

Membership Cup Award - 2024 Application
1201 15th Street NW
Washington, DC 20005
1-800-368-5242

ID: MA19969

To be considered, Applications must be submitted online.
This document is for reference only.

Membership Cup Award

Contact Information

<i>First Name:</i>	Jeff
<i>Last Name:</i>	Losey
<i>Title:</i>	Executive Officer
<i>Company/Organization:</i>	Home Builders Association of Tri-Cities
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<i>City:</i>	Kennewick
<i>State:</i>	WA
<i>Country:</i>	US
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Home Builders Association (HBA) Details

<i>Association Name:</i>	Home Builders Association of Tri-Cities
<i>Association Number:</i>	4911
<i>Website:</i>	www.hbatc.com

Membership Plan

Briefly describe how your HBA developed this membership plan. Detail who was included in the development of the plan and explain how the plan is connected to other HBA goals. (Scoring: Up to 10 points):

The Executive Officer and Director of Member Services have proposed transforming the Membership Committee into a Member Appreciation Committee. This initiative aims to continue attracting new members while also giving priority to retaining our existing members.

What are the goals of the plan? Were the goals met? Please explain. If the goals were not met, please explain the efforts put forth to meet them. (Scoring: If goals met, up to 10 points. If goals not met, effort is evaluated up to 10 points.):

Our goal is to maintain engagement and involvement of our current members in our events, while also highlighting the advantages of their membership. The Director of Member Services issues personalized invitations to new members, motivating them to participate in events and programs that would be advantageous for them.

Explain how the membership plan is integrated into other association activities. (Scoring: Up to 10 points):

Our membership plan is integrated into our association's activities by encouraging active member engagement in networking events, general membership meetings, and the Home & Garden Show.

Explain how the plan encourages the involvement from all members (builders and associates; new and veteran members, etc). (Scoring: Up to 10 points):

We provide incentives to our members. We motivate them to recruit year-round by awarding our top recruiter with \$500 and bragging rights for the following year. Our recruiter of the month is acknowledged on our reader board is seen by thousands of cars each day and is in our monthly newsletter. The last recruiter is put on the roof and anyone who joins without a referral goes to that recruiter. For example, we had 8 new members join our association who were not referred by anyone to join so that member who recruited last earned the 8 spike credits that month.

Describe how the plan incorporates both short-term and multi-year membership development initiatives. (Scoring: Up to 5 points):

Our in-house touch program is designed to involve new members on a short-term basis throughout the year. For our multi-year strategy, we aim to reinforce the advantages of membership to our existing members, whether it be through regular membership meetings or by including a reminder note with their membership renewal invoice.

Explain how the plan is balanced in its approach to both recruitment and retention initiatives. (Scoring: If yes, effort is evaluated up to 15 points. If no, circumstances

evaluated up to 15 points.):

The membership appreciation committee is focused on retention while not giving up on recruiting new members.

Explain how the plan includes and promotes the core benefits of the HBA and of the state and national membership (the 3-in-1 membership). (Scoring: Up to 5 points):

Our semiannual Member Highlight event offers an extensive summary of the benefits available to members at local, state, and national tiers.

Describe why this plan and its implementation is worthy of winning the NAHB Cup Award for Outstanding Membership Achievement. (Scoring: Up to 10 points):

I believe we deserve this award due to our Director of Member Services' method of onboarding new members, which involves taking the time to understand why they joined and which benefits will be most advantageous to them, recognizing that not all benefits are suitable for everyone. Additionally, our high retention rate plays a significant role in attracting new members.

Supporting Documents Uploads (PDF or MS-Word Format)

Upload a written membership plan:

MembershipPlan.pdf

Supporting Document #1:

Membershipdocs1.pdf

Supporting Document #2:

Membershipdocs2.pdf



Home Builders Association of Tri-Cities Membership Plan

Membership Goals:

- Increase membership to 600 members
- Retention rate of 90%
- New member engagement
 - In-house touch program



Your local association HBATC is the key to your community. Locals throughout the state offer members unparalleled networking and advertising opportunities including: Do Business With A Member programs; referral services; membership mailing labels; lowcost advertising in local association publications; product expos; trade shows; and home show events.

Most locals are also active in philanthropic and community-based events which demonstrate a commitment to building not just houses, but homes and communities.

HBATC.com



Your state association BIAW works vigorously on behalf of members and is a resource on regulatory, legislative, legal, codes and other issues; distributes statewide housing data; offers member-only education courses; and provides many other membership benefits that help our members enhance and improve their businesses.

In addition, each month members receive a complimentary issue of BIAW's award-winning publication, Building Insight, to keep you abreast of everything BIAW is doing on your behalf.

BIAW.com



Your national association NAHB provides members with access to the latest building products and services; over 200 expert advice large supply of industry-related books and catalogs; member-only discounted education seminars, conferences, services and products; in-depth housing data; and objective economic analysis.

In addition, members receive a complimentary monthly subscription to Builder Magazine and have access to online publications and reports for the home building industry.

NAHB.com

NEW MEMBER CHECKLIST Anniversary Month – _____

New member application received

Touch #1

- a. Acknowledgment Letter
- b. 3 in one benefit list
- c. Check L&I
- d. Check DOR
- e. Process app in MC

1. Board of Directors Approval

1st Tuesday of the month

2. New Member Packet

Touch #2

After Board meeting (if any) or 1st week

- a. Welcome Letter
- b. Use of HBATC Facility
- b. Coupon sheet
- c. Schedule of events
- d. Advertising opportunities
- e. Member discount flyer

3. Membership Plaque – Deliver or Mail

Touch #3 4th week

- a. Make membership cards once WMS has been updated
*card has their COID#, PIN#, Exp. date
- b. Plaque/sticker
- c. Letter

4. Touch #4 2 months

- a. ROI Brochure
- b. Health Insurance

5. Benefit Packet

Touch #5 3 months

- a. Benefit Letter
- b. HBATC flyers
- b. Builder Rebate (Builders/Remodelers ONLY)
- c. BIAW flyers
- e. NAHB Brochures

6. Educational Opportunities

Touch #7 4 months

- a. Letter
- b. List of classes

7. Invoice Letter

Touch #8 25th 10th month

**2 weeks before event

Invite - New Member Orientation

**2 weeks before event

Invite - General Membership Luncheon



Welcome to the HBA of Tri-Cities!

