

## BUILDER MEMBER BENEFITS



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- Legal Action Updates  
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- Market your business and do business with people you know
- Protect or expand your business by supporting the building industry

### Builders League of South Jersey

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## THE BUILDERS LEAGUE OF SOUTH JERSEY: HELPING TO KEEP YOUR BUSINESS ALIVE AND THRIVING

Since 1940, the Builders League of South Jersey (BLSJ) has been “the voice of the industry” to builders, subcontractors, suppliers, legislators, and to the community. A highly effective trade association consisting of professional builders, developers, remodelers and associated businesses in Burlington, Camden, Cumberland, Gloucester, Cape May, Atlantic and Salem Counties, our mission is to dedicate ourselves to create a better business and regulatory environment in order to provide quality, socially responsible and affordable housing.

**Benefits:** As a part of an extensive network that includes the New Jersey Builders Association (NJBA) and the National Association of Homebuilders (NAHB), the Builders League of South Jersey provides a powerful array of services:

- A network of professional, including lawyers, and envi-



ronmentalists who offer advice, service, and troubleshooting for members.

- A strong voice in Trenton and Washington, D.C. that ensures lawmakers are fully aware of the impact pending legislation will have on the building industry.
- A full-time professional staff that provides the most cur-

rent industry information in our newsletters and on our web site in response to your questions and concerns.

- Networking opportunities that include special events, monthly membership dinner meetings, meetings and seminars, and committee participation.

## JOIN US...WE MAKE THE DECISION EASY...

The Builders League of South Jersey is a vital, effective organization because of people like you who work in the building industry and care about its survival. We are able to protect our industry by positively influencing legislation through a strong, unified

voice dedicated to saving and improving the building industry in New Jersey. If your company is interested in continuing to work and thrive in this industry, make your voice a part of ours by becoming a member of the BLSJ.



# NETWORKING IT'S A CONTACT SPORT!

## Increase your sphere of influence and your business.

Upon joining the Builders League of South Jersey, members can take advantage of a host of opportunities to meet new people and companies, increasing your sphere of influence and your business as well.

- Monthly Membership Dinner Meetings
- Members' Trade Show
- Monthly Associate Members Lead Swap
- Meet the Builders Night
- Educational Seminars
- Customer Referrals
- Atlantic Builders Convention:
  - Discounts on booths and admission

- Annual Sales & Marketing Awards
- Committees
- Marketing Opportunities
  - Membership Directory
  - Classified Directory
  - blsj.com Online Directory
- BLSJ Monthly Newsletter
- Golf Tournaments & Other Special Events
- New Member Breakfast Briefings
- NAHB - Nation's Building News
- Legislative Affairs & Services
- Public Relations - The BLSJ works through the local media to promote the image of our members and our industry.
- Advertising
- Member Labels for direct mail, upon request

*"Every man owes part of his time and money 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 conditions within his sphere."*

*~Theodore Roosevelt~*

*Call us today at 856.616.8460, and we will be happy to review the membership information you need to help you make the decision to join.*

*"The Larger Our Membership the Louder Our Voice"*

**Check us out on the Web!**  
[www.blsj.com](http://www.blsj.com)

## CLASSIFICATIONS OF MEMBERSHIP

### BUILDER

Individuals, firms or corporations whose principal business is the construction of residential or commercial and industrial buildings.

### REMODELER

Individuals, firms or corporations whose principal business is the remodeling of residential or commercial and industrial buildings.

### DEVELOPER

Individuals, firms or corporations whose principal business is land development and the sale of improved and unimproved lots.

### ASSOCIATE

Individuals, firms or corporations whose business is related to the supplying of services or materials to the construction industry.

## NAHB~JOIN IN THE SAVINGS MONEY-SAVING DISCOUNTS THAT BENEFIT YOUR BUSINESS, YOUR EMPLOYEES AND YOUR FAMILY.

NAHB's purchasing power means big savings! Your membership entitles you to discounts at nationally known companies such as:

- **GENERAL MOTORS** Preferred Supplier Pricing on all 8 GM nameplates.  
Buick, Cadillac, Chevrolet, GMC, HUMMER, Pontiac, Saab and-Saturn.

- **DELL COMPUTER CORP.**  
Save on Dell Dimension Desktops, Workstations, Notebooks, Servers and Printers.

