

ADVOCACY · EDUCATION · INFORMATION
NETWORKING · INSURANCE · EVENTS
SAVINGS · MARKETING OPPORTUNITIES



MEMBERSHIP
BENEFIT GUIDE &
APPLICATION FORM
2014-2015

WELCOME!

A MESSAGE FROM THE EXECUTIVE DIRECTOR



JOHN MARCANTONIO

Welcome to your trade organization: the Rhode Island Builders Association, an affiliate of the National Association of Home Builders (NAHB)!

Accomplishing things for its members and for the residential construction industry is what RIBA is all about. Whether it's advocating for you, your business and our industry at the State House or locally; finding new ways for potential customers to hear about your products and services; saving you money on materials and services you use every day; keeping you educated and informed; offering you the insurance coverage you need, or simply providing opportunities for networking and relaxation, RIBA offers it all.

RIBA even gives you a chance to lead and learn in specific areas. Our committees give you an opportunity to apply your expertise and influence in your own areas of interest, such as environmental regulation, legislation, marketing, green building, land use and much more. For remodelers, there is an active Remodelers Committee, and the Professional Women in Building Council serves the growing number of women in the industry.

Please use this member guide as a reference for the many ways RIBA can save you money and help you find work. It's a complete outline of all member benefits and a resource to what the association does. In this booklet, you'll discover our many discount programs and rebate offerings with thousands in potential savings. You'll find insurance and educational programs that can help your business and perhaps even gain that competitive edge. Also, with the www.RIBAlist.com website and our consumer-oriented marketing, customers find members by category and zip code. Finding you work, saving you money, advocating for your interests: RIBA is here for you!

For information on our programs and the benefits of membership, please review this member guide, or contact Elise Geddes, our membership relations coordinator, or me at (401) 438-7400. ▶

HOW RIBA WORKS

The Rhode Island Builders Association is structured so that it's easy for you as a member to get involved on any level you wish and, with your commitment and effort, to rise to a position of leadership.

RIBA began in 1945 as the Home Builders Association of Rhode Island. It is headquartered at 450 Veterans Memorial Pkwy. in East Providence, complete with a helpful staff, spacious offices and meeting rooms.

RIBA operates as a not-for-profit corporation under a set of bylaws. Governance consists of a president, vice-president, treasurer, secretary and a Board of Directors. They are assisted by an executive director and a staff, who handle day-to-day operations, member services, political advocacy, event planning, etc.

Many members begin their involvement, and the rise to RIBA's top leadership, by volunteering to serve on a committee. This accomplishes many things. It allows you as a member to get to know and work with other members who have the same interests and concerns, and to actually do something about those concerns.

This provides a way for your own expertise and

knowledge of an issue or an area of the industry to help other members. This helps you, your business, our industry and Rhode Island's economy.

RIBA's committees include: Education and Workforce Development, Environmental, Green Building, Home Show, Land Use Controls, Legislative, Marketing & Public Relations, Programs & Events, Membership, Remodelers, and the Professional Women in Building Council.

In addition to its committees, RIBA has its own charitable subsidiary: Builders Helping Heroes (BHH), which organizes construction and remodeling projects for Rhode Island service members wounded in combat, or for the families of those killed in action, since Sept. 11, 2001.

RIBA's leadership constantly seeks and needs new talent! We love to hear from members who wish to become more involved. To find out more about getting involved in your trade association, contact Executive Director John Marcantonio today at jmarcantonio@ri-builders.org or (401) 438-7400. ▶

MEMBER BENEFIT SAVINGS

BUILDING MATERIALS

LOWE'S Pro Services™

Vendor: Lowe's Companies Inc.

Products/Services: Building materials

Offered through: The National Association of Home Builders (NAHB) Member Advantage Program.

What you get: Earn a 2% discount on purchases made with your Lowe's Accounts Receivable (LAR) on **Lowe'sForPros.com**. Plus, get free delivery on purchases of \$500 or more.

How to get it: For online orders, use promo code **NAHBDEL** when you checkout on **Lowe's.com** to receive free shipping on purchases over \$500. If you use a P.O. box address, use promo code **NAHBDELPO**. For in-store orders, visit the ProServices Desk and identify yourself as an NAHB member and mention that you'd like to receive the free shipping on orders of \$500 or more.

For more information: Visit www.Lowe'sForPros.com/NAHB, all (877) 435-2440 or call RIBA at (401) 438-7400.



Products/Services: Secure mobile buyback and complimentary recycling.

Offered through: The Rhode Island Builders Association (RIBA) and National Purchasing Partners (NPP)

What you get: Members receive a 10% bonus on mobile buyback pricing based on the current market rate.

How to get it: See "How to get Your NPP Benefits, page 8.

Questions? Call NPP at (800) 810-3909 or RIBA at (401) 438-7400. You can e-mail customerservice@mynpp.com.

LEVEL 3®

Vendor: Level 3 Communications

Products/Services: ReadyAccess audio conferencing, ReadyAccess Web conferencing, operator-assisted conferencing, Webex™ meeting center and Microsoft Livemeeting®

Offered through: The Rhode Island Builders Association (RIBA) and National Purchasing Partners (NPP).

What you get: Members receive reservationless, toll-free audio conferencing for 3 cents a minute. No contract or commitment, and no setup or monthly fees. Also multiple users/employees options for independent conference calls. Available 24-7, no reservation needed. Also dial out to participants, rollcall, name announcement or tone entry/exit, conference lock, and record a conference call.