We welcome our new members to sample the many opportunities of membership. These coupons are non transferable and cannot be redeemed for cash. Offers must be redeemed during your first year of membership.

Pre-registration for all HBA meetings and activities is required.
Please contact Heather at (509) 735-2745 or heather@hbatc.com for more information.

Free General Membership Meeting

This coupon entitles the bearer to free admission to an HBA General Membership Meeting.

Free General Membership Meeting

This coupon entitles the bearer to free admission to an HBA General Membership Meeting.

Free 1/8 Page Business Card Ad in HBA BluePrint E-Newsletter

Submit your business card to the HBA office. Run date is subject to space availability.

Free 150 Word Business Profile in HBA BluePrint E-Newsletter

Send profile of your business and your logo to sarah@hbatc.com. Run date is subject to space availability.

Free Membership Mailing List in Digital Format

Please contact Heather at heather@hbatc.com or (509) 735-2745 to request list.

Additional \$50 discount for 1 Booth Space at Home & Garden OR Fall Home Show

This discount is in addition to the current \$100 per booth member discount for either show.

3-IN-1 MEMBERSHIP

Joining the HBA is so much more than aligning yourself with a group of local, like-minded building industry professionals. It automatically connects you with the Building Industry of Washington (BIAW), the National Association of Home Builders (NAHB), their networks of members, and even more member benefits.

ABOUT US

The Home Builders Association of Tri-Cities exists so that members of the residential construction industry and related businesses can conduct their businesses efficiently and ethically to provide our community with reliable and affordable homes.

To work towards achieving this mission, the HBA staff monitors government affairs concerning land use, the environment, affordable housing and building codes and promoting balance policies that accommodate responsible free-market demand and consumer choice.

Supporting economic development and a market-driven approach to housing are two ways in which the HBA works to promote a strong economy and protect housing affordability.

ADVOCACY

Everyone needs someone to be on their side. Your membership provides teams watching your company's back at the local, state and national level when it comes to political action that affects the building industry.

Locally, the HBA monitors rules and regulations set forth by our local jurisdiction, opposing those that don't align with the goals of safe and affordable housing. The Association also vets local political candidates and endorses those with pro-building platforms.

In Olympia and Washington D. C., BIAW and NAHB have lobbyists working year-round monitoring and researching proposed bills, supporting the good and fighting the bad.

HEALTH INSURANCE

The BIAW health insurance program offers HBATC members an affordable health insurance option. As one of the largest multi-employer health care purchasing alliances in the Northwest, members are able to choose competitive health insurance options that fit their company's individual needs. Purchasing power, excellent benefits, and rate stability are the cornerstones of the program.

ROI

Safety has its rewards. Want to be rewarded for safety in your workplace? Join the crowd—by joining the state's largest, longest-operating Retro (Retrospective Rating) safety incentive program: ROI. It's the Retro program that rewards businesses like yours with a partial refund on your L&I insurance premium for good safety performance. With an average savings of 37%, the ROI program has returned nearly \$3 million in refunds to our participating Tri-Cities and Walla Walla members in 2024.

PRODUCT & SERVICE DISCOUNTS

Members receive a \$100 per booth discount at Regional Home & Garden Show.

BIAW & NAHB discounted programs include:

HBA National Purchasing Program

BDX Home Listing Program

BIAW Builder Rebate Program

NAHB Member Advantage Program

EDUCATION

Your membership gives you access to award-winning education programs from HBA, BIAW and NAHB. Receive 4 free CPR classes per year plus discounted member pricing on most classes offered. Popular classes include:

Certified Lead Renovator

CESCL

Construction Contracts/Lien Law

Take your education virtual with hundreds of live and recorded webinars and courses from NAHB. Get instruction from national experts to take your business to the next level.

NETWORKING

The HBA offers a variety of networking opportunities throughout the year. Attend quarterly Membership Meetings, How 'Bout Appetizers nights and various other Member Appreciation events to meet and share with other HBA pros.

Participate in the annual Don Pratt Memorial Golf Tournament to support the next generation of building industry professionals while networking on the greens. Or attend the Parade of Homes™ Appreciation Night Dinner and Awards ceremony – the HBA's biggest member event of the year!

EXCLUSIVE MEMBER DISCOUNTS



Three memberships...so many ways to save!



HBATC members receive discounted Tri-Cities Americans tickets. Visit tinyurl.com/hbahockey to reserve your tickets.



Free new home listings on the HBA website for member. Go to thebdx.com/free to sign up.



