

Money Back Guarantee

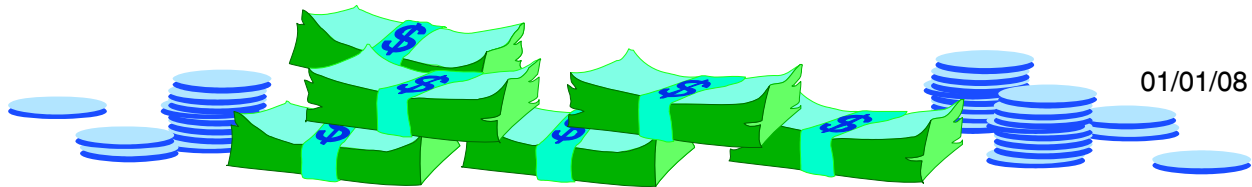
Membership satisfaction
your first year as a member
OR your money back!

To be eligible you must:

1. Attend at least three General Membership Meetings.
(holiday party and summer picnic do not apply).
2. Join and be active on at least one committee.

Eligibility ends after the first year of membership.

Money back applies only to the amount retained by CMBA, excluding the dues to NAHB and BAM.



FREE ADVERTISING

CMBA MEMBERSHIP PAYS

Each of these local media outlets gives members' free advertising. Total value = triple the cost of dues. Must **use within the first 3 months** of membership.

NEWSPAPER:

St. Cloud Times

- Free client need analysis
- Flight Plan (multiple ads in one week)

For more details call 320.259.3638

RADIO:

Leighton Broadcasting

- Client marketing study
- 21 free ads on Lite99; KCLD or KNSI AM

For more details call 320.203.4833

TownSquare Media of St. Cloud

- Your choice of 36, 20 or 18 free ad packages
- Free marketing strategy, client needs analysis
- Take advantage of our "Matching ad offer" within 90 Days of joining CMBA.

For more details call the Director of Sales 320.251.4422

WORKING FOR YOU

Fighting to protect your business at all levels of government.
420 members representing 24,000 employees –
CMBA - over 40 years serving Central MN

ISSUES THAT AFFECT BUILDERS ALSO AFFECT ALL SUBS AND SUPPLIERS...FROM MASONRY TO BANKING.

Without the cooperative effort of CMBA, builders would have to...

- ◆ Warranty homes FOREVER instead of 10 years.
- ◆ Pay **\$1700 more** for every home built due to proposed storm water runoff legislation at the national level.
- ◆ Pay even HIGHER FEES at all levels; city, county and state
- ◆ Provide health care coverage if you have 5 or more employees (successfully changed from 5 to 50)
- ◆ By ordinance, be mandated to build a storm shelter in all homes without a basement.

We are watching...

- Preserving the Mortgage Interest Deduction
- MANDATORY Fire Sprinklers in all new single family residential homes

We recently...

- ◆ Provided a Building Performance Standards document for members only (all contracts since 2011 require building performance standards.)
- ◆ Worked with area cities to issue building permits in a timely manner.
- ◆ Trained builders to become EPA lead certified.
- ◆ Offered free continuing education for builders
- ◆ Offered free legal advice at lunch and learn seminars

ASSOCIATE BENEFITS



The National Association of Home Builders (NAHB) was founded in 1942 with 700 members. Today, it has more than 140,000 members and more than 800 state and local associations.

NAHB is a federation headquartered at the National Housing Center in Washington, D.C. NAHB members join the association at the local level and pay their dues to the local. Local associations are affiliated with the state and national associations. NAHB is represented in all 50 states and Canada.

NAHB is governed by more than 2,000 members of the board of directors, comprised of elected representatives from local and state associations. The board meets three times a year, in winter (typically in conjunction with the International Builders' Show), spring and fall to vote on the policies and procedures of the association. At the winter meeting, the board elects the national senior officers.