- **HERTZ RENT A CAR**, save up to 20% when you rent a car through Hertz.

- **MBNA FINANCIAL SERVICES**  
NAHB American Express Card

with MBNA Rewards.

- **VIKING OFFICE PRODUCTS**  
Save up to 69% off list prices on office products

**PAYCHEX, PITNEY BOWES, DHL EXPRESS, WILLIAMS SCOTSMAN, ROADWAY EXPRESS, and YELLOW FREIGHT**  
To name a few.

# MEMBERSHIP BENEFITS

Members get the very best information, advocacy, education, and networking opportunities. Here are **ten reasons** why you should join today:

1. [Three-in-One Membership](#)
2. [Powerful Advocacy](#)
3. [Critical News & Information](#)
4. [Invaluable Networking Opportunities](#)
5. [Nationally Recognized Educational Programs](#)
6. [Access to Expert Advisors](#)
7. [Exposure to the Latest Building Industry Products and Services](#)
8. [Industry-specific Publications](#)
9. [Professional Recognition](#)

## [Member Discounts](#)

### **1. Three-in-One Membership**

When you join your [local association](#), you automatically become a full member at the state and national level. That's three memberships for the price of one. NAHB offers plenty of resources to help each member make the most of their investment and connect with the benefits they value most.

### **2. Powerful Advocacy**

Currently ranked #11 on *Fortune Magazine's* "Power 25" Advocates, NAHB has the grassroots strength of over 220,000 members to defeat excessive regulations and defend affordable housing initiatives on Capitol Hill, in your state, and in the communities where you do business. That puts money and time back in your pocket! Plus, NAHB members are kept informed with prompt regulatory and legislative alerts.

### **3. Critical News & Information**

For over 60 years NAHB has been the nation's leading source for housing industry information. NAHB members use a variety of ways to stay connected to industry information, including publications, e-newsletters, exclusive Web site content, bulletins, special reports, e-mail alerts, and financial data, among others. Up-to-date information, when you want it, how you want it!

### **4. Invaluable Networking Opportunities**

As an alliance of 215,000-plus members from all areas of the industry, NAHB is a one-stop networking shop! From local networking receptions and monthly membership meetings to regional trade shows, national committees, and special-interest Councils, NAHB provides hundreds of ways for you to meet and build relationships with fellow professionals, customers, and suppliers.

### **5. Nationally Recognized Educational Programs**

In our competitive marketplace, differentiation is the key to success and NAHB's nationally recognized education programs offer just that. The NAHB University of Housing offers hundreds of educational programs in a variety of formats, including a number of [designation programs](#), to help NAHB members gain and keep a competitive edge. No matter what your specialty is, NAHB has the curriculum, instructors, and prestige to boost your success. Learn how to reduce costs, increase your profit margins, and effectively deal with today's toughest issues through [NAHB education](#).

### **6. Access to Expert Advisors**

Wouldn't it be great to have a team of industry experts at your disposal to address your specific business questions for free? When you become an NAHB member, you get instant access to our distinguished economists, legal research staff, financial experts, librarians, and regulatory and technical specialists.

## MEMBERSHIP BENEFITS - CONTINUED

### 7. **Exposure to the Latest Building Products and Services**

As an NAHB member, you attend NAHB's trade shows and expositions at a low member price and get a first-hand look at all the latest products and services. Each year, attendance at the [International Builders' Show™ \(IBS\)](#) grows (last year it was over 100,000) because the word is out that it is a business building experience like no other! NAHB also sponsors the annual [Remodelers' Show™](#), the International Commercial Construction Expo (ICCON™), the Seniors Housing Show™, the Multifamily Trends Conference™, and more.

### 8. **Industry Publications**

Knowledge is your best defense in this rapidly changing industry. NAHB keeps you up-to-date with Nation's Building News Online, a comprehensive weekly news summary of the housing industry, and a free subscription to BUILDER Magazine\*. Plus, members have access to a variety of [publications](#) on specific industry segments such as sales and marketing, remodeling, commercial building and more.

McGraw-Hill Construction provides NAHB Members complimentary access to the [Sweets Residential Marketplace](#), your online resource for residential product information, industry news, links and tools like Request for Quotes (RFQ) and Request for Proposal (RFP) to enable you to work more efficiently and effectively.

