

# **EPHBA Future: Affiliation with NAHB & HBA WV**

September 6, 2018  
The Warehouse  
Martinsburg, WV

# Current Membership Structure

When a member joins or renews, your membership is three-tiered:

Local - EPHBA

State - HBA WV

National - NAHB

Dues for each level are included in the total membership dues.

You must be a member of both the HBAWV and NAHB to be in the federation.

## Current membership dues for builder/associate members:

- Dues are \$480
- NAHB dues are \$198
- HBA WV dues are \$181
- \$101 or 21% stays with EPHBA

In 2017, EPHBA remitted \$60,934 in dues from members to NAHB (\$31,321) and HBA WV (\$29,813).

## Benefits of NAHB & HBA WV affiliation for members:

- Advocacy/lobbying
- Discount programs such as GM, Lowe's, Brickstreet (workers compensation), etc.
- Educational offerings
- International Builders Show incentives
- Building awards programs

## EPHBA

### Dues Analysis - 2006-18

	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2006-18 13-Yr Avg
EPHBA	\$350	\$350	\$350	\$350	\$350	\$350	\$350	\$395	\$395	\$395	\$395	\$395	\$480	3.1%
NAHB	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$166	\$182	\$182	\$182	\$198	2.7%
HBA WV	\$108	\$111	\$114	\$117	\$120	\$123	\$126	\$131	\$161	\$166	\$171	\$176	\$181	5.6%
NET PER MEMBER	\$92	\$89	\$86	\$83	\$80	\$77	\$74	\$114	\$68	\$47	\$42	\$37	\$101	
NET AS % OF EPHBA	26.3%	25.4%	24.6%	23.7%	22.9%	22.0%	21.1%	28.9%	17.2%	11.9%	10.6%	9.4%	21.0%	