Being an Associate makes good sense:

- **Networking opportunities on local, state, and national levels** -- Solidify your business reputation within the Association and community.
- NAHB offers many different **sponsorship and advertising opportunities** -- targeted audiences
- **10% discount from BuilderBooks.com** -- keeps you one step ahead of your competition.
- **Keep your competitive edge** -- books, educational materials, exhibitions, conferences, seminars, and workshops.
- Allows you to **keep up to date on the latest industry developments** -- news reports, economic and forecasting information.
- Access to **valuable legal advice**, experts on industry subjects
- **NAHB Member Advantage discounts** nahb.org/MA

BUILDER BENEFITS

Link to NAHB.org search **benefits and services**

NAHB consistently delivers real value for its members. At any given time, NAHB is working on more than 100 complex issues –and doing its utmost to save members money –in areas including the tax code, federal housing programs, environmental laws, building codes, OSHA, building materials, qualified residential mortgages, residential appraisals and many others. Such issues can severely impact our industry; a single win can save builders thousands of dollars on every home they build. Likewise, a single loss can cost builders thousands of dollars on every home they build. It pays to be a Builder Member:

Legislative Activities

Education and Training

Builder and Remodeler

- CAPS – Certified Aging-in-Place Specialist
- CGA – Certified Graduate Associate
- CGB – Certified Graduate Builder
- CGP – Certified Green Professional™
- CGR - Certified Graduate Remodeler
- GMB – Graduate Master Builder
- GMR – Graduate Master Remodeler
- MASTER CGP - Master Certified Green Professional

Business, Construction, and Legal Assistance

Industry Information

Buying Power **National Purchasing Partners**

Contact information:

Phone: 800.810.3909 | Fax: 206.515.5445

customerservice@myNPP.com

myNPP.com/myNPP/

CMBA MEMBERSHIP BENEFITS AND SERVICES

For Members Only

One Membership for 3 Associations; membership with the Central Minnesota Builders Association (CMBA) also includes full membership with the National Association of Home Builders (NAHB) and Builders Association of Minnesota (BAM).

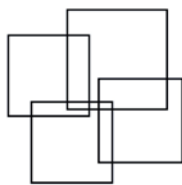
- ◆ **Builders' Contracts** - FREE sample contracts drafted by residential construction attorneys. Value over \$10,000.
- ◆ **Builders Licensing Education** - Builders/remodelers/roofers licensing continued education, over 14 hours free each year. Valuable classes, engaging instructors and free meal.
- ◆ **Affordable Insurance** - The Builders Group (TBG), the largest writer of construction related workers' compensation insurance in Minnesota. General Liability Insurance, members only through Corporate Four.
- ◆ **Legal Fund** – BAM has a legal fund to fight member's battles that affect the whole state.
- ◆ **Lobby Efforts** - Lobbyist working at the state, national and local levels. A unified voice for the industry is a strong voice.
- ◆ **Discounts** – 22% Verizon Wireless service, \$500 rebate on GM pickups, fuel and more with the National Purchasing Partners and NAHB/Member Advantage go to www.nahb.or/ma for a list of all National discounts, GM, UPS, Dell, FTD, car rentals, office supplies and more.
- ◆ **Product Rebates** – One CMBA builder members rebate was over \$4,000 in one year. Average builder rebate is \$900 per year.
- ◆ **Free Advertising** - Over \$1500 worth of free advertising from CMBA members (newspaper & radio.)
- ◆ **Code Guides** – Detailed code guides, written by experts.
- ◆ **HomeshowSM** - Exhibit to thousands of customers at the St. Cloud River's Edge Convention Center in March. Advertise in the HomeShowSM/Tour of HomesSM magazine.
- ◆ **Tour of HomesSM** - Builders showcase their homes at the largest open house event in Central Minnesota in March and September. Associates display their products in these new homes and are able to advertise in the Tour of Homes magazine and on the tour website CMBAtour.com
- ◆ **Remodelers Tour of HomesSM** - Builders showcase a remodel project at the Fall open house event in conjunction with the Tour of Homes in September. Associates display their products in these occupied homes and are able to advertise in the Tour of Homes magazine.
- ◆ **Daily Referrals** - Daily referrals via the phone and website.
- ◆ **Membership Meetings** - Network with members at these evening meetings on the second Wednesday of the month.
- ◆ **Sponsor of the Month** - Sponsor a membership meeting and display your product(s) during the membership meeting social hour, front cover recognition in the monthly CMBA magazine and an opportunity to address the members at the meeting.