How to get it: See "How to get Your NPP Benefits, page 8.

Questions? Call NPP at (800) 810-3909 or RIBA at (401) 438-7400. You can e-mail customerservice@mynpp.com.

COMMUNICATIONS

Actsoft®

Vendor: Actsoft

Products/Services: GPS tracking, wireless forms, timekeeping, job dispatching

Offered through: The Rhode Island Builders Association (RIBA) and National Purchasing Partners (NPP)

What you get: Members receive 10% off on all Actsoft products.

How to get it: See "How to Get Your NPP Benefits," page 8. **Questions?** Call NPP at (800) 810-3909 or RIBA at (401) 438-7400. You can e-mail customerservice@mynpp.com.



ECONZ™

Vendor: Econz Wireless

Products/Services: Capturing time and attendance, cost codes, job tasks, breaks and GPS tracking of employees.

Offered through: The Rhode Island Builders Association (RIBA) and National Purchasing Partners (NPP)

What you get: Wireless applications for data collection at a 50% discount on set-up fees. Available on all wireless carriers.

How to get it: See "How to get Your NPP Benefits," page 8.

Questions? Call NPP at (800) 810-3909 or RIBA at (401) 438-7400. You can e-mail customerservice@mynpp.com.

E-Cycle™

Vendor: E-Cycle

Wireless Matrix™

Vendor: Wireless Matrix

Products/Services: Live GPS fleet tracking

Offered through: The Rhode Island Builders Association (RIBA) and National Purchasing Partners (NPP)

What you get: Members receive 10% off monthly rates and 10% off devices.

How to get it: See "How to get Your NPP Benefits, page 8.

Questions? Call NPP at (800) 810-3909 or RIBA at (401) 438-7400. You can e-mail customerservice@mynpp.com.

CREDIT CARD PROCESSING

TransFirst®

Vendor: TransFirst

Products/Services: Payment processing services

Offered through: The National Association of Home Builders (NAHB) Member Advantage Program

What you get: Members enjoy low rates and can lock in processing rates for 12 months on web/mobile tools, credit



card and eCheck processing, check services and more.

How to get it: Call (800) 613-0148 or visit www.TransFirstAssociation.com/NAHB.

Questions? Visit www.NAHB.org/MA or call RIBA at (401) 438-7400.

VANTIV®

Vendor: Vantiv Payment Processing

Products/Services: Payment processing and management.

Offered through: The Rhode Island Builders Association (RIBA) and National Purchasing Partners (NPP)

What you get: Members receive special rates.

How to get it: See "How to get Your NPP Benefits, page 8.

Questions? Call NPP at (800) 810-3909 or RIBA at (401) 438-7400. You can e-mail customerservice@mynpp.com.

EDUCATION

Free Classes



Offered by: The Rhode Island Builders Association (RIBA)

Products/Services: Courses, seminars and workshops offered by RIBA on all aspects of business, including courses required for contractor registration and lead licensing in Rhode Island.

What you get: Members and their employees attend tuition-free. There may be a nominal charge for materials or books.

How to get it: See complete information on page 9.

ELECTRONICS

Cradlepoint®



Vendor: Cradlepoint

Products/Services: 3G/4G network router, network and wireless solutions

Offered through: The Rhode Island Builders Association (RIBA) and National Purchasing Partners (NPP)

What you get: Members receive 10% off MSRP on all Cradlepoint devices.

How to get it: See "How to get Your NPP Benefits, page 8.

Questions? Call NPP at (800) 810-3909 or RIBA at (401) 438-7400. You can e-mail customerservice@mynpp.com.

DELL®

Vendor: Dell Corp.

Products/Services: Personal computers, laptops, servers, accessories and service.

Offered through: The National Association of Home Builders (NAHB) Member Advantage Program.

What you get: Up to 40% off on Dell computers.

How to get it: Call (800) 695-8133 and mention NAHB or visit www.dell.com/mpp/NAHB.

Questions? Visit www.NAHB.org/MA or call RIBA at (401) 438-7400.

hewlett-packard

Vendor: Hewlett-Packard Development Co., LP

Products/Services: Computers, electronics, service and accessories

Offered through: The National Association of Home Builders (NAHB) Member Advantage Program

What you get: Special discounts on products, plus free ground shipping.

How to get it: Call (888) 202-4488 and mention pass code NAHB or visit www.hp.com/go/NAHB.

Questions? Visit www.NAHB.org/MA, call RIBA at (401) 438-7400 or contact Christy Ronaldson at (800) 368-5242, ext. 8273, e-mail at cronaldson@NAHB.org.

EMPLOYEE SERVICES

NAHB Career Center



Vendor: National Association of Home Builders Career Center

Products/Services: Recruitment services for employers and job seekers

Offered through: The National Association of Home Builders (NAHB) Member Advantage Program

What you get: Discounts on standard rates for job posting, and other human-resources services.

How to get it: Visit www.NAHB.org/careers.

Questions? Visit www.NAHB.org/MA, call RIBA at (401) 438-7400 or contact Christy Ronaldson at (800) 368-5242, ext. 8273, e-mail at cronaldson@NAHB.org.

FOOD

Omaha Steaks



Vendor: Omaha Steaks, Inc.

Products/Services: Steak, lobster and gourmet foods for online purchase.

Offered through: The National Association of Home Builders (NAHB) Member Advantage Program.