Frederick County MD Building Industry Association = \$650

Home Builders Association of Metro Harrisburg = \$595

Top of Virginia (Winchester) Building Association = \$541

Greater Charleston HBA = \$375

North Central HBA = \$384

HBA of Washington County, MD = \$150

Cash Basis	Current Assets	Total Equity	Gross Revenue	Expenses	Net Revenue	Membership Income	Membership Expense	Net Membership	Membership Totals	Home Show Income	Home Show Expenses	Home Show Net	Non Dues Revenue
2018B			\$243,650.00	\$ 259,041.00	\$(15,391.00)	\$ 69,480.00	\$ 54,441.00	\$ 15,039.00		\$115,000.00	\$ 36,804.00	\$ 78,196.00	\$ 94,746.00
2018A									212	\$131,789.00	\$ 36,806.00	\$ 94,983.00	
2017	\$ 235,127.00	\$364,978.01	\$234,567.78	\$ 272,907.05	\$(35,147.33)	\$ 60,999.00	\$ 61,134.00	\$ (135.00)	193	\$114,555.50	\$ 48,366.89	\$ 66,188.61	\$ 86,770.39
2016	\$ 199,996.68	\$400,125.34	\$250,964.81	\$ 259,086.70	\$ (3,798.98)	\$ 55,971.00	\$ 46,656.00	\$ 9,315.00	178	\$132,048.14	\$ 30,467.65	\$101,580.49	\$122,887.18
2015	\$ 263,063.89	\$403,924.32	\$245,630.41	\$ 262,937.33	\$(17,306.92)	\$ 58,242.00	\$ 54,126.00	\$ 4,116.00	188	\$134,270.63	\$ 31,531.71	\$102,738.92	\$118,923.40
2014	\$ 267,051.60	\$418,016.31	\$244,926.25	\$ 250,404.17	\$ (5,477.92)	\$ 61,803.00	\$ 47,593.00	\$ 14,210.00	185	\$132,724.93	\$ 35,092.61	\$ 97,632.32	\$114,701.91
2013	\$ 266,452.51	\$420,583.26	\$249,326.64	\$ 245,932.99	\$ 3,393.65	\$ 58,732.00	\$ 42,780.00	\$ 15,952.00	180	\$136,631.50	\$ 32,642.53	\$103,988.97	\$122,655.50
2012	\$ 249,001.87	\$410,272.50	\$236,375.52	\$ 231,294.14	\$ 5,081.38	\$ 63,262.00	\$ 42,787.00	\$ 20,475.00	185	\$131,153.00	\$ 32,069.88	\$ 99,083.12	\$112,539.14
2011	\$ 223,136.10	\$406,713.82	\$219,388.66	\$ 229,775.68	\$(10,387.02)	\$ 52,665.00	\$ 42,748.00	\$ 9,917.00	194	\$124,894.00	\$ 30,265.19	\$ 94,628.81	\$108,498.63
2010	\$ 211,129.07	\$410,931.33	\$207,149.50	\$ 224,254.64	\$(17,105.14)	\$ 54,872.00	\$ 42,581.00	\$ 12,291.00	190	\$104,684.50	\$ 28,324.74	\$ 76,359.76	\$ 88,926.88
2009	\$ 205,198.53	\$420,854.95	\$227,114.51	\$ 258,950.97	\$(31,836.46)	\$ 59,520.00	\$ 45,944.00	\$ 13,576.00	209	\$120,759.00	\$ 27,188.02	\$ 93,570.98	\$104,025.45
2008	\$ 244,735.37	\$445,445.48	\$279,827.41	\$ 288,480.43	\$ (8,653.02)	\$ 73,845.00	\$ 54,789.00	\$ 19,056.00	275	\$126,995.86	\$ 30,642.10	\$ 96,353.76	\$106,075.62
2007	\$ 234,163.05	\$446,204.35	\$328,144.91	\$ 302,507.73	\$ 25,637.18	\$ 89,250.00	\$ 66,635.00	\$ 22,615.00	301	\$133,130.99	\$ 27,741.19	\$105,389.80	\$131,560.37
2006	\$ 192,810.28	\$410,213.99	\$344,172.11	\$ 307,523.63	\$ 36,648.48	\$101,308.00	\$ 72,680.00	\$ 28,628.00	301	\$122,272.65	\$ 24,587.14	\$ 97,685.51	\$133,319.38
2005	\$ 150,579.86	\$367,157.35	\$280,255.09	\$ 244,291.67	\$ 35,963.42	\$ 83,435.00	\$ 61,013.00	\$ 22,422.00	228	\$ 96,273.25	\$ 18,439.24	\$ 77,834.01	\$108,509.83
2004	\$ 130,199.75	\$ 99,009.51	\$244,031.64	\$ 208,188.72	\$ 35,842.92	\$ 71,450.00	\$ 48,805.00	\$ 22,645.00	220	\$ 83,960.00	\$ 18,074.73	\$ 65,885.27	\$100,264.44
2003	\$ 75,380.57	\$ 61,942.81	\$185,470.01	\$ 165,152.16	\$ 20,317.85	\$ 50,578.00	\$ 38,350.00	\$ 12,228.00	191	\$ 63,241.95	\$ 13,672.62	\$ 49,569.33	\$ 77,640.99
2002	\$ 56,912.77	\$ 40,117.47	\$154,265.58	\$ 142,170.41	\$ 12,408.25	\$ 46,290.00	\$ 31,685.00	\$ 14,605.00	160	\$ 46,031.50	\$ 10,355.31	\$ 35,676.19	\$ 56,000.41

## EPHBA Eliminating Affiliation with NAHB and HBAWV

### PROS

Financial benefit/gain

Option to lower membership dues

Potential increase in membership

Decreased travel budget

Eliminate NAHB/HBAWV dues paperwork

Possible increase in sponsorships and other support

Forming alliances with other pro business organizations

This arrangement has worked well in Washington

County, MD

We would have a more consistent lobbying effort that is organized and controlled locally

### CONS

Finding and paying a lobbyist

Members losing NAHB affinity program benefits  
Identifying a local pro business advocacy groups to partner with

Creating a local building awards program

Financial implications for HBAWV's future  
National and state affiliations add legitimacy to membership

Establishing a presence in state legislature

NAHB Builders Show & education program discounts

- Value question for members-do you get 79% of your membership benefits from the NAHB and HBA WV?

or

- Could your membership dues be managed and spent more effectively by EPHBA?

# **What's next?**

**Legal review of Articles of Incorporation and Bylaws**

**Board decision about moving forward**

**Possible member vote on organizational change**

**Search for a lobbying firm/lobbyist**

**Questions and comments**