~Over~

- ◆ **Remodelers Council** - This organization of remodelers and industry specialists are dedicated to promoting professionalism, excellence and public awareness. Bi-monthly meetings offer education and networking.
- ◆ **Commercial Builders Council** - Networking and education relevant to members' active in or diversifying into non-residential and/or light commercial construction meet bi-monthly.
- ◆ **Sponsorship Opportunities** - Promote your company by sponsoring a CMBA event or Council meeting.
- ◆ **The Skinny** - Receive the CMBA magazine *On The Level* announcing upcoming events, association activities, and articles pertinent to the building industry. Weekly updates from the Local, State and National Level. Great advertising rates.
- ◆ **Mailing Labels** - Receive mailing labels with all CMBA members' names and addresses for just \$100 electronic version \$250. The first set of labels is free to new members upon request.
- ◆ **Professional Logo** - Promote industry professionalism by using CMBA, BAM and NAHB logos in your ads.
- ◆ **Library** - Access to the CMBA library with building industry publications and videos. NAHB has the largest building related library in the world.
- ◆ **Special Events** - Participate in the Family Picnic, Golf Outing and Sporting Clay Shoot in the summer and the Holiday Christmas Party in December. Sponsorships available.
- ◆ **CMBA Committees** - Become involved and create business relationships.
- ◆ **CMBA Website** - Consumers looking for a contractor/supplier/subcontractor can find CMBA members on the website www.cmbaonline.org, member websites are linked at no charge; plus an event calendar with online payment.
- ◆ **CMBA Online** - Email updates of coming events, action alerts and opportunities.
- ◆ **Banner Advertising** - Banner ads on cmbaonline.org and CMBAtour.com websites.
- ◆ **Community Services** - CMBA is committed to serving its community.

Examples are:

Anna Marie's Alliance Pet Safe House
 Tools for Schools - High School Grants
 Contributions to Habitat for Humanity
 Donations to the MN food shelves
 Lake George revitalization
 Working with area parks departments
 Home Builders Care Program



CMBA
 CENTRAL MINNESOTA BUILDERS ASSOCIATION

Money Back Guarantee!

We guarantee membership satisfaction, your first year, or your money back.

Go to cmbaonline.org for details.

For more information click on Become a Member.

CMBA COMMITTEES

Opportunities for association involvement!

If you have any questions, www.cmbaonline.org or call Bonnie at (320) 251-4382.

TOOLS FOR SCHOOLS FUND – This committee promotes the building industry as a career opportunity and fundraises for the cause.

Chair: Jenifer Odette, Brandl Motors

GOLF OUTING – Provides an enjoyable golf outing for the CMBA members and their guests.

Chair: Jamie Kuklok, Corporate Connection, Inc.

GOVERNMENT AFFAIRS – Is charged with creating and maintaining a favorable building environment.

Chair: Will Huston, Westwood Professional Services, Inc.

HOMESHOW – The committee coordinates all aspects of the show that provides a vehicle for the members of the association to market their products and services to the public in a professional setting.

Event Chair: Tony Steinemann, ADS Designs

MEMBERSHIP – Recruits new members into the association. Develop and implement membership drives and work in conjunction with the Spike Club to attract and retain members.

Chair: Peggy Donabauer, Central Minnesota Credit Union

SPORTING CLAYS – Provides a fun networking event for members and guests. Event generates funding for Tools for Schools.

Chair: Alex Mastellar, Rinke Noonan

SPECIAL EVENTS/PROGRAM – Is charged with organizing the membership meetings and special events such as the picnic and holiday party, and making them entertaining to increase attendance. Coordinates speakers and sponsors for the monthly membership meetings and plans special events.

Chair: Alexa Sandbakken, Heartland Security Services, LLC

TOUR OF HOMES – Plans and promotes the Spring and Fall annual Tour of Homes. Provides a marketing vehicle for the builders to promote remodeling and new home sales and increasing their company's level of recognition.