What you get: 10% off all online promotions. This discount is in addition to any online specials.

How to get it: Visit www.OSincentives.com/promo/NAHB.

Questions? You may also visit www.NAHB.org/MA, call RIBA at (401) 438-7400 or contact Christy Ronaldson at (800) 368-5242, ext. 8273, e-mail at cronaldson@NAHB.org.

GIFTS

FTD



Vendor: FTD Corp.

Products/Services: Flowers and related gifts

Offered through: The National Association of Home Builders (NAHB) Member Advantage Program

What you get: Members receive a 20% discount on flowers, plants and gifts.

How to get it: Visit www.ftd.com/NAHB or call (800) SEND-FTD. Use code 17421.

Questions? Visit www.NAHB.org/MA or call RIBA at (401) 438-7400.

INFORMATION

R.I. Builder Report



Offered by: The Rhode Island Builders Association (RIBA)
Products/Services: Free, award-winning monthly magazine, in hand and online.

What you get: The news and information you need to keep up with the residential construction industry in southeastern New England. Updated information on legislation, state and federal regulations, industry trends, the economy, member news, and RIBA educational and networking opportunities. Includes special features and one-on-one interviews with key figures in industry, the economy and government.

How to get it: The magazine is free and is mailed to all RIBA members, state legislators, building officials and state and local regulators, as well as the Rhode Island congressional delegation. Each month's edition also is posted online.

Free E-Magazines

Offered by: The National Association of Home Builders (NAHB)

Products/Services: Four major e-magazines free to members, *The Builder* and *Best in American Living* magazine cover the latest industry trends from all angles. *Commercial Builder* serves those involved in light commercial construction, and *SMI Magazine* (Sales and Marketing Ideas) is packed with valuable ideas and insights on sales and marketing trends, market research and advertising.

How to get them: Visit www.NAHB.org.

Free Newsletters

Offered by: The National Association of Home Builders (NAHB)

Products/Services: A number of free online newsletters for members. They cover all aspects of the economy and the residential construction industry.

How to get them: Visit www.NAHB.org, click the "Publications and Subscriptions" link at the upper right, then the e-newsletters link at the left.

BuilderBooks®

Offered by: The National Association of Home Builders (NAHB)

Products/Services: NAHB BuilderBooks is the official bookstore for the housing industry, offering a variety of books, software, brochures and more in English and Spanish. Members save 10% on every item, every day.

How to get them: Visit www.BuilderBooks.com.

Social Media

Offered by: The Rhode Island Builders Association (RIBA)

Products/Services: RIBA is active on Facebook™ and Twitter™. Check these often for RIBA news as it happens.

INSURANCE

Builders

Insurance Group

See page 10.



JOBSITE SUPPLIES/FUEL

APP®



Vendor: Associated Petroleum

Products/Services: The APP Fuel Card Program is a vast network of fueling locations, industry-best purchasing controls, and online management tools that provide fleet managers the security and operational control required to run a fleet of any size.

Offered through: The National Association of Home Builders (NAHB) Member Advantage Program

What you get: Savings on fuel

How to get it: Call (800) 531-3398 or visit www.associatedpetroleum.com/nahb/.

Questions? Visit www.NAHB.org/MA or call RIBA at (401)

438-7400.

Fastenal™

Vendor: The Fastenal Co.

Products/Services: Fasteners, tools, equipment, abrasives, packaging, lifting and hydraulics, fleet and automotive, HVAC supplies, welding, office products and more.

Offered through: The Rhode Island Builders Association (RIBA) and National Purchasing Partners (NPP).

What you get: Members receive 45% off fastener products, 15% off power tools and 20% off all other standard products (excluding testing and measuring equipment).

How to get it: See "How to get Your NPP Benefits, page 8.

Questions? Call NPP at (800) 810-3909 or RIBA at (401)

438-7400. You can e-mail customerservice@mynpp.com.

LEGAL SERVICES

Free Legal Research



Offered by: The National Association of Home Builders (NAHB)

Products/Services: The NAHB Legal Research Program provides free legal research assistance and information on building industry-related issues to all members. Through NAHB, free legal consultation is available to all members.

How to get them: Call (800) 368-5242 or visit www.NAHB.org.

Information: The Legal Resources pages on NAHB's website provide free information on litigation and development strategies, liability issues and much more.

How to get them: Visit www.NAHB.org.

RIBA Legal Services

Offered by: The Rhode Island Builders Association (RIBA)

Products/Services: RIBA has a general counsel and can provide direction on state and local legal matters throughout Rhode Island.

How to get them: Call (401) 438-7400.

LEGISLATIVE ADVOCACY

National



Offered by: The National Association of Home Builders (NAHB)

Products/Services: NAHB lobbies the U.S. Congress and federal regulatory agencies on behalf of all members. Legislative teams monitor and take action on hundreds of bills and proposed regulations every year.

What you get: Blanket representation for our industry and your business interests in Washington. Additionally, every spring, NAHB and local affiliates such as RIBA organize meetings where members and can meet and discuss concerns with their senators and representatives.

How to get it: Watch for information. Visit www.NAHB.org and check *The Rhode Island Builder Report* regularly.