Visit mynpp.com to register for the savings from the companies listed below

- 1-800flowers.com
- ADP
- Airgas
- American Express
- Batteries + Bulbs
- Cheryl's Cookies
- Cintas
- Elavon
- Harry & David
- HP
- IMPAC
- MCAG
- Microsoft
- myAutoLoan
- Office Depot
- Omaha Steaks
- OptConnect
- PetFirst
- Pitney Bowes
- PODS
- Sherwin-Williams
- Simply Chocolate
- Staples
- Tech21
- TIREBUYER
- Tri-Dim Filter Corp
- TrueCar
- UniFirst
- USPAY
- VensureHR
- Verizon
- Verizon 5G Business Internet
- Verizon Connect
- WorldPay
- YRC Freight

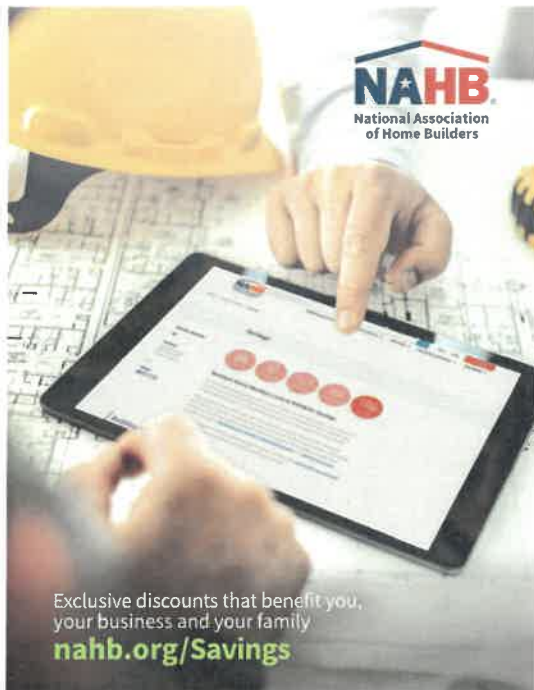


Receive a rebate for purchasing from specific manufacturers.
To sign up visit biawrebates.com.

NAHB Member Advantage

National Association of Home Builders

Visit nahb.org/saving to register for the savings from the companies listed below



NAHB Member
SAVINGS
Put your membership to work.

GENERAL MOTORS FLEET



DELL Technologies

AVIS

Budget

LOWE'S

Heartland

Office DEPOT

HotelPlanner

houzz PRO

RingCentral



- 2-10 Home Buyers Warranty
- American Express
- Avis
- Budget
- ConstructionJobs.com
- Dell Technologies
- General Motors
- Heartland

- HotelPlanner
- Houzz PRO
- Lowe's
- Member Deals
- NAHB Builder Books
- NAHB Contracts
- NAHB Housing Economics

- NAHB Online Education
- Nissan
- Office Depot
- RingCentral
- Sam's Club
- TSYS
- UPS
- YRC



Many local members offer discount rates to other members. Remember to ask when purchasing from an HBA member. Doing business with and offering discounts to other HBA members keeps our Association strong and vibrant!



HBA TOP TEN REASONS TO RENEW

1. Protection of your business interests at the State House, and in the cities, counties, and communities where you do business.
2. Exclusive advertising opportunities that help you reach your target market.
3. Only members are allowed to participate in the Parade of Homes™, the HBA's best attended event of the year.
4. Affordable education and professional development opportunities to help you better serve your customers, your business, and yourself.
5. As a member you have networking and business connections you won't find anywhere else.
6. The professional distinction of membership enhances your credibility and marketability.
7. Inclusion in the annual Homeowners Resource Guide delivered straight to local *Tri-City Herald* subscribers and 24/7 potential customer accessibility at HBATC.com.
8. Fabulous member-only discounts from popular retailers like GM, Verizon and UPS.
9. Affordable health insurance for you and your employees.
10. Return on your L&I premiums through our ROI program.

LET THE HBA HELP FRAME YOUR SUCCESSFUL BUSINESS.



BluePrint



Volume 31 • Issue 12 • December 2023



The HBA is an official drop-off location for this year's Marine Corps Reserve's Toys for Tots! New unwrapped toys will be accepted now through December 20 at the HBA office on Clearwater Avenue. Help support the community where we all live, build, and play with your toy donation. Please contact the HBA office at 509.735.2745 with any questions.



Home & Garden Show Registration Now Open! February 16-18, 2024

The HBA is now welcoming exhibitors and sponsors for the 2024 Regional Home & Garden Show! The show will be held February 16-18, 2024, at the HAPO Center in Pasco. If you are interested in reserving a booth, download the show [Exhibitor Guide & Agreement](#). For a list of available sponsorship opportunities, [click here](#).



JANUARY GENERAL MEMBERSHIP MEETING

January 24, 2024

11:30am Networking

Noon Lunch & Program

Richland Courtyard

Join us for the first General Membership Meeting of the new year! Your 2024 Board will be installed at this meeting by 2024 BIAW President Jay Roberts, who will also give a BIAW update for 2024.

The cost is \$10 per person when reserved by January 19 and \$25 per person for RSVPs thereafter. No shows and late cancellations will be billed.

RSVP online [here](#), by calling 509.735.2745, or to sarah@hbatc.com.

INSIDE THIS ISSUE

2024 Development Map.....	2
BIAW & HBA Scholarships	3
CPR/First Aid Classes.....	4
HBA Referral Report	6
Top 5 Reasons to Attend IBS	7
New Members.....	8
Recruiter of the Month.....	8
Anniversaries	9
2023 Tax Information.....	9
2024 Dues Increase	9
Spike Club.....	10
Calendar.....	10

Advertise in the 2024 HBA Development Map



The HBA has again partnered with E&M Consulting to produce a map featuring new developments/subdivisions in the Greater Tri-Cities Area. The map will be printed in January 2024. It locates developments/subdivisions, gives detailed directions, lists contact names and numbers, and has amenity listings. Maps will be distributed at the Regional Home & Garden Show, Parade of Homes™, HBA functions, REALTOR® offices, model homes, banks, mortgage companies, advertisers' locations, and in relocation packets.

The 2024 map will be printed and distributed locally. If you are interested in advertising your development or business on this map, please call E & M Consulting at 800.572.0011 or [click here to view advertising opportunities and rates.](#)

Home Builders Association of Tri-Cities

Board of Directors

President

Gary Questad, New Tradition Homes

Vice President

Jason Wilkinson, Prodigy Homes Inc.