\*Builder and architect members will receive BUILDER magazine automatically. Associate members must contact Hanley-Wood directly at 888-269-8410 to subscribe at a specially-reduced subscription rate of \$10.

### 9. **Professional Recognition**

Enhance your professional credibility and visibility by belonging to one of the nation's most highly respected and widely known trade associations. Not sure how to do that? Get involved. Join a committee. [Join a Council](#). Attend your membership meetings. Become a Spike. Teach a class. Work on a community service project. Become a Congressional Contact. Do just one of these and you will see, professional recognition comes easy when you get involved!

### 10. **Member Discounts**

Reduce your day-to-day business costs with these member-only discounts. NAHB's purchasing power means big savings! Your membership entitles you to discounts on car rentals, office products, PCs, payroll services, overnight delivery, and more. Participating, nationally known companies include Dell Computers, Pitney Bowes, Williams Scotsman, and Hertz, to name a few.

Join over 220,000 industry professionals who are dedicated to the housing industry. Whether you're a multifamily or custom builder, a remodeler or a supplier, NAHB membership provides the tools you need to succeed!



**BUILDER MEMBERSHIP APPLICATION**

PLEASE PRINT OR TYPE ALL ANSWERS. ALL QUESTIONS MUST BE ANSWERED

1. APPLICANT'S NAME \_\_\_\_\_ TITLE \_\_\_\_\_

2. PRINCIPAL COMPANY \_\_\_\_\_

PHONE (\_\_\_\_\_) \_\_\_\_\_ FAX (\_\_\_\_\_) \_\_\_\_\_

a) Number of Employees \_\_\_\_ b) Name of Chief Executive Officer (if different than #1) \_\_\_\_\_

c) If Corporation, Name and Address of Registered Agent \_\_\_\_\_

3. ADDRESS: (Please check address to which Association mailings should be sent)

Business: \_\_\_\_\_ Zip \_\_\_\_\_

Residence: \_\_\_\_\_ Zip \_\_\_\_\_

E-mail Address: \_\_\_\_\_ Web Site Address: \_\_\_\_\_

4. STATE OF NEW JERSEY REGISTRATION NUMBER \_\_\_\_\_

5. Years Applicant has constructed \_\_\_\_\_

6. Are you currently a member of a builders association? YES  NO

IF YES, where? \_\_\_\_\_

7. Has applicant or any principal of the applicant company been expelled or refused membership in:

a) A builders association? YES  NO  If YES, where? \_\_\_\_\_ when? \_\_\_\_\_

b) A warranty program? YES  NO  If YES, where? \_\_\_\_\_ when? \_\_\_\_\_

8. **BANKING REFERENCES:** (Commercial Bank and Savings Institution - used for checking account and construction financing purposes)

NAME ADDRESS PHONE

a. \_\_\_\_\_ ( ) \_\_\_\_\_

b. \_\_\_\_\_ ( ) \_\_\_\_\_

9. **SUPPLIER/SUBCONTRACTOR REFERENCES:** (One MAJOR supplier and subcontractor. Must include lumber company)

NAME ADDRESS PHONE

a. \_\_\_\_\_ ( ) \_\_\_\_\_

b. \_\_\_\_\_ ( ) \_\_\_\_\_

10. **CUSTOMER REFERENCES:** (Two customers you have sold homes to/did major renovation - rehab-alteration work for/leased commercial - industrial buildings)

NAME ADDRESS PHONE

a. \_\_\_\_\_ ( ) \_\_\_\_\_

b. \_\_\_\_\_ ( ) \_\_\_\_\_

11. **BUILDING EXPERIENCE:** (Type, No. of Units, Municipality, Date) (Single, Multi, Office)

NAME ADDRESS PHONE

a. \_\_\_\_\_ ( ) \_\_\_\_\_

b. \_\_\_\_\_ ( ) \_\_\_\_\_

12. Has Applicant or Principal filed for bankruptcy or had any foreclosures in the past five years? YES  NO

13. Name and Address of Principals owning 10% or more of Principal company:

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

14. Does Applicant or Principal have controlling interest in other building companies? YES  NO

If YES, state company names:

\_\_\_\_\_

Membership in the BLSJ is open to all persons, regardless of race, color, religion, sex, national origin, handicap or family status.