State and Local

Offered by: The Rhode Island Builders Association (RIBA)

Products/Services: Every year, RIBA monitors legislation and introduces and lobbies for bills to benefit the residential construction industry. Regulatory and permitting matters, environmental policy, land-use, planning and zoning issues all are within the purview of RIBA's advocacy. The association's lobbyists, leaders, Legislative Committee and members coordinate to testify before House and Senate committees and to work with individual lawmakers to support helpful bills and defeat harmful ones. What's more, RIBA leaders meet frequently with regulators from the Rhode Island Dept. of Environmental Management, the Coastal Resources Management Council and other agencies.

What you get: Those who make the laws and regulations for our industry often know little about our industry. RIBA's legislative programs help correct this gap, making sure that lawmakers and regulators hear your point of view.

How to get it: Watch *The Rhode Island Builder Report*, Visit www.RIBUILDERS.org or call RIBA at (401) 438-7400 for more information.

BUILD-PAC

Offered by: A separate, not-for-profit political action committee designed for the industry's political advocacy.

Products/Services: RIBA's Political Action Committee (Build-PAC) raises money to support candidates who support the industry. Watch *The Rhode Island Builder Report*, visit www.RIBUILDERS.org or call RIBA at (401) 438-7400 for more information.

MARKETING

RIBAlist.com directory



Offered by: The Rhode Island Builders Association (RIBA)

Products/Services: Exposure to the buying public online and in the printed member directory.

What you get: Free listings in the online member directory at www.RIBAlist.com (more information on page 10) and in the annual *RIBA Membership Directory and Buyer's Guide*.

How to get it: Free and automatic for all members. Logon to www.RIBUILDERS.org to manage your listing or call RIBA at (401) 438-7400.

The Rhode Island Home Show



Offered by: The Rhode Island Builders Association (RIBA)

Products/Services: Annual four-day event at the Rhode Island Convention Center that attracts tens of thousands of homeowners from all over southeastern New England.

What you get: Discounted exhibit space to showcase your business, along with free marketing assistance.

How to get it: See page 11 for complete information.

Advertising opportunities

Offered by: The Rhode Island Builders Association (RIBA)

Products/Services: Special member rates on advertising in the award-winning *Rhode Island Builder Report* monthly magazine and the annual *RIBA Membership Directory and Buyer's Guide*, which is distributed to thousands of visitors during the annual **Home Show** each spring, and all year.

What you get: Exposure to a targeted audience of tens of thousands of potential customers. Subcontractors place their products and services before the cream of southeastern New England's general contractors. Suppliers reach their very best contractor customers.

How to get it: Advertising is available through RIBA member New River Press. Call the editor, Paul Eno, at (401) 250-5760 (Ext. 1) or visit www.NEWRIVERPRESS.com/ribaads for rates, sizes, deadlines and other information.

NETWORKING EVENTS

Offered by: The Rhode Island Builders Association (RIBA).

Products/Services: Opportunities such as the **Annual Outing and Clambake, Golf Tournament, RIBA's Annual Meeting**, and other social events that are now in the works. The Outing and Clambake is the biggest social event of the year, with great food and activities at a low price. The event usually takes place at Francis Farm, Rehoboth, Mass.

What you get: A chance to get to know and make valuable connections with others in the industry.

How to get it: Watch *The Rhode Island Builder Report*, visit www.RIBUILDERS.org or call RIBA at (401) 438-7400 for more information.





OFFICE SUPPLIES

Office DEPOT

Vendor: Office Depot, Inc.

Products/Services: Office products and services

Offered through: The National Association of Home Builders (NAHB) Member Advantage Program

What you get: Members receive 10% off all delivery orders, and up to 10% back on qualifying purchases.

How to get it: Call (800) 274-2753 and mention NAHB or visit www.officedepot.com/NAHB.

Questions? Visit www.NAHB.org/MA, call RIBA at (401) 438-7400 or contact Christy Ronaldson at (800) 368-5242, ext. 8273, e-mail at cronaldson@NAHB.org.



Staples

Vendor: Staples

Products/Services: Office supplies, equipment, furniture and services

Offered through: The Rhode Island Builders Association (RIBA) and National Purchasing Partners (NPP).

What you get: Discounted, contracted prices on over 30,000 supplies and services, along with free, next-day delivery on most standard orders over \$30.

How to get it: See "How to get Your NPP Benefits," page 8.

Questions? Call NPP at (800) 810-3909 or RIBA at (401) 438-7400. You can e-mail customerservice@mynpp.com.

SHIPPING

UPS

Vendor: United Parcel Service

Products/Services: Shipping and tracking

Offered through: The National Association of Home Builders (NAHB) Member Advantage Program.

What you get: UPS discounts of up to 36% on a broad



portfolio of shipping services, including air letters and packages, ground shipments, international imports and exports. Savings of at least 70% on less-than-truckload shipments of 150 lbs. or more.

How to get it: Visit www.1800members.com/NAHB or call (800) 636-2377 for more information.

Questions? Visit www.NAHB.org/MA or call RIBA at (401) 438-7400.

YRC

Vendor: YRC Freight

Products/Services: Shipping and tracking

Offered through: The National Association of Home Builders (NAHB) Member Advantage Program

What you get: Members can save at least 70% on qualifying LTL (less-than-truckload) shipments.

How to get it: Visit www.1800members.com/NAHB or call (800) 636-2377 for more information.

Questions? Visit www.NAHB.org/MA or call RIBA at (401) 438-7400.