Secretary/Treasurer

Joel Tanasse, Fred's Appliance Inc.

Past President

Kyle LaPierre, LaPierre Enterprises Inc.

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Matt Mahany, Soft Water Specialists LLC
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Duane LaPierre, LaPierre Enterprises Inc.
Kyle LaPierre, LaPierre Enterprises Inc.
Brett Lott, Brett Lott Homes
LouAnne Neill, Neill Construction Services
Gary Questad, New Tradition Homes
Robert Rojas, Moon Security Services Inc
Jen Schneider, Schneider Construction

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Terry Hall, Total Comfort Solutions LLC

Vice President

Dave Barber, Barber Construction

Secretary/Treasurer

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Home Builders Association Staff

Executive Director

Jeff Losey

Director, Events & Communications

Sarah Britain Szatkowski

Director, Member Services

Heather Souriyavongsa

Building Sciences Manager &

Field Technician

Miguel Rodriguez

Accountant/Administrative Assistant

Oriallys C. Lemes (Paloma)

Blueprint

Blueprint is a monthly electronic publication for the members of the Home Builders Association of Tri-Cities.

10001 W. Clearwater Ave.

Kennewick, WA 99336

509.735.2745

Fax 509.735.8470

HBATC.com

For advertising information, call the HBA office or e-mail sarah@hbatc.com.



BIAW & HBA Now Accepting Scholarship Applications

Since its inception, BIAW has awarded over \$830,000 in scholarships and grants. They provide scholarships to students who have demonstrated a passion and commitment to developing a career in the home building industry. They also offer grants to organizations with programs in construction-related fields of study, residential construction career training, continuing education, apprenticeship, and skills assessment services, and technical training programs educating tomorrow's home builders. The deadline for both scholarship and grant applications is April 8, 2024. [Applications can be found here.](#)

The HBA will award \$2,000 in scholarships. Applications are available at the HBA office and online at HBATC.com. Deadline to submit a scholarship application to the HBA is May 31, 2024.

BIAW CONTRACT SUBSCRIPTION SERVICE

AVAILABLE NOW exclusively for
BIAW builder members in Washington

What's included?

- ✓ Templates for more than two dozen contracts and addenda, like cost-plus, lump sum, spec builder and more
- ✓ Easily downloadable, fillable documents to complete and save
- ✓ Live and online training on specific contracts and their uses
- ✓ Easy-to-follow instructions with every document
- ✓ Discounted renewal fees



Learn more: BIAW.com/legal



Written for Washington builders by
Washington attorneys

Prepared by local attorneys familiar with the Washington building industry's unique needs, these contracts will be regularly updated with the latest legal mandates and case law so your contracts are always up to date.

ONLY
\$399 (plus tax)

for a subscription through March 2024

CPR/First Aid Class

This class covers adult, child, and infant CPR, as well as multiple medical problems and treatment of common injuries. Supplementary instruction includes hand washing techniques, infectious diseases, and medical legalities. Certification is good for two years.

Cost: FREE for HBA Members (Limit 4 free per company per year - \$45 per person thereafter)

RSVP required. Register online through the **HBA event calendar** or contact the HBA office at 509.735.2745 or heather@hbatc.com to RSVP.

*** CPR/First Aid classes are limited to 20 ***

All upcoming classes held
8:30am-noon at the HBA Office:

December 8

December 9

January 5

January 6



HBA
Home Builders Association of Tri-County

MEMBERSHIP
SAVES YOU MONEY

We have partnered with NPP to bring you discount pricing on wireless service, travel, office & maintenance supplies and more.

Icons: Wi-Fi, Travel, Paperclip, Wrench

LEARN MORE >>

npp

HBA REBATES | **BIAW**

Want To Start Getting Money Back For Products You Already Use?

FREE MEMBER BENEFIT OF YOUR STATE & LOCAL HBA

HBArebates.com

EASY TO PARTICIPATE!
IF YOU USE ANY OF OUR PARTICIPATING MANUFACTURERS

- 1 Register
- 2 Submit a Rebate Claim
- 3 Receive a Rebate Check

THE AVERAGE REBATE PER BUILDER/REMODELER COMPANY WHO PARTICIPATED IN 2022 WAS:

\$1,526.65

Participating manufacturers include: AZEK, BLANCO, BRIZO, CHANELON, CLOSEMAD, GAF, GENERAC, GENIE, HONEYWELL HOME, KLEER, LEVITON, MARAZZI, MISE, NORITZ, PANASONIC, FEERLE, ROYAL, SIMPSON, STURDILMOUNT, SHDGET, THERMAIRTRU, TIMBERTECH, TRU EXTERIOR, TRULUX, VERETTA STONE, ZURN.

Contact: HBArebates.com, info@HBArebates.com, 866.849.8400, @MemberProgram



YOUR SOLUTION TO **EMPLOYEE BENEFITS**

THE BIAW HEALTH INSURANCE PROGRAM SERVES ALL LOCAL MEMBERS WITH THE HOME BUILDERS ASSOCIATION OF TRI-CITIES. AFFORDABLE GROUP HEALTH INSURANCE MADE EASY!



BIAW HEALTH TRUST OFFERS:

Custom Benefits: We customize plans from the best available medical, dental, vision, and life options.

Carrier Partnerships: We only partner with top health carriers to ensure great coverage.

Savings: Pooling companies together means small businesses can save up to 10-15% on their benefits.

Eligibility: Most association members with at least 2 employees are eligible.



SCOTT ZELLERS

szellers@capitalbenefitservices.com

509.505.5662



GET A QUOTE
BIAWHEALTHTRUST.COM





Referral Reports & Enhanced Listings

Ever wonder if your [HBATC.com](https://www.hbatc.com) listing is being seen and generating new leads for your company? Now you can check your referral report to know for sure. Use this handy new tool to track your impressions and leads! Login through the member portal to view your personalized report.