Chair: David Werschay, Werschay Homes Inc.



Membership delivers value for your business and bottom line, and it's a 3-for-1 deal giving your company 3 times the benefits. Read on to hear about the awesomeness that is membership! Bamn.org/join

Top 10 Reasons To Be a Builders Association Member

Number 10. Legislative Wins

Every year the government tries to make changes to the way you do business. That's where we come in. BAM is at the State Capitol and has been for over 35 years. Together we are 1,800 member businesses - which means our voice at the Capitol is strong - and we've successfully fought countless harmful bills over the years.

Number 9. Code Wins

Every three to six years the government gives us a new building code. BAM fights for safe, durable, and affordable housing, and membership ensures a seat at the codes table. We're fighting for you.

Number 8. Legal Protection and Legal Wins

"You can't handle the truth!" (Actually we know you can.) Court decisions impact your business, and just one can radically change your insurance rates or flip the home warranty around. BAM has a legal fund to fight member battles that affect the whole state. Members make decisions about which cases to take on, and we have a darn good track record.

Number 7. Discounts

Cha ching! A cool part of BAM membership is the discounts on stuff you use! Members have access to discounts on fuel at Holiday and office supplies at Office Depot as well as a 22% discount on your Verizon plan. Last year a handful of members received \$35,000 in rebates from Holiday Station Stores alone! In addition to that, BAM's rebate program gives on average \$900 back per year, and we haven't even talked about the perks at your local and national associations! These awesome savings can more than pay for your annual membership. Sold!

Number 6. Quality, Affordable Insurance

Are you covered? The residential construction industry requires special insurance coverage. As a BAM member you have access to high quality, discounted coverage from The Builders Group.

Number 5. Contracts

Don't waste your hard earned money and your precious time creating your company contracts. BAM has it taken care of! We have six quality contract templates available for download for members-only. Drafted by attorneys that specialize in residential construction, and updated when the law changes, these contracts are available in word and pdf so you can download and edit the contracts right on your computer. These contracts are worth over \$10,000. That'll pay for your membership for years to come!

Number 4. Code Guides

When the government puts out a new code, we get the language but they don't tell you HOW to build to it. BAM does. For members only we put together detailed code guides - written by experts - so you know exactly how to build to the new code. This is one of our most popular resources, downloaded the most by members. Make sure you're a member - the new codes arrived in 2015 and the next ones are right around the corner!

Number 3. Win the Information Wars

In addition to discounts, having your back, fighting for you, and providing tools and resources you need to do your job well...BAM membership also means information! We make sure you're in the know! Giving you the deets on what's happening in the industry, at the Capitol, and right here at BAM. We're tweeting, blogging, posting on facebook, emailing, writing white papers, and more.

Number 2. Get In On It

Membership means:

Influence. Make decisions about real issues that affect your business including laws and codes that govern the industry. BAM has several working committees on which members make important decisions and we want YOU!

Leadership Training. Committees, the BAM Board, and the Executive Committee all provide leadership training. Making decisions for 2,000 member businesses takes leadership.

Political education. At the Capitol it's all about politics, and this is not a drill - it's the real deal. It's messy, it's awesome, and one of the coolest parts of being an American. "What can you do for your country?" (and industry)

Networking. Each year BAM holds events drawing statewide attendance giving you the chance to meet new people, learn new things, and grow your business.

And the NUMBER 1 REASON to join the Builders Association of Minnesota is UNITY

Membership means being the voice of the statewide industry at the State Capitol, the regulatory agencies, and in the courts. Band together with us to present a collective voice for a better industry, a better economy, and a better state.

Now... isn't it time you got your BAM membership? [Apply online](http://Bamn.org/join) or with the included application, and there you go!

We can't wait to meet you!

APPLICATION FOR MEMBERSHIP



The following information will appear in our directory and in all our records exactly as given. Please give phone number(s), contact person, and addresses as you wish them to be published. All items must be completed and dues submitted before application can be processed.