TRAVEL

Endless Vacation Rentals



Vendor: Endless Vacation Rentals

Products/Services: Vacation rental properties

Offered through: The National Association of Home Builders (NAHB) Member Advantage Program

What you get: Up to 25% off on over 200,000 vacation rentals worldwide. Destinations include the U.S., Canada, Mexico, the Caribbean, Europe and more.

How to get it: Call (877) 782-9387 and mention your NAHB membership at the time of reservation or visit www.endlessvacationrentals.com/nahb.

Questions? Visit www.NAHB.org/MA or call RIBA at (401) 438-7400.



EXPEDIA®

Vendor: Expedia.com

Products/Services: Hotel and vacation bookings.

Offered through: The Rhode Island Builders Association (RIBA) and National Purchasing Partners (NPP)

What you get: Members receive 10% off on hotels.

How to get it: See "How to Get Your NPP Benefits," below.

Questions? Call NPP at (800) 810-3909 or RIBA at (401) 438-7400. You can e-mail customerservice@mynpp.com.

WYNDHAM HOTEL GROUP

Vendor: Wyndham Hotel Group

Products/Services: Hotel, motel and resort rentals

Offered through: The National Association of Home Builders (NAHB) Member Advantage Program

What you get: 15% off the best available rate at over 7,400 hotels and resorts.

How to get it: Mention ID 8000002688 at the time of reservation. Call (877) 670-7088 or visit www.NAHB.org/MA and click on the Wyndham logo to find out more.

Questions? Visit www.NAHB.org/MA or call RIBA at (401) 438-7400.

Vehicles - Purchase

General Motors

Vendor: General Motors Corp.

Products/Services: Trucks, Cars, Vans

Offered through: The National Association of Home Builders (NAHB) Member Advantage Program.

What you get: \$500 offer on most Buick, Chevrolet and GMC vehicles. Business owners receive a \$1,000 offer on select vehicles and may qualify for additional incentives

How to get it: Visit www.NAHB.org/MA and click on the GM logo to find out more.

Questions? Visit www.NAHB.org/MA, call RIBA at (401) 438-7400 or contact Christy Ronaldson at (800) 368-5242, ext. 8273, e-mail at cronaldson@NAHB.org.



VEHICLES – RENTAL

AVIS

Vendor: Avis Rent A Car System LLC

Products/Services: Rental cars

Offered through: The National Association of Home Builders (NAHB) Member Advantage Program

What you get: Up to 25% off on car rentals and FREE Avis Preferred Service.

How to get it: Visit www.avis.com/NAHB or call (800) 331-1212 and use AWD code G572900.

Questions? Visit www.NAHB.org/MA or call RIBA at (401) 438-7400.



Budget

Vendor: Budget Rent A Car System, Inc.

Products/Services: Rental cars

Offered through: The National Association of Home Builders (NAHB) Member Advantage Program

What you get: Up to 25% off when renting a vehicle from a participating location in the contiguous U.S. and Canada.

How to get it: Visit www.budget.com/NAHB or call (800) 283-4387 and use BCD code Z536900.

Questions? Visit www.NAHB.org/MA or call RIBA at (401) 438-7400.

Hertz

Vendor: Hertz Car Rental, Inc.

Products/Services: Rental cars

Offered through: The National Association of Home Builders (NAHB) Member Advantage Program

What you get: Up to 20% off on rental cars.

How to get it: Visit www.hertz.com/nahb or call (800) 654-2200 and use CDP# 51046.

Questions? Visit www.NAHB.org/MA or call RIBA at (401) 438-7400.

Also rely on RIBA...

...for the same services and facilities that your larger counterparts enjoy, including construction documents; free notary service; meeting facilities for industry-related business; access to monthly building permit statistics; decals for your truck, car or office and logo artwork for your stationery, ads, signs, t-shirts, etc. All members receive a printed membership certificate suitable for framing. Visit www.RIBUILDERS.org for more information.

Need Assistance? Call Elise!

RIBA Membership Services Coordinator Elise Geddes can explain any and all benefits listed in this guide and help you take advantage of them. Please contact Elise or any other RIBA staff member at (401) 438-7400.



How to Get Your NPP Benefits

Join NPP for free. Go to www.mynpp.com. Click "Join Now." Select "Construction" from the dropdown menu. Select "Residential" from the Category dropdown menu. Select "HBPP" from the Association dropdown menu. Complete the registration form and follow the instructions to get the discount. Members must be construction, heavy highway or remodeling companies, or other trade craftspeople (e.g.: a subcontractor such as an electrician or plumber whose primary trade is within the construction industry).

DISCLAIMER

The Rhode Island Builders Association and the National Association of Home Builders neither endorse nor guarantee products or services provided by third parties under these programs. Every reasonable effort has been made to ensure the accuracy of the information presented here, but that information may change without notice and is not guaranteed.

FREE EDUCATION FOR MEMBERS AND THEIR EMPLOYEES

In a dramatic advance for its member benefit program, the Rhode Island Builders Association now offers courses, classes and seminars free of tuition charges for members and their employees.

This education program allows RIBA members and employees to obtain free classes in industry-related subjects. It encompasses OSHA 10-Hour Certification, lead safety, licensing courses, classes on the codes, marketing, law, QuickBooks™, and anything else the association can put together to help members improve their businesses.

In certain courses, there may be a charge for books or other materials. The free program does not include professional designations from the National Association of Home Builders, such as Certified Graduate Remodeler (CGR), Certified Green Professional (CGR), Graduate Master Remodeler (GMR) and others whose

tuition is set nationally.