Want to increase your visibility on [HBATC.com](https://www.hbatc.com)? Purchase an enhanced listing for \$199 annual and you can add a photo/video gallery and company description!

All member companies receive standard listings which include:

- Add a company logo
- Link to social pages
- List company under 3 business categories - additional business category listings may be purchased for \$50 each annually

For more information on how to access your referral report or purchase an enhanced listing call the HBA office at 509.735.2745.

NAHB
National Association
of Home Builders

NAHB Member SAVINGS\$

Put your membership to work.

Exclusive discounts that benefit you, your business and your family

[nahb.org/Savings](https://www.nahb.org/Savings)



Top 5 Reasons Building Professional Say They Attend IBS

There are some things in life that you don't want to miss. The NAHB International Builders' Show® (IBS) is one of them.

Here are the top 5 reasons to attend:

1. The Builders' Show is the premier industry event of the year!
2. Find 1,600+ products, brands & companies on the show floor.
3. Learn about new products & techniques during the demos in specialty zones on the show floor like the Construction Performance Zone & Craft Techniques Zone.
4. Discover the latest in tech, products & services from new and emerging companies in the Start-Up Zone.
5. See the launch of dozens of the latest industry products in the New Product Zone.

Experience it all at the Builders' Show for as little as \$50 for NAHB Members & \$100 for non-members when you register by January 5, 2024!

REGISTER NOW!



REWARD # 18

NO ADD-ONS, SURPRISE CHARGES, OR OUTSOURCING. EVER.

Only ROII offers Reward #18: a promise to include all services with no add-on fees. Other Retro programs may charge additional fees for services like help navigating a claim with L&I or return-to-work assistance. No wonder ROII is Washington State's largest workers' comp safety program.

GET STARTED AT [ROII.COM](https://roii.com)



Welcome New Members!

City of Benton City

Sponsored by Gary Questad

Jennifer McCombs
1009 Dale Ave
Benton City, WA 99320
509-588-3322
ci.benton-city.wa.us
Government Agency

Fibrenew of Tri-Cities, WA

Sponsored by Gary Questad

Mario Krebs
1757 Maui Drive
Richland, WA 99352
509-440-7123
fibrenew.com/tricities-kennewick-pasco-richland
Furniture; Restoration

Mold Tek LLC

Sponsored by Gary Questad

Paul Chalmers
2126 SW Tahoe Ave
Pendleton, OR 97801
541-969-6757
Commercial Inspections; Mold
Testing; Water Intrusion

Stenersen Excavating Inc.

Sponsored by Gary Questad

Kenneth Stenersen
42603 E Ridgecrest Dr Ne
Benton City, WA 99320
509-551-3506
stenersenexcavating.com
Excavation Contractor

Top Quality Woodworks LLC

Sponsored by Casandra Ortega

Johan Olivera
3216 Aqueduct Ln
Pasco, WA 99301
509-551-3658
Carpentry

Virtual Reality Construction LLC

Cesar Martinez
12104 Rock Creek Dr
Pasco, WA 99301
509-460-0163
virtualrealitypools.com
Swimming Pools

WAFd Bank

Isabella Salas
5331 W Canal Dr
Kennewick, WA 99336
509-895-9423
wafdbank.com
Mortgage Lending

Recruiter of the Month



Congratulations to Jason Wilkinson
(Prodigy Homes Inc.) for being named
September Recruiter of the Month!

Jason has 19 Spike Credits.



THE BEST EXPERIENCE

Anniversaries - Thanks for Renewing

37 Years

•Builders FirstSource

32 Years

•Smith Insulation

31 Years

•Ketelsen Construction Co

29 Years

•J & B Construction and
Landscaping Co

28 Years

•Carlisle Enterprises Inc

25 Years

•Tri-City Herald
• Tri-City Lumber Co

23 Years

•Farmers Exchange

22 Years

• Paramount
Communications Inc

21 Years

•Builders FirstSource Truss

16 Years

•Pringles Power Vac

•RPC - Rock Placing
Company

14 Years

•Consolidated Supply Co/
The Fixture Gallery

13 Years

•Hammerstrom
Construction, Inc.
•Windermere Group One

11 Years

•Smooth Moves LLC
•Soft Water Specialists LLC

•Summit Funding, Inc.

10 Years

•Smart Realtors

•The Truss Company

6 Years

•JF Engineering, PLLC

2 Years

•B4 Development and
Consulting LLC
•DunRight Construction
•GRAM Northwest, LLC
•Skyline Machinery Sales

1 Year

•Avery11 Construction, LLC
dba Amos Construction

•Eden Landscaping & Tree
Service LLC

•Eminent Roofing Inc

•Level Up Construction LLC

2023 TAX INFORMATION

Dues payments to HBA are not deductible as charitable contributions for federal income tax purposes. However, dues payments may be deductible as ordinary and necessary business expense, subject to an exclusion for lobbying activity. Because a portion of your dues is used for lobbying by NAHB, BIAW, and HBATC, \$77.34 (approximately 18.4%) of the total dues is not deductible for income tax purposes.

TCHC is the political action committee of the HBA. Your investment supports candidates that support the homebuilding industry. If you chose to invest in TCHC in 2023, that \$15 is not tax deductible, since TCHC moneys are used for political purposes.

Please contact the HBA office with any questions at 509.735.2745.

2024 DUES INCREASE

The HBA appreciates your membership and wants to be transparent regarding a higher membership rate that you will be seeing on your 2024 renewal invoice. Dues will be changing from \$420 to \$480 annually, with the option of a \$15 donation to the Tri-Cities Housing Council, the lobbying arm of the HBA. The HBA knows that how and where you spend your money matters so we want to be up front about the reasoning behind this increase, the first our members will have seen in over a decade. Over the past few years, the cost of doing business has skyrocketed. The HBA has done its best to absorb these costs, but now we must enact this increase in dues to help us continue championing for you and the entire Tri-Cities building industry. We appreciate your continued support and look forward to serving you in the future.