DATE: _____ STATE OR LOCAL LICENSE # _____

COMPANY NAME: _____

CONTACT PERSON: _____ TITLE: _____
(Person to be listed on roster & receive mailings)

BUSINESS ADDRESS: _____
(street) (city) (state) (ZIP)

MAILING ADDRESS: _____
(If different than above) (street) (city) (state) (ZIP)

PHONE: (____) _____ CELL: (____) _____ FAX (optional): (____) _____

E-MAIL ADDRESS: _____ WEBSITE: _____

HOME ADDRESS: _____
(street) (city) (state) (ZIP)

HOME PHONE: _____ SPOUSE'S NAME: _____

Name(s) of other owner(s) _____

Should other owner(s) also receive the CMBA magazine? _____

Number of employees: _____ Number of years firm has been in business: _____
(include owner)

Products/Services provided: _____

2019 CMBA DUES STRUCTURE

Builders

Gross sales under \$1 million	\$685
\$1 million to \$2.5 million	\$725
\$2.5 million to \$5 million	\$775
\$5 million or more	\$865

Associates

<small>(include owner)</small>	
1 to 10 employees	\$685
11 to 18 employees	\$725
19 to 25 employees	\$775
26 or more employees	\$865

Dues Remitted: \$ _____

To pay by credit card see reverse side.

MEMBERSHIP CLASSIFICATION

BUILDER - Type of Business (A-K) _____

Select up to 3 in order of importance.

Builder Codes

- A Single Family Builder - Speculative
- B1 Single Family - General
- B2 Single Family Builder - Custom
- C Multifamily Builder - Condo/Coop
- D Multifamily Builder/Owner - Rental Units
- E Multifamily Contractor - General
- F Remodeler - Residential
- G Remodeler - Commercial
- H Commercial Builder - Own Account
- I Commercial General Contracting
- J Land Developer
- K Home & Building Manufacturer

Annual Dollar Volume of all Construction/Development

- (1) Under \$1 million
- (2) \$1 million to \$5 million
- (3) \$5 million to \$10 million
- (4) Over \$10 million

Annual Number of Residential Dwelling Units

- (1) 0 units
- (2) 1 to 10 units
- (3) 11 to 25 units
- (4) 26 to 100 units
- (5) 101 to 500 units
- (6) Over 500 units

ASSOCIATE - Type of Business (L-Z) _____

Select up to 3 in order of importance.

Subcontractors and Specialty Trade Contractors

- L Accounting
- M1 Architecture
- M2 Engineering
- M3 Planner or Designer
- N Legal Services
- O Computer Products/Services
- P1 Commercial Banking/Thrift Inst.
- P2 Mortgage Banking
- Q Insurance or Title Company
- R Marketing, Advertising or Public Relations
- S Building Material Manufacturing
- T Property Management
- U Real Estate
- Y Utilities
- Z Other (specify) _____
- W1 Carpentry Work
- W2 Electrical Work
- W3 Masonry, Stone, Tile
- W4 Landscaping
- W5 Plumbing, Heating, A/C
- W6 Roofing, Siding, Sheet Metal
- W7 Painting & Paper Hang.
- W8 Floor Laying, etc.
- W9 Concrete Work
- WA Excavation Work
- WC Land Surveyor
- WD Security Systems
- WZ Other (specify) _____

Retail Dealers/Distributors

- V1 Appliances
- V2 Building Materials/Lumber
- V3 Floor Coverings
- V4 Paint/Wall Coverings
- V5 Other (specify) _____

Wholesale Dealers/Distrib.