The program also is meant to provide courses members need to fulfill continuing-education requirements set by the Rhode Island Contractors Registration and Licensing Board and lead-licensing requirements set by the EPA and the Rhode Island Department of Health.

RIBA's plan is to be the greatest educational value for our industry in Rhode Island.

The free tuitions are available to members and their employees, not subcontractors who are working for members but are not members themselves. Employment with a member will have to be verified. Participants should register for the classes early, as this program is very popular.

For more information on this program, or to suggest courses, contact Sheila McCarthy at RIBA, (401) 438-7400 or smccarthy@ribuilders.org.

Free classes at RIBA include but are not limited to:

- OSHA 10-Hour Certification
- Lead Safety
- Lead Licensing Courses
- Building, Fire and Other Codes
- Marketing
- Construction Law
- Contract Law
- Insurance
- Jobsite Safety
- Estimating
- Mechanics' Lien Law
- QuickBooks™ and Other Software
- Financial and Tax Workshops
- First Aid and CPR
- Green Building and Energy Efficiency
- Asbestos and Mold Awareness
- OSHA Compliance
- Classes Based on Member Suggestions

Have a suggestion for an education program? Let RIBA know!



Join the Rhode Island Builders Association! /9

Builders Insurance Group can meet all your contractor insurance needs

The Rhode Island Builders Association recently launched its own independent insurance agency. The idea: Provide Rhode Island's residential contractors with a full-service, added-value alternative for their specific insurance needs.

The agency, the Builders Insurance Group (BIG), is completely separate from RIBA and has its own governance. BIG serves members and non-members alike with health, liability, workers' compensation, homeowners, motor vehicle and any other insurance contractors can use.

As a benefit for Rhode Island's contractors, the creation of BIG is an unprecedented and major step forward. As a contractor, you finally have an insurance



agency specifically for contractors and run by contractors, familiar with your needs and with how to save you the most money on your premiums.

While anyone can obtain insurance through BIG, the new company's full line of targeted products and the potential savings are expected to add substantial value for RIBA members. Find out more or get a

quote by calling Joyce Therrien at BIG, (401) 438-4BIG (438-8244), or e-mail jtherrien@builderinsgroup.com.

Joyce was RIBA's longtime health insurance administrator, and she now is one of BIG's licensed insurance agents. She and any of her colleagues at BIG will be able to answer all your questions and design the right insurance package for you and your company. ▶

Find work through RIBAlist.com

RIBAlist.com, the Rhode Island Builders Association's public website, is meant to bring more work to you as a member by linking you with potential customers.

How do you and your company "get listed" on RIBAlist.com?

Other than keeping your RIBA membership current, you don't have to lift a finger. Listings for all members are automatic. Your listing will pop up whenever potential customers search for a contractor by work category or by zip code.

The best way you can help is to keep your membership account information up to date at www.RIBUILDERS.org, RIBA's main website. Information from there, and any changes you make to it (such as a new service or product you offer), will automatically reflect on RIBAlist.com.

If you do not yet have your username and password for the RIBUILDERS.org site, call RIBA at (401) 438-7400.

RIBA launched RIBAlist.com in early 2012.

Listings on www.RIBAlist.com are free for members, and the website is publicized and marketed through a number of different venues, including ra-



dio, television, print and at the annual Rhode Island Home Show.

Most of your potential customers now use the Internet to find contractors, and RIBA has positioned itself and its membership to compete in that area.

Our goal is simple: to provide southeastern New England homeowners with a local process to find local companies and provide members the exposure and opportunity to find work.

RIBAlist.com works. One member in particular, Bob Brierley of Calyx Homes Ltd., reported that the website landed him nearly \$200,000 worth of work in 2012.

"There was a customer from Lincoln who found me on RIBAlist.com and contacted me about a job last summer. I ended up doing an \$85,000 addition for this homeowner. Then the neighbor next door talked to me and decided to have me do a \$105,000 addition for them." Bob told us. "So I did two additions side by side. It was a real bonus, and not bad for a free online listing!"

For more information about RIBAlist.com, or if you are a member and need a username and password for www.RIBUILDERS.org, contact Elizabeth Carpenter at ecarpenter@ribuilders.org or call (401) 438-7400. ▶

Market your business at RIBA's Annual R.I. Home Show

Since 1950, the annual Rhode Island Home Show in the spring has been the biggest Rhode Island Builders Association event of the year, attracting tens of thousands of homeowners and aspiring homeowners to the Rhode Island Convention Center in Providence to see the products and services that RIBA members have to offer.

In 2014, attendance at the Home Show was up 43 percent over 2013, making the show an unbeatable venue for members to showcase and sell their products and services. What's more, exit surveys showed overwhelmingly that visitors want to see more contractors and suppliers exhibiting.

At the 2012 Home Show, RIBA brought back a grand tradition: a model home as the event's central showcase for everything from furniture and appliances to lighting and landscaping. The 2014 Model Home was over 2,000 square feet, and featured the "Edible Front Yard," "the Ultimate Backyard" and other artistry by the Rhode Island Nursery and Landscape Association (RINLA). Interior decoration was by famed Corinha Design, with furniture from Cabot House.