Spike Club Status

Spike credits are earned by recruiting and retaining members. To achieve Spike status you must earn six credits within two consecutive membership years (Jan. 1 to Dec. 31). To retain Spike status and become a Life Spike, you must earn a minimum of one Spike credit (new or retention) each membership year until you reach a total of 25 credits.

Life Spikes	Jeff Smart .....18	Jessica Johnson ...4.5
Duane LaPierre	John Mower .....17.5	Gerardo Morales
.....989.5	Teresa McCord..16.5	.....4.5
Alice Feser .....700	Brad Rew .....15.5	Nora Wolf.....4.5
Kyle LaPierre..563.5	Dan Olin.....14.5	Lincoln Anderson...4
Rick Siefken.....533.5	Bret Hissam.....14	Ken Holle .....4
John Mattson.....	Bret White.....13.5	David Murley .....4
.....529.25	Jennifer Cunnington.	Aaron Sullivan .....4
Joel Tanasse..420.25	.....13	Cliff Thorn.....4
Scott Keno.....385.5	Glenn Gosch.....13	Bryan Knapik.....3.5
Nichole Banegas 348	Ryan Olson.....12	Vince Loftus.....3.5
John Henker ....336.5	Jeff Renz.....12	Jeff Thomas.....3.5
LouAnne Neill	Scott Zellers .....12	Glenn Frick .....3
.....283.75	Jeff Kruger .....11.5	Khea Longan .....3
Bob Coleman ....152	Eric Keskitalo.....11	Jordan Mattila .....3
Bob Johnson.....132	Alex Kaylor.....10.5	Jason Spence .....3
Brett Lott.....129.5	Steve LaMarr .....10	Jeff Whittaker.....3
Charles May ....119.5	Tracy LaMarr .....9.5	Larry Bissell.....2.5
Keith Hughes ....100	Aaron Magula ....9.5	Randy Mendenhall ...
Robert Rojas.....86.5	Steve Anderson .....9	.....2.5
Tyson Pischel .....77	Ron Bruce .....9	Rees Wasney .....2.5
Rick Feser .....74	Brandy Fortney .....9	Steve Bushman.....2
George Hageman.....	Scot Bauder .....8.5	Dennis Crossley ....2
.....72.5	Rick Moulton .....8.5	Brian Hill .....2
Brent Chigbrow....70	Greg Rawlings .....8	Adam Hunkapillar..2
Gene Kernan ....69.5	George Booth III.....	Lars Mickelson.....2
Breann Briggs ...60.5	.....7.5	Sean Mountain .....2
Gary Questad ...56.5	Bud Brookins .....7.5	Brent Porter .....2
Mike Colby .....53	Tammy Mattoon..7.5	Lori Sanders .....2
Tristan Crandlemire .	Juan Meza .....7.5	Meagan Speer.....2
.....52.5	Jody Norton.....7.5	Ron Thornhill.....2
Ron Asmus .....46	Jonas Rosenberg..7.5	Loren Watts .....2
Rick Peterman...42.5	Jesus Zepeda .....7.5	Troy Woody.....2
Joe Klein .....40.5	Kerry Lawrence .....7	Jason Zook .....2
Pam Wright .....40.5	Jim Paul.....7	Terry Dickenson....1
Jennifer Kelly...32.5	Yeimy Saldana .....7	Andrea Gathwright...
Paul Knutzen.....32	Nicholas Van Zante ..	.....1
Matt Price.....29.5	.....7	Paul Giles .....1
Jeff Montgomery..29	Anthony Potts.....6.5	Casey Hart.....1
Fred Giacci.....26	Howard Tanninen6.5	Scott Jay .....1
	Laura Harris .....6	Oswaldo Lopez .....1
	Vicki Monteagudo..6	Tiffany Lundstrom ...
	Stan Nuxall.....6	.....1
		Dustin Mahaffey....1
Walla Walla Life Spikes		Travis Matson .....1
Paul Abenroth.....519	Walla Walla Spikes	Fred Mears .....1
Dave Barber .....68	Dennis Davis.....13	Jacob Mesner .....1
Allen Ketelsen.....54		Kevin Olson .....1
Jeff Moeller .....33.5	Spike Candidates	Jorge Pena .....1
	Jim Clawson.....5.5	Don Roberts .....1
	Grover Kerr Jr. ....5.5	Greg Senger .....1
	Ivan Olin .....5.5	Emily Sullivan .....1
	Chris Cain .....5	Brad Tapani .....1
	Dan Garcia .....21	
	Dean Moody Jr. ....5	
	Dan Easton .....19	
	Mitch Ratchford....5	
	Jason Wilkinson ...19	
	Jen Schneider .....5	

CALENDAR OF EVENTS

DECEMBER

- 8 CPR/First Aid Class, 8:30am-noon
- 9 CPR/First Aid Class, 8:30am-noon
- 13 Board of Directors Meeting, 4pm
- 22-31 HBA Office Closed for the Holidays

JANUARY

- 1 HBA Office Closed for the Holiday
- 5 CPR/First Aid Class, 8:30am-noon
- 6 CPR/First Aid Class, 8:30am-noon
- 18 Membership Appreciation Committee, Noon
- 24 General Membership Meeting, 11:30am
Networking, Noon Lunch

FEBRUARY

- 2 CPR/First Aid Class, 8:30am-noon
- 3 CPR/First Aid Class, 8:30am-noon
- 7 Walla Walla General Membership Meeting, 5:30pm
Networking, 6pm Dinner

New Member Profile



LinkUs is the leader in Smart Home Integrations for residences and businesses. Founded in 1997, we've served California, Nevada, Idaho, Washington, Oregon, and Montana for over 20 years. We connect you to technology solutions such as security, audio video design, automation, lighting control, surveillance, digital signage and energy solutions. With expert installation and design teams customizing our services to your needs and making it simple for you to understand how they work together in your home or business. Visit us online or speak to one of our design experts to learn more about our service offerings connecting you to technology today.

linkuscorp.com
541.527.0945



Congratulations to
Gary Questad,
**New Tradition
Homes**

for being named 2023 Recruiter
of the Year with 6 new members
recruited.

