



GET TO KNOW THE HBA OF DAYTON

The mission of the Home Builders Association of Dayton is to make the Dayton region more attractive to businesses and residents, providing superior value in homeownership by:

- 1 Promoting industry standards
- 2 Educating members and community
- 3 Marketing members' capabilities
- 4 Advocating responsible development

Whether you are a builder, remodeler, supplier, subcontractor, or somewhere in between - members in the HBA of Dayton is here for you!

 937-298-2900

 info@hbadayton.com

 www.hbadayton.com



THANK YOU...

The Home Builders Association of Dayton (HBAD) is an affiliate of the Ohio Home Builders Association, and the National Association of Home Builders (NAHB).

Accomplishing things for our members and for the residential construction industry in the Dayton region (Darke, Greene, Montgomery, Preble, and Warren Counties) is what the HBAD is all about.

Here are some of the initiatives your membership supports:

- Advocating locally with our local municipality leaders and civic partners
- for you, your business, and the industry;
- Finding new ways for potential customers to hear about your business and services
- Saving you money on products you use every day;
- Keeping you educated and informed; or
- Simply providing opportunities for networking and relaxation,
- the HBAD does what you need to succeed!

With our community outreach and our continued reinvention of ways to continue to communicate our membership to the community at-large (via our social media presence, our online member directory, etc.), customers can find you by category and location. Finding you work, saving you money, advocating for your interests - HBAD is here for you!

Please use the member information contained within the following pages to get the most benefit and value out of your membership. Please, familiarize yourself with the many benefits of membership mentioned in this guide such as discounts, marketing opportunities, educational & networking events by visiting our website at HBADayton.com or calling the office at 937-298-2900.

Sincerely,

2023 HBA Board President
Gina Coates



National
Association
of Home
Builders



WHO WE ARE

In 1942, a group of homebuilders and suppliers joined together to create an Association of building professionals that would serve the needs to the rapidly growing housing industry in Dayton.

The initial purpose of the Association was to enhance the climate for housing construction and monitor community activities to safeguard the affordability, quality, and safety of housing.

The Association founders were dedicated to serving the needs of its members and promoting the rights of home ownership. Today, the purpose of the Association remains the same and today's Association leaders are still dedicated to serving the needs of the members and promoting home ownership.

WHAT WE DO

01

We are the watchdogs and the voice of the industry.

02

We deliver training and education to our members and the general public.

03

We provide intentional opportunities to connect and build relationships.

04

We support and build our communities in which we live, play, and raise families.

ECONOMIC DEVELOPMENT

We are a significant engine of economic growth and year-round employment.

We believe it is important to recognize that growth is absolutely necessary for a healthy economy and a healthy housing stock can be used for the global needs of job recruitment/retention.

HOUSING OPPORTUNITIES

We believe it is necessary to encourage a wide range of housing choices that meet the needs of families across the economic spectrum.

We support comprehensive planning at the local level to provide the widest range of housing choices.

BENEFITS

KEEPING THE INDUSTRY ESSENTIAL

Throughout the COVID-19 pandemic, the HBA advocated and relentlessly fought to keep the residential construction industry essential and working.

THREE-IN-ONE MEMBERSHIP

Three memberships for the price of one!

1. Home Builders Association of Dayton (HBAD)
2. Ohio Home Builders Association (OHBA)
3. National Association of Home Builders (NAHB)

VOICE FOR THE INDUSTRY

Recognized advocate for housing and development issues:

1. Throughout the Dayton region (Warren, Montgomery, Greene, Preble and Darke county)
2. At the State level via OHBA
3. Nationally in Washington, D.C. fighting for our industry through NAHB.

We keep you up to date with the latest proposed legislation and regulatory changes that affect you. We make sure you have a "seat at the table."

BUILDING RELATIONSHIPS

It's not networking when it is more than a transaction. Being a part of the HBA of Dayton you build relationships that extend beyond a deal and strengthen the industry.

- Mid-Week Meet Ups (6x/year)
- Builders & Developers Forums (monthly)
- Annual Golf Outing
- General Membership Meeting
- Annual Inaugural
- Topgolf, Table Top Night, and MORE...

EXCLUSIVE MEMBER ONLY SAVINGS

Reduce business costs with member-only discounts (locally & nationally). NAHB's purchasing power means big savings.

- Building Products: The average rebate per builder/remodeler via HBA Rebates was **\$1,495.13**
- Bright Now! Dental; FREE 6 months additional membership, FREE exam & x-rays, **20%-40% SAVINGS**
- Verizon: Save **22% OFF** Verizon monthly fees and up to 35% OFF accessories
- Workers' Comp Insurance: Save up to **53% OFF** your current premiums
- Business Services: Amazon, Office Depot, AmEx, Dell, and MORE...

NEWS AND INFORMATION

The HBA provides our members with the most up-to-date industry news, trends, happenings, and valuable economic and forecasting information.

Critical news and information through monthly meetings and events, HBAD and NAHB Now, Eye on Housing, speciality e-newsletters, social media, and content.