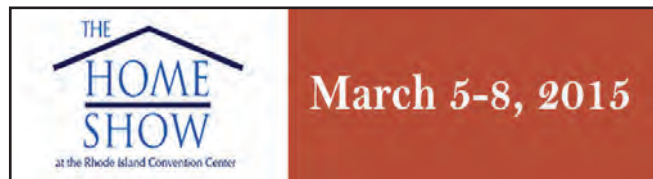
Members get 5 percent off the standard exhibitor rates. What's more, if you're a first-time exhibitor or are returning to the show after an absence, you're eligible for up to a \$500 rebate that you can use toward purchase of a booth display.

RIBA's goal is to make participating in the Home Show as easy as possible for members large and small so they can experience how the show can help market their businesses. In fact, RIBA offers seminars and personal assistance to help members design their exhibits and get the most from the Home Show.

The Home Show Committee, consisting of RIBA members and headed by Ronald J. Smith of Ron Smith Homes, works hard to make the Home Show better and better every year.

Each year, there are new features, many popular seminars and a greater range of exhibitors. If you're a supplier, a general contractor or a subcontractor, be sure to put your products and services in front of the Home Show's visitors. Remember, the vast majority of those who pass through the turnstiles are homeowners with projects on their minds, or people who plan to become homeowners soon.

Whether you're in building, remodeling, redecorating, financing, landscaping, energy efficiency, or any other field that provides what current and prospective homeowners need, plan to exhibit at RIBA's annual Home Show! Visit www.RIBAHOMESHOW.com, or contact the show's producer, Yoffe Exposition Services, at (800) 963-3395 or RIBA at (401) 438-7400. ▶



RIBA's Member Rebate Program

Money back to you from over 40 manufacturers!

RIBA MEMBERSHIP PAYS

Now you can get rebates for your loyalty to many of the nation's leading manufacturers! The **Member Rebate Program** is aimed at increasing your bottom line. For the minimal effort of informing us about the products you use, and telling us when you complete a home, you'll put money back in your pocket. When you participate in the Member Rebate Program, you can receive checks every quarter!

TO LEARN MORE, CALL ELISE!

RIBA Membership Services Coordinator Elise Geddes can explain the Member Rebate Program or any other benefit listed in this Guide. Please contact Elise or any other RIBA staff member at (401) 438-7400.



Offered by: The Rhode Island Builders Association (RIBA) and a cooperative of other state and local home builders associations.

Products/Services: Rebates from over 35 national manufacturers.

What you get: The Rebate Program helps you receive rebates from major manufacturers for products you use every day in your home building and remodeling projects. It represents the combined buying power of RIBA's members, along with that of many other state and local associations. As a result, you can qualify for the same manufacturer rebates the nation's largest builders receive.



- The program does not require you to change how you do business.
- The supply chain is not affected.
- No receipts are required (except from one manufacturer).
- All you have to do is fill out a simple claim form.
- Claims are filed quarterly for all construction projects that are closed or completed.

The result for you? Money. Cold, hard cash. And all for just remaining loyal to many of the country's leading manufacturers you already use in all of your homes or remodeling projects. Lump-sum checks for closed homes or completed projects are mailed quarterly.

How to get it: Get started by registering for the program. If you are a RIBA member already, you can register online at www.HBAREBATES.com. Or you can simply fill out the registration form on page 10 and fax it to **(800) 977-5591**, or return it by mail to: **P.O. Box 1073, Point Pleasant Beach, NJ 08742**.

Besides the money, the best part of the program is that it relies on very little from you and doesn't change the way you conduct business. Best of all, you do NOT have to change the way you currently buy. The Member Rebate

Program does the paperwork, collects the money and mails you the quarterly checks!

Informative website: The Member Rebate Program has a website with complete information on the program at

www.HBAREBATES.com. The

site includes:

- A printable brochure and Frequently Asked Questions (FAQs),
- Online registration,
- Current rebate claim forms,
- The program's current newsletter,
- A current list of participating manufacturers,
- Calendar and deadline information.

We recommend visiting the website at least once a quarter to stay up-to-date with any new manufacturers, the calendar, and the current claim forms.

What's the catch?: This is the number one question. Why would a manufacturer want to give you money? One reason is that the big builders have been receiving these rebates for years.

Manufacturers know that your brand loyalty and combined overall volume is greater than those of the big builders, but until now, there has not been a way to identify or reward the small and mid-size builders and remodelers such as our members. The Member Rebate Program takes advantage of the combined volume of the builder and remodeler members in RIBA to provide you with the same benefits the big guys get, regardless of your size.

The other reason is that manufacturers want to influence your buying decisions. They must rely on their distribution network to promote their products, and many builders and remodelers leave the choice of the brand to their subcontractors. But you are the one who ultimately pays for all the products that go into the homes you build or work on. That's why you receive the rebate. Therefore, when you specify the brand, the manufacturers benefit and you get the reward.

MONEY BACK TO YOU
FROM OVER 40 MANUFACTURERS



How to Claim: If you built any homes (including multi-family units) or completed any remodeling projects in a given quarter:

- If you used different products in each of your homes or projects, fill out a claim form for each home or project.
- If you used the same products in each home or project, fill out one form and send in a list of the closed homes or completed projects.
- No receipts are necessary (except for Progress Lighting).
- Fax your rebate claim form(s) to **(800) 977-5591**, or return it by mail to: **P.O. Box 1073, Point Pleasant Beach, NJ 08742**. This address is also on the registration form.