Gary will receive a \$500 cash prize
as well as a year's worth of bragging
rights.

To find out how you can get
involved in 2024, contact Heather at
509.735.2745 or
heather@hbhac.com

Thank you to all our 2023 Recruiters!

- Nichole Banegas, Gale-Rew Construction Inc - 4
- Jen Schneider, Schneider Construction - 3
- Jeremiah Gannon, Floor & Home Tri-Cities - 2
- Brett Lott, Brett Lott Homes - 2
- Meagan Speer, Titan Homes LLC - 2
- Scott Zellers, Capital Benefit Services, Inc. - 2
- Kris Battles, Realty One Group Ignite - 1
- Larry Bissell, Bissell Drywall Inc - 1
- Lisa Chapman, Total Site Services LLC - 1
- Tristan Crandlemire, Hunter Engineering - 1
- Paul Giles, The Woodshop Inc - 1
- Oswaldo Lopez, SunValley Exteriors - 1
- Tiffany Lundstrom, Tri-Cities Journal of Business - 1
- Dustin Mahaffey, Mahaffey Enterprises Inc - 1
- Jordan Matilla, 47 North Custom Homes - 1
- Travis Matson, D & D Tri-Rivers Excavating Inc - 1
- Jacob Mesner, The Truss Company - 1
- Lars Mickelson, Jgen Excavation LLC - 1
- Kevin Olson, Taylor Made Services Inc - 1
- Cassandra Ortega, The Granite Guy LLC - 1
- Jorge Pena, Genesis Drywall & Paint LLC - 1
- Brent Porter, Air-Tech Services and Filters LLC - 1
- Emily Sullivan, Titan Homes LLC - 1
- Joel Tanasse, Fred's Appliance Inc - 1
- Mike Thorn, Cliff Thorn Construction LLC - 1
- Cory Watson, JK Monarch, LLC - 1
- Jeff Whittaker, Taylor Made - 1
- Jason Wilkinson, Prodigy Homes Inc - 1

Halloween at the Carousel HBA Member Appreciation Event



Thank you Treat Station Sponsors
Cascade Title
KIE Supply Corp
KUSTOM US - Pasco
Pratt Construction
Royal Roofing Inc
STCU
The Fixture Gallery
The Truss Company
Yakima Federal Savings & Loan



Seas the Day with the HBA

Water2Wine Cruise & Recruiting Contest

May 24 • 5:30-8pm

Columbia Point Marina

\$45 per person for HBA Members

FREE when you recruit a new member between February 1 and April 28

Come explore the Columbia River aboard a 74-foot luxury yacht. Experience a breathtaking Tri-Cities sunset while enjoying fine cuisine on this private dinner cruise. No host bar available. Tickets to this exclusive HBA member appreciation event are only \$45 per person OR recruit a new member between February 1 and April 28 and receive one free ticket. Recruit a second new member and earn an additional ticket. Limit 2 free tickets per person.

The HBA is currently seeking a premier sponsor for this unique experience. Benefits of the \$1000 investment include 2 admissions to the cruise, signage on the boat, an opportunity to address attendees and logo inclusion on advertising for the contest.

Limited to one premier sponsor.

Reserve your tickets online here. For questions regarding the event and contest contact Heather at 509.735.2745 or heather@hbatc.com.





**THURSDAY
OCT. 5, 2023
4 - 6 PM**

hosted at

Wahkiakum Public Facilities District - Harland Health Employment Center



THE REACH

presented by

**TRICITY REGIONAL
CHAMBER OF COMMERCE**



**JOIN US TO CONNECT WITH STATE,
REGIONAL, AND LOCAL ELECTED LEADERS**

TO REGISTER:

**VISIT TRICITYREGIONALCHAMBER.COM/ELR
OR CALL 509.736.0510**

**THE COST IS \$30 PER PERSON THROUGH SEPT. 29
RESERVATIONS AFTER SEPT. 29 MUST BE MADE VIA PHONE AND ARE \$40**

SPONSORED BY

ATKINS

Member of the SNC-Lavalin Group

BATTELLE

**HAYDEN
HOMES**

Give As You Go™


**TRICITY
ASSOCIATION OF REALTORS**

ADDITIONAL SPONSORS: BRESHEARS PROFESSIONAL PHOTOGRAPHY, CG PUBLIC HOUSE & CATERING, MOON SECURITY

CPR/First Aid Class

This class covers adult, child, and infant CPR, as well as multiple medical problems and treatment of common injuries. Supplementary instruction includes hand washing techniques, infectious diseases, and medical legalities. Certification is good for two years.

Cost: FREE for HBA Members (Limit 4 free per company per year - \$45 per person thereafter)

RSVP required. Register online through the **HBA event calendar** or contact the HBA office at 509.735.2745 or **heather@hbatc.com** to RSVP.