- X1 Appliances
- X2 Building Mat./Lumber
- X3 Floor Coverings
- X4 Paint/Wall Coverings
- X5 Other (specify) _____

(OVER)

Return this application with dues payment to CMBA:

1124 West St. Germain Street, St. Cloud, MN 56301
 Telephone: 320-251-4382 • fax: 320-251-3754 • www.cmbaonline.org • info@cmbaonline.org

Are there any unsatisfied judgments against you and/or your firm? Yes _____ No _____

If company has used another name(s) in the past five years, list name(s): _____

REFERENCES: (Please provide three, email preferred or phone to contact information)

Trade: 1) _____ Email/Phone _____

2) _____ Email/Phone _____

3) _____ Email/Phone _____

Name of CMBA member who encouraged you to join this association. (List of members at cmbaonline.org): _____

_____ This person, company will receive the Spike Credit.

I understand that by providing my fax number(s) on the membership application and signing this form, on behalf of my company/organization, I consent to receive faxes sent by or on behalf of the National Association of Home Builders and the affiliated Builders Association of Minnesota and Central Minnesota Builders Association of which I am also a member. I further represent that I am authorized to give this consent on behalf of my company/organization. I agree to abide by the constitution and by-laws of the Central Minnesota Builders Association to which my membership application is being directed, of the National Association of Home Builders and of the Builders Association of Minnesota, with which it is affiliated. I also agree to adhere to the Code of Professional Conduct set forth by the Association and I authorize the release of information from the references provided:

Signature

Title

Date

I agree to receive the annual ballot of CMBA Board of Directors election via email ___yes ___no I wish to receive via US postal service.

Associate Applicants: Membership criteria states that members must have a primary interest in the building industry. State how your company serves the building industry: _____

To pay by credit card: Visa | MC | Discover | AmEx

Name on card (please print): _____

Expiration Date: ____/____/____ Card Number: _____

Security Code: _____ Card Invoice Address: _____

Email address for receipt: _____

Membership Application

Having formed a favorable impression of the Central Minnesota Builders Association (CMBA), and recognized the need for an organization of this kind, I hereby present my company as a candidate for membership. If accepted, I will observe all by-laws governing the Association and agree to the CMBA Code of Professional Conduct. Each applicant, upon acceptance as a CMBA member also attains membership in the National Association of Home Builders (NAHB) and the Builders Association of Minnesota (BAM).

Dues

Your dues payment includes your one hundred ninety eight dollar (\$198) membership fee to NAHB, Washington, D.C., and entitles you to the substantial benefits which NAHB provides, including its monthly *Builder* publication which is free to builders and architects and at a reduced rate of \$10 to associates. Your dues also include your one hundred ninety-five dollar (\$195) membership fee to BAM, St. Paul, MN.

NOTE: Contributions to the Central Minnesota Builders Association are not tax deductible as charitable contributions for income tax purposes.

In compliance with the Omnibus Budget Reconciliation Act of 1993, \$84.45 (\$39.60 of NAHB and \$44.85 of BAM) of your 2019 dues are not deductible as an ordinary and necessary business expense.

Membership Privileges

I understand that only members in good standing are allowed the privilege to display the CMBA membership certificate and the CMBA logo. Suspension or termination of membership as a result of failure to maintain the requirements and standards of membership, falsifying information on application, loss of license status, or non-payment of dues may result in a termination of membership benefits.

CODE OF PROFESSIONAL CONDUCT

Each member shall use best efforts in the conduct of its business activities to:

Conduct business affairs with professionalism and skill to provide the best housing value possible through the use of quality materials, construction practices backed by integrity and service, to provide housing of high standards of safety, sanitation and livability.

Comply with all other applicable laws governing licensing, warranty, and building codes.

Conduct all transactions, agreements and dealings with customers, employees, subcontractors, suppliers and regulatory officials free from fraud or deception and comply with requirements of the Minnesota Unfair Trade Practices Act.

Abide by the bylaws, rules and procedures of the Association.

Membership in the Association should not be used by members to avoid problems in their business. Therefore to protect the reputation of the Association, members shall not use membership on a committee or board to advance personal position or attempt to influence action of others.

Maintain insurance as may be required by law, including but not limited to general liability and workers compensation insurance, at a level that is adequate and customary for the business in which the member is engaged.

Enforcement of this provision is initiated by the filing of a written complaint with the Association's Ethics Committee (or other named committee or third-party dispute resolution firm that may be contacted by the Association) concerning a dispute involving the member's business or an alleged violation of the Code.

This Code applies to all corporations, partnerships and other business entities in which the member or a principle of the member has a majority interest.