

# It Pays to be a Member!



# We're in business to keep you in business.



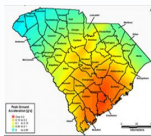
Responsible for more than two dozen modifications to the 2018 IRC:  
Saving thousands of dollars per house!

**BE PRO BE PROUD**  
BEPROBEPROUD.ORG

Supported a budget proviso to help fund the Be Pro Be Proud S.C. initiative to bring a new generation of PRIDE, PROGRESS & PROFESSIONALS to S.C.'s skilled workforce.



Your HBA is challenging "Special Legislation" and school impact fees (\$18,000+) to be paid by builders without adhering to state impact fee laws, which can severely impact affordable housing: Saving S.C. homeowners more than \$20 million per year!



Passed a budget proviso for state-specific high wind and seismic zone mapping:  
Over \$150 million in annual savings!

In 2019, the Home Builders Association of S.C. (HBASC) worked diligently to advance the issues most important to the S.C. industry and our members. The HBASC was actively engaged with more than 200 bills to promote and protect the vital work of homebuilders and developers across South Carolina. Our efforts included: building codes, infrastructure funding, workforce, business license fee reform, local government policies, impact fees, stormwater and septic tank policies.

All our efforts have saved the home building industry more than \$700 million in 2019.

Your HBA membership saved more than \$22,580 in added costs per new house in S.C.!

Your HBA influences government on all levels. Our goal is to protect all housing and to stop needless regulatory costs, which ultimately trickles down and effects everyone who works in the home building.

If you know of someone who makes their living in the construction industry, but is not a member ask them why. Keep our industry strong and ask that they join the HBA today to make sure they have a job tomorrow!



Your HBA membership MAKES a DIFFERENCE!





# TOP 10 REASONS TO JOIN THE HBAofSC Group Insurance Trust

## 1 LOCAL REPRESENTATION/FOCUS

- » HBAofSC Trust is operated for and by South Carolina home builders.
- » Be involved in the decision making process at your individual group level, as well as the Trust level, and control your benefits decision.

## 2 SINGLE SOURCE SOLUTIONS

- » All benefits information is entered into one system and displayed on one bill.
- » One stop shop for ERISA, HIPAA & COBRA services, benefits enrollment & eligibility, as well as all of your compliance needs. No more hiring multiple firms with separate systems to manage your ACA obligations!

## 3 PLAN DESIGN FLEXIBILITY

- » Maintain control of your plan design.
- » Customize your medical plan and choose from numerous dental, vision, STD, LTD, and life plan options.
- » Your plan remains fully insured without the worry of potential premium increases associated with ACA and Community Rating.

## 4 CUTTING EDGE TECHNOLOGY

- » Access to the best benefits administration technology and compliance technology available in the marketplace.
- » Improve the efficiency of your benefits team by easing their administrative burden.
- » All information is stored and transferred in a secure environment, which means your personal data is safe.

## 5 INTEGRATED COMPLIANCE ASSISTANCE

- » HBAofSC Trust has the ability to facilitate ACA reporting requirements such as 1095, 1096, 6065, and 6066.
- » Receive customizable reminders for compliance requirements