

## DEVELOPER MEMBER BENEFITS



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### Special points of interest:

- We support your efforts to:
- Get more customers
- Control or reduce costs creating more profitability for your business
- Gain a competitive advantage over competitors
- 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.



## Developer Membership Application

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

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

2. FIRM'S NAME \_\_\_\_\_

BUSINESS PHONE( ) \_\_\_\_\_ FAX # ( ) \_\_\_\_\_

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

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

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

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

4. LIST OTHER FIRM NAMES YOU HAVE USED DURING THE LAST TWO YEARS:

a. \_\_\_\_\_ b. \_\_\_\_\_

5. Have you ever applied or been a member of a builders association? YES  NO

If YES, where? \_\_\_\_\_

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

If YES, where? \_\_\_\_\_

6. TYPE OF BUSINESS: \_\_\_\_\_

7. HOW LONG HAVE YOU BEEN IN BUSINESS: \_\_\_\_\_ NO. OF EMPLOYEES \_\_\_\_\_

8. LIST TWO (2) BUILDER REFERENCES

NAME	ADDRESS	PHONE
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a. \_\_\_\_\_

b. \_\_\_\_\_

### APPLICANT'S AGREEMENT

I am entrusted with the conduct of the management of the business of the entity shown above and I hereby apply for Associate 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 may 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.

## 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.

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

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

### **Your dues check must accompany this application**

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 \_\_\_\_\_

NJBA ASSOCIATE TYPE OF BUSINESS CODE(S) \_\_\_\_\_

### **MEMBERSHIP CLASSIFICATION AND DUES STRUCTURE**

Your Builders League Membership also entitles you to membership in the New Jersey Builders Association and the National Association of Home Builders.

Developer Membership Dues

\$625.00 per year

Unit Dues - Lot Sales:

The sale of lots is assessed at \$100.00 per lot

#### **UNIT DUES PROGRAM:**

**WHY?** The Builders League began the unit dues program in 1948. The assessment of each lot sold was determined as the most fair way for builders and developers to fund the association.

**WHAT IS THE MONEY USED FOR?** These dues are used to fund the Builders League and the New Jersey Builders Association's Legal Action, Legislative, Environmental and Land Use Programs. They pay for attorneys, consultants and lobbyists who take action for the members.

**HOW MUCH WILL I PAY?** The BLSJ maximum assessment for the sale of lots is \$15,000 annually.

**WHAT ELSE?** Assessments start from the date of membership approval. Assessments apply to those lots sold in Atlantic, Burlington, Camden, Cape May, Cumberland, Gloucester and Salem Counties.

#### **ADDITIONAL REPRESENTATIVES**

Any member wishing to have more than one representative on the association's mailing list may do so at the rate of \$35.00 per person, per year regardless of classification.

BUILDERS LEAGUE OF SOUTH JERSEY

The Association That Fights For You and Your Business