*** CPR/First Aid classes are limited to 20 ***

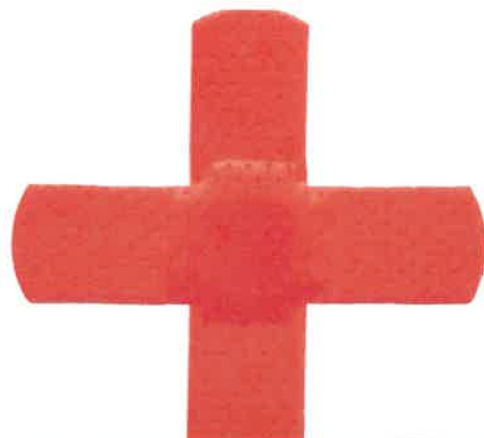
All upcoming classes held 8:30am-noon at the HBA Office:

October 27

October 28

November 10

November 11





WE'RE GOING TO A DUST DEVILS GAME

Friday June 2nd, 2023

GATES OPEN: 5:30pm – FIRST PITCH: 6:30pm

Tri City Dust Devils vs The Spokane Indians

Tickets are \$15 for Adults and \$10 for Kids under 17



Reserve your tickets online [here](#)
or to Heather at 509.735.2745 or
heather@hbatc.com

INCLUDES AN UPPER BOX TICKET TO THE
GAME AND ALL-YOU-CAN-EAT HOT DOGS,
HAMBURGERS, CHICKEN SANDWICHES,
SIDES, COCA-COLA, AND BUDWEISER
PRODUCTS FOR
ONE HOUR! **(5:30pm – 6:30pm)**



DUSTDEVILSBASEBALL.COM
Facebook: @tricitydustdevils Twitter: @TC_DustDevils Instagram: @tricitydustdevils

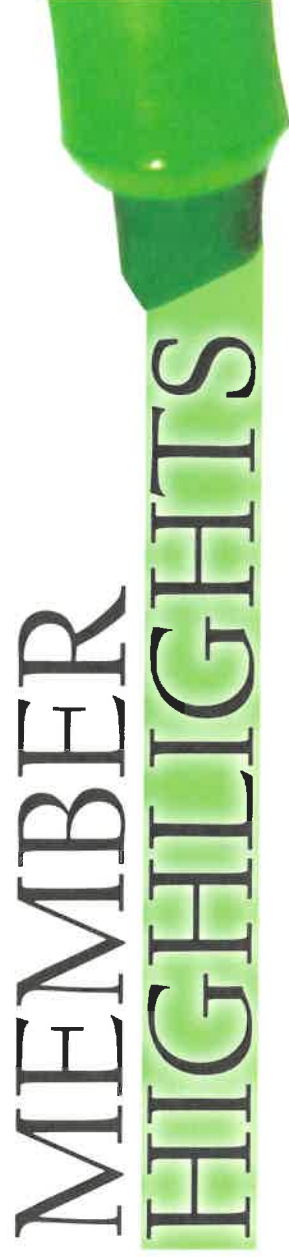




HBA Pro Spotlight Videos

Do you have a product or service that you would like to share with the public on the HBA's Facebook page and YouTube channel? The HBA is currently looking for Pros who are comfortable in front of the camera and ready to star in a short video on a construction related topic. These videos will be part of a monthly online series. Send your audition tapes (just kidding, a message expressing your interest will do) to heather@hbatc.com.

PRO SPOTLIGHT



MEMBER HIGHLIGHTS

November 9, 2023

9-10am • HBA Office

All members welcome! Come find out how to put your membership to work for you. Attend this event to find out how your HBA membership benefits it offers can help save you money and grow your business. K



How 'Bout Appetizers? is a networking event that the HBA is doing on the 3rd Wednesday from 4:30p to 6p; unless noted otherwise. Any member company of the HBA can host this event at their place of business or off-site at a place of their choice.

Event Host Agrees to:

- ✓ Must be a HBA member in good standing
- ✓ The event will be held from 4:30p to 6:00p on 3rd Wednesday of the month, unless noted otherwise.
- ✓ The host may choose to provide appetizers and beverages
- ✓ Appropriate physical venue
- ✓ Proper staff to handle attendance
- ✓ Provide a welcome area (HBA to staff this area)
- ✓ If your company will be serving alcoholic beverages, you must have the following...
 - *If you choose to have your event catered you will not need the permit as the caterer should have this**
 - WA State Liquor Control Board permit

Additional items the Event Host may provide:

- ✓ Provide door prizes with a business card giveaway
- ✓ Personal invites to vendors and/or clients

HBA of Tri-Cities Agrees to:

- ✓ Promote your company as part of the HBA “How ‘Bout Appetizers?” networking event by advertising it through the following
 - Monthly Newsletter – ½ page AD
 - 1 month prior
 - Month of the event

- This networking event will be mentioned in two Building Connections (Friday emails)
 - We will create an event on our Facebook page and make you a co-host
 - We will send out an email the day of that includes the networking event details as a reminder.
 - We will add the “How ‘Bout Appetizers?” event to our event calendar on our website
- ✓ The Membership Director will work with you on setting up the welcome area and provide nametags and greet guests.

2023 How ‘Bout Appetizers? Event schedule

Date	Time	Member Company / Location
May 17, 2023	4:30p – 6p	KIE – Electrical
July 19, 2023	4:30p – 6p	
August 16, 2023	4:30p – 6p	EleMar Oregon
October 18, 2023	4:30p – 6p	Paulsons Floor Covering
November 15, 2023	4:30p – 6p	KIE – Plumbing

Event Host Signature

Date

Director, Member Services
HBA of Tri-Cities

Date



November 15, 2023 • 4:30-6pm
KIE Supply Corp Plumbing Showroom
113 E Columbia Dr, Kennewick

Join us for the November installment of the How 'Bout Appetizers networking event hosted by KIE Supply Corp! This event is free and open to all current and potential HBA members. Come enjoy appetizers while networking with other industry professionals.

RSVPs are appreciated online at [HBATC.com](https://www.hbatc.com) or to Heather at 509.735.2745
or heather@hbatc.com.