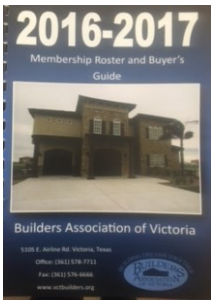
____ Building Contractor-Single-Family/ Custom/ Spec
____ Building Contractor -Multi-Family/Commercial
____ Remodeling- Commercial/Multi-Family
____ Remodeling – Residential
_____ Home Restoration-(Fire/Flood/Historical)
_____ Land Development
_____ Other _____
(Please specify)

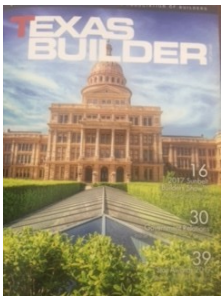
Associate Member Classification *(Please limit to 2 choices)*

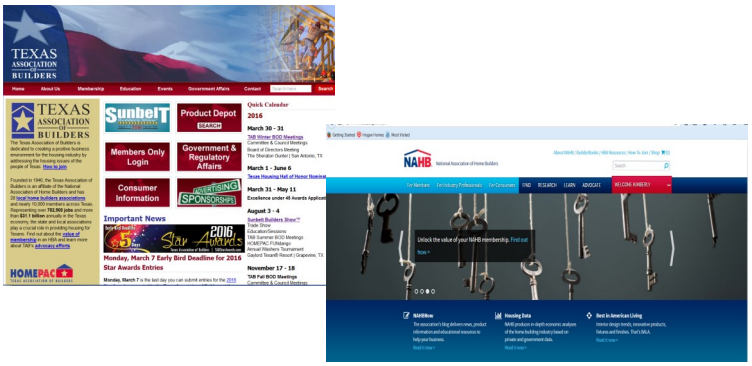
____ A.C. & Heating –Contractors
____ A.C. & Heating Equipment- Wholesale/Retail
____ Abstract & Title
____ Accounting
____ Advertising
____ Air Compressors
____ Appliances –Wholesale/Distributors
____ Appliances –Retail
____ Antiques
____ Arbors/Gazebos/Sunrooms/Patio Rooms
____ Architecture
____ Associations/Clubs/Non-Profits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

Awards & Installation Dinner

Scholarship Bowling Tournament

Golf Tournament

Parade of Homes

Fishing Tournament

Associate/Subcontractor Appreciation

Cornhole Tournament for HOMEPAC

Christmas Party

General Membership Luncheons, Education Events and mixers are throughout the year.

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 Members Bay

HotelPlanner

Specially Negotiated Hotel Rates for NAHB Members

We have negotiated special hotel rates as well as consolidated the best hotel rates available in the marketplace. Our service strives to ensure you the best pricing and hotel booking experience possible.

Service Advantages

- Best Rates - Negotiated and online discounts
- Save Time - No more calling around to hotels
- Automation - Makes the process simple and fast
- Long Term Stays - Get discounts for long term stays
- Testimonials - Top notch customer service

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!

Take advantage of money-saving discounts from NAHB on supplies and services for your business through the Member Advantage program.

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!

Special Member Discounts • Ask about Exclusive Entertainment & Travel Offers

NISSAN
LOWE'S ProServices
DELL
AVIS
Budget
odp BUSINESS SOLUTIONS
T-MOBILE FOR BUSINESS
ups
GOODYEAR
FARMERS INSURANCE
Heartland A Global Payments Company
RingCentral
houzz PRO
VOYAGER
CONSTRUCTION JOBS

Membership Savings...

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

CBA Crossroads Builders Association

INSURANCE PROGRAM

TEXAS ASSOCIATION OF BUILDERS

Mylo is TAB's digital insurance partner for meeting the unique needs of homebuilders. Drawing on 50+ years of expertise, Mylo's licensed advisors use leading-edge technology to help you quickly find the right business insurance and personal insurance at the best value from top-rated carriers like Nationwide, Liberty Mutual, Arrowhead and more – while meeting a wide variety of personal insurance needs too.

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 recordkeeping required by OSHA.

"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."

Brian Rokyta, Rokyta Custom Homes

"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."

Lee Pullen, Poseidon Pools

BUILDERS ASSOCIATION OF VICTORIA dba CROSSROADS

CBA 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."