TOOLS TO HELP MAKE YOUR MEMBERSHIP WORK

THIRTY (30) DAY CHECKLIST

- Create & confirm your HBAD website login info.
Username: _____
Password: _____
- Review the HBAD Member Directory page for accuracy
 - _____ Add/Change contact info
 - _____ Add/Change employees who should be receiving emails from HBAD via Constant Contact
- Make sure you are receiving HBAD emails and e-newsletter, if not, contact the HBAD: 937-298-2900 or info@hbadayton.com.
- Ensure that your company is properly designated in the Member Directory categories, which will help prospective customer find you online and in any printed directory
- Attend a HBAD monthly meeting or relationship-building event.
- Engage in HBAD social media:
 - _____ Facebook.com/HBADayton
 - _____ LinkedIn.com./HBADayton

SIXTY (60) DAY CHECKLIST

- Review the various ways your membership can save you money through rebates and discounts:
 - _____ NAHB.org/Savings
 - _____ Contact our dedicated Workers' Comp specialist: Julia.Bowling@Sedgwick.com
 - _____ Contact the HBA offices for info on the other Savings
- Download the HBAD logo by logging on to your Membership Directory page, and include it:
 - _____ Your Website
 - _____ Your Email Signature
 - _____ Your Letterhead
 - _____ Your Business Card
- Ensure your HBA Member Directory is complete with your logo, description, photos, keywords, etc.
- Complete the Member Spotlight info sheet from Welcome Email
- Browse and become familiar with websites:
 - _____ State: OhioHBA.com
 - _____ National: NAHB.org

TOOLS TO HELP MAKE YOUR MEMBERSHIP WORK

THREE (3) MONTH CHECKLIST

- Attend a relationship-building (networking) event & introduce yourself to at least five (5) people you have never met.
- Review membership Marketing and Sponsorship opportunities regularly.
- Learn about advertising opportunities during our Inaugural Gala, Homearama, Golf Outing, General Membership Meeting (Fall), and MORE...

- Advertise with us:
 - HBA Dayton website
 - Newsletter
 - Website
 - Membership Directory publication

dan@emconsultinginc.com
- Do business with a fellow member. With members from different types of organizations, there is sure to be someone who meets your current business needs.

TESTIMONIAL

"The biggest benefit is the relationships that I have built with HBA members; those relationships have helped me grow my business."

FOUR (4) MONTH CHECKLIST

- Host a Mid-Week Meet Up at your facility or showroom

- Want to showcase your business in another way? Call us and we will work with you to help create and promote the event!

- Call the HBA office to ask questions and how to get more involved with your HBAD.
 - Serve on a Committee
 - Serve in leadership positions

- Review checklist - Are you meeting the goals you set for yourself in joining the Association?

- Schedule a coffee with our Executive Director, John Morris, to learn more about getting involved, how the HBA is advocating for our members, and to learn your unique needs.

RESIDENTIAL CONSTRUCTION

100 NEW CONSTRUCTION SINGLE-FAMILY HOMES

\$11.1M TAX REVENUE REALIZED

\$28M WAGE & BUSINESS INCOME GENERATED

297 FULL-TIME JOBS SUPPORTED

THANK YOU

The Home Builders Association of Dayton was organized in 1942 and designed to help builders and associates involved in construction to better contend with their challenges through collective action. We believe in building a strong and profitable building industry for Dayton members and customers.

As a part of the Dayton building industry, we trust that you are also concerned with the same basic business objectives that confront our industry.

Homebuilders, electricians, plumbers, remodeling and construction companies, excavators, equipment rental businesses, painters, building supply businesses, realtors, financial institutions, window and door businesses, carpet and floor covering dealers, and any other business that provides home products and services, can become a member in the Home Builders Association of Dayton and enjoy membership benefits.

HBAD provides the ability to connect you with the resources, individuals, and strategic partnerships needed to thrive here. We are the first point of contact for companies and consumers in the 5-county region. Let's talk about your options.

LEADERSHIP

PRESIDENT

Gina Coates (Coates Custom Homes)

VICE PRESIDENT

Jeff Kelchner (Clearcreek Custom Builders)

SECRETARY

Greg Page (Gregory Page Co., LPA)

TREASURER

Richard Graf (Hammerman, Graf, Hughes, & Co.)

IMMEDIATE PAST PRESIDENT

Erika Deady (Oberer Homes)

SMALL BUILDER & REMODELER CHAIR

Mike Dorsten (Beaver-Vu Construction)

LARGE VOL. BUILDER & DEV. CHAIR

Lance Oakes (Design Homes & Oakes Tree Development)

SALES, MARKETING, ASSOCIATES COUNCIL

Katie Cutter (JEM Designs)

PAST PRESIDENTS COUNCIL

Walt Hibner (CenterPoint Energy)

BOARD OF DIRECTORS

Elizabeth Breitenstein (Fischer Homes)

Phillip Brandon (Brandon Homes)

Crosby Simms (Simms Custom Development)

Joe Redden (Appliance Gallery)

Eric Woerner (A1 Mechanical)

Todd Casey (84 Lumber)

Maria Shaw (Builders First Source)

Anita Brock (Marsh Building Products)

GET CONNECTED



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@HBADayton



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Thank You

for your investment in our organization!