HBA Ink: As an added bonus for participating in the

Member Rebate Program, you will be eligible to buy your laser toner and inkjet cartridges, and even printers, through "HBA Ink." Once again, by using the collective buying power of your RIBA membership, in conjunction with those of many other state and local builders associations, we bring you an opportunity not available outside the nation's largest corporations. HBA Ink is proud to offer you, your employees, and their family members the opportunity to purchase laser toner and inkjet cartridges at a quality level that continues to out-perform new, brand-name products. Best of all, our prices are 30 percent to 60 percent below discount catalog prices. See the website www.HBAINK.com to register and to shop. ▶



Registration Form

Member Rebate Program

Date: _____

Fax to: 800-977-5591, Scan & Email to: info@HBarebates.com or
Mail to: Claims Department - PO Box 1073 Point Pleasant Beach, NJ 08742

Company: _____

Fax: _____

Contact: _____

Email: _____

Mailing Address: _____

Local Builders Association: _____

City: _____

Type of Builder: Custom _____ Sales Models _____

State & Zip: _____

Remodeler _____ Multi-Family _____

Phone: _____

Approximate # of Homes or Projects Completed Per Year: _____

Please circle the Manufacturer you (A) **currently use** and any Manufacturer you (B) **would consider switching to**:

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Rhode Island Builders Association Membership Application

Company: _____

Name: _____

Address: _____

City/State/Zip: _____

Dues: \$ _____

Please send a company check with this application - OR - call the office to pay by credit card. For your convenience, quarterly and monthly installment options are available.

Office Phone: _____ Fax: _____ Cell Phone: _____

E-mail: _____ Website: _____

and Fed. ID # (if applicable): _____

Rhode Island Contractors' Registration # or Applicable License #: _____ Exp. Date: _____

MEMBERSHIP CATEGORIES & ANNUAL DUES

See reverse side for category descriptions.

• Please Check One •

____ Builder/Remodeler \$450

____ Supplier \$400

____ Realty \$400

____ Professional \$400

____ Organizational/
Sustaining \$400

____ Subcontractor \$400

What is the principal service or product you provide? _____

Applicant's years of experience: _____ Firm established for: _____ years # of Employees: _____
(including principals)

ATTACH THE NAME, ADDRESS & PH# OF 3 REFERENCES FROM COMPANIES YOU DO BUSINESS WITH.

At least ONE must be from a Bank **or** Supplier and ONE must be from a tradesperson (Builder, Remodeler, Subcontractor, etc.)

References are required.

SPONSOR (a current member of the association): _____

Member's Full Name

Company Name

If sponsored, please supply the company and contact name.

I authorize the RI Builders Association and their agent to make such inquiries and obtain credit reports as may be necessary for its determination of my personal and/or company's financial, technical and performance abilities. All information provided on this application is true to the best of my knowledge. I have read the Code of Ethics on the reverse side and agree to abide by its provisions.

Signature: _____ Date: _____



450 Veterans Memorial Parkway #301 • East Providence, RI 02914
Phone: 401.438.7400 • Fax: 401.438.7446 • info@ribuilders.org • www.ribuilders.org

Membership: Members of the Rhode Island Builders Association agree to subscribe to the Code of Ethics of the association and must meet with the approval of the Board of Directors by demonstrating financial responsibility, technical competence and fair dealing with customers and other members of the association.

Builder/Remodeler: Any person, company or corporation that has been in the business of building homes, apartments, commercial and other structures; the repairing, rehabilitating, additions or upgrading of property. Those professions requiring registration or licensure shall provide evidence of such.

Non-Builder Members: Any person, company or corporation engaged in a trade, industry or profession related to the business of general construction; or who owns or manages real estate. By category:

Supplier: Selling principally supplies to the building industry.

Subcontractor: Selling principally services to the building industry.

Professional: Architects, engineers, accountants, lawyers

Realty: Owns, manages or sells rental property, condominiums/homes or develops land. Rental property owners/managers must own or manage a minimum of six (6) units and show evidence that this is his/her primary business and livelihood. Brokers shall provide evidence of being licensed.

Organizational / Sustaining: A public utility, lending institution or title company.

Member Code of Ethics

As members in good standing of the Rhode Island Builders Association, we believe in, and accept, the responsibilities and obligations inherent in providing housing and related infrastructure. Basic to these ethical beliefs, we support the following objectives:

1. To conduct business affairs with integrity, professionalism and skill.
2. To provide the best housing value possible.
3. To protect the consumer through the use of quality materials and construction practices backed by integrity and service.
4. To provide housing with high standards of safety, sanitation and livability.
5. To meet all financial obligations in a responsible manner.
6. To comply with the spirit and letter of business contracts, and manage employees, subcontractors and suppliers with fairness and honor.
7. To keep informed on public policies and other essential information which affect our business interests and those of the building industry as a whole.
8. To comply with rules and regulations prescribed by law and government agencies for the health, safety and welfare of the community.
9. To keep honesty as our guiding policy.
10. To provide timely response to items covered under warranty.
11. To seek to resolve controversies through a non-litigation, dispute resolution mechanism.
12. To support and abide by the decisions of the association in promoting and enforcing this Code of Ethics.

Members assume the responsibilities in this Code of Ethics freely and solemnly and are mindful that these responsibilities are part of their obligation as members of the Rhode Island Builders Association.

We believe that home ownership should be within the reach of all Americans. Because we hold inviolate the free enterprise system and American way of life, we pledge our support to our associates, our local and national associations, and all related industries concerned with the preservation of inalienable rights and freedoms.