**CODE OF ETHICS AND MEMBERSHIP STANDARDS**

There are circumstances in which the interests of a member may differ from the interests of BLSJ, creating a direct or indirect conflict of interest. In such circumstances, the member shall recuse itself from all discussions concerning the particular topic and shall not use or employ any information gained through BLSJ membership in a manner adverse to the interests of BLSJ or the building industry. This conflict of interest standard shall apply to the member of record, the member's company, and all employees thereof.

I agree, on behalf of my company, and on behalf of all my employees that we will abide by the BLSJ conflicts of interest standard contained in the Code of Ethics and Membership Standards.

Membership in the BLSJ is open to all persons, regardless of race, color, religion, sex, national origin, handicap or family status.

**BUILDER WARRANTY REQUIREMENT**

In order to be certified as a builder member of the New Jersey Builders Association (NJBA), an eligible builder applicant must register and maintain said registration with the State of New Jersey in accordance with the "New Home Warranty and Builders Registration Act" P.L 1977, c.467.

**APPLICANT'S AGREEMENT**

I am entrusted with the conduct of the management of the business of the entity shown on the reverse side of this application and I hereby apply for Builder Membership in the Association, enclosing the appropriate amount, which is to be returned to me in the event of my non-election to membership.

In the event of my election, I agree to abide by the Constitution, By-Laws, Rules and Regulations and the Code of Ethics of the National Association of Home Builders, the New Jersey Builders Association and their local affiliates. I agree, on my behalf, on behalf of my company, and on behalf of all my employees that we will abide by the BLSJ conflicts of interest standard contained in the Code of Ethics and Membership Standards. I irrevocably waive all claims against the Association or any of its officers, directors, members or employees for any act in connection with the business of the Association, and particularly as to any act in my election or my failure to be elected to membership or my suspension or expulsion as an applicant or as a member. Upon the expiration of my membership for any cause, I will discontinue the use of certificates, signs, seals or any other indications of membership in the local and state associations as well as the National Association of Home Builders.

The statements made in said application are true to the best of my knowledge and belief, and the Application is made by me for the purpose of inducing the New Jersey Builders Association to certify me in accordance with its rules and regulations.

Applicant's Signature: \_\_\_\_\_ Date: \_\_\_\_\_

Sponsored By: \_\_\_\_\_ Local Association: \_\_\_\_\_

Your check for membership dues must accompany your application or you may choose to charge your membership dues.

\_\_\_ AMX \_\_\_ M/C \_\_\_ VISA / Exp. Date: \_\_\_\_\_ Acct. Number: \_\_\_\_\_

Name on Card: \_\_\_\_\_ Signature: \_\_\_\_\_

\_\_\_\_\_

**LOCAL ASSOCIATION USE ONLY**

The foregoing application is found to be in order and, therefore, is recommended for approval.

Name of Local Association \_\_\_\_\_

Executive Officer \_\_\_\_\_ Date \_\_\_\_\_

# BUILDER MEMBER DUES

## BASIC DUES: \$445.00 PER YEAR

Your Builders League membership includes membership in the New Jersey Builders Association (NJBA) and the National Association of Home Builders (NAHB).

## UNIT DUES PROGRAM:

### **1. RESIDENTIAL BUILDERS**

- A. Houses: A unit assessment of .00105 percent of the sales price (paid when settlement is made).
- B. Apartments: \$25.00 per apartment (paid when C.O. is issued).
- C. Condominium and Co-op Conversion: \$40.00 per unit (paid when C.O. is issued).
- D. Lot Sales: The sale of improved and unimproved lots is assessed at \$100 per lot.

\*MAXIMUM ASSESSMENT: The BLSJ maximum assessment for any one of the above categories, or a combination there of, is \$15,000. Part of your unit dues (\$45 out of every \$105) goes to the New Jersey Builders Association which has a maximum cap of \$30,000. Mt. Laurel low and moderate income unites are excluded from the unit assessment.

### **2. COMMERCIAL/OFFICE/INDUSTRIAL BUILDERS - 5 cents (five cents) per sq. ft.**

Assessment payable when C.O. is required (Due only the first time the building is leased or sold). The BLSJ maximum assessment for Commercial/Industrial and/or Commercial Office is \$5,000.00.

Assessments apply to those units built in Atlantic, Burlington, Camden, Cape May, Cumberland, Gloucester and Salem Counties.