



# WHY NOW?

## WHY SHOULD YOU BE A MEMBER IN JULY 2020?

SAVES YOU TIME, SAVES YOU MONEY, GIVES YOU PIECE OF MIND

### PROTECT YOUR RIGHTS

to construct quality affordable housing for Virginians.

### POWER IN NUMBERS

The voices of the residential construction industry must be heard. More members gives us a much stronger and influential voice to affect positive change.

### ANTI-CONSTRUCTION GROUPS ARE GROWING

Each day, groups that oppose our industries ability to succeed are growing through social media platforms and large financial contributions. We must sustain our numbers.

### STAY OPEN FOR BUSINESS

It's been well documented that HBAV kept construction open during the COVID-19 outbreak this spring. By constantly communicating with the Governor's administration, we will work to prevent our industry from being shut down during the "Second Wave" of COVID-19 this fall.

### GENERAL ASSEMBLY SPECIAL SESSION - AUGUST 2020

Governor Northam announced that he will hold a special session of the Virginia General Assembly in August of 2020. To make sure that our industry isn't negatively impacted, HBAV must participate and protect your business.

### ENSURE THE LONG TERM VIABILITY OF YOUR BUSINESS

HBAV is only as strong as its members' ability to support our efforts. The more support, the more strength. We need you now before it's too late!

Contact us! Visit [hbav.com](https://hbav.com) or email us at [hbavmail@hbav.com](mailto:hbavmail@hbav.com)



# CALCULATE YOUR MEMBERSHIP VALUE

**WAS YOUR BUSINESS OPERATING FROM MARCH 12 - MAY 15?**  
**IF YES, HBAV IS THE REASON WHY!**

Enter income from March 12, 2020 to May 15, 2020 + impacts on advocacy = \_\_\_\_\_

## OPEN FOR BUSINESS DURING COVID-19

HBAV successfully advocated to the Governor of Virginia to keep construction open March 12 to May 15. Business remained open for our members while many other states across the nation were SHUT DOWN. In addition, HBAV:

- Ensured that Local Building Permit and Inspection offices remained open
- Local courthouses continued to process land records
- Local Governments were allowed to meet electronically to approve land use decisions

## IMPACT FEES

Successfully defeated two pieces of legislation that would have allowed localities broad authority to impose impact fees on all new home permits.

- Saving a minimum of \$5,000 per home, up to as much as \$20,000 per home (as in Maryland)

## LOCAL BUILDING AND ENERGY EFFICIENCY CODES

Virginia's uniform statewide building code provides one code for Virginia, predictively and clarity for builders and home buyers. HBAV worked to defeat legislation that would have allowed each local government to adopt different building codes, as well as energy efficiency standards for each development.

**SAVING you a major headache, lots of time and increased costs.**

## 2020 GENERAL ASSEMBLY SUMMARY

270 bills impacted HBAV members, topics included:

- |   |  |
|---|--|
| • Local Building Codes                  | • Heat Illness Prevention              |
| • Inclusionary Zoning                   | • Right to Work                        |
| • Climate Change in Comprehensive Plans | • Construction General Permit          |
| • Impact Fees                           | • Voluntary Forest Mitigation          |
| • Project Labor Agreements              | • Restricting Nutrient Credits         |
| • Tree Replacement and Conservation     | • State Housing Opportunity Tax Credit |
| • Affordable Dwelling Units             |  |



# HOME BUILDERS ASSOCIATION OF VIRGINIA

## BENEFITS OF MEMBERSHIP

### ADVOCACY

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HBAV protects the business climate of our members by advocating on their behalf to members of the Virginia General Assembly and state agencies that regulate the housing. These advocacy efforts provide a collective voice for the housing industry to elected officials and regulators. HBAV's experienced professional government relations staff acts on more than 200 pieces of legislation each year and actively participates with numerous regulatory agencies that draft the Virginia Uniform Statewide Building Code, Stormwater Management Regulations, and Licensure requirements.

### EDUCATION

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HBAV and NAHB regularly host in person seminars, on-line webinars, and teleconferences on the latest industry related topics. These opportunities allow HBAV members the ability to stay ahead of the competition in the convenience of their work environment.

### NEWS AND INFORMATION

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HBAV is the member resource for news that affects their business. Membership communication encompasses legislative and regulatory updates, economic updates, industry trends, tools and tips to improve our members business, and opportunities to connect with peers from across the state.

HBAV will identify pressing housing industry issues at hand and send a "Call to Action" asking members to contact their elected official in order to affect positive change.

### HOUSING EVENTS

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HBAV's members have the opportunity to participate in statewide housing events with top industry leaders. HBAV signature events include the Virginia Builders Summit & Expo, the HBAV Annual Conference, and the Virginia Housing Excellence Awards Celebration. These events provide education, professional development, networking and marketing opportunities to HBAV members. In addition, members receive access to local HBA events and member pricing to the NAHB International Builders Show.



# HOME BUILDERS ASSOCIATION OF VIRGINIA MEMBER BENEFITS

## DISCOUNTS AND REBATES

NAHB Membership Advantage: you have access to discounts and savings opportunities offered by many top companies. Company discounts include: HOUZZ, Fiat Chrysler America, Lowe's, General Motors, UPS, and much more! Visit [nabh.org/ma](http://nabh.org/ma) for the complete list of details.

Rebates on Building Materials: HBAV partners with HBA Rebates to provide member rebates on over 50 of the country's leading manufacturers. This program offers the same rebates as the "Top 5 Builders" receive regardless of a builders volume. The average annual rebate for builders that participated this past year was \$1,366.10.

## PROFESSIONAL CREDIBILITY

As a member, affiliation enhances your businesses' image and provides leadership opportunities and professional recognition perks associated with membership. A membership with the HBAV signifies credibility and good standing to the buying public. Each year, the Virginia Housing Excellence Awards recognizes HBAV member who exemplify leadership, engagement, and dedication to the success of the HBA, community, and the Virginia building industry.

## INSURANCE

The HBAV Insurance Agency provides HBAV members with all of their business insurance needs. HBAV Insurance Agency has been successful catering to the needs of members of the Home Builders Association of Virginia and only marketing competitively priced and high-quality insurance products.

Truly a one stop shop, HBAV Insurance Agency proudly represents elite and diverse insurance companies that share their core values of trust, honesty and integrity. Knowing that all of their clients require exceptional knowledge and attention, HBAV Insurance Agency strives to stay ahead of the curve in an industry that's constantly shifting.

*For more information, visit our website at [hbav.com](http://hbav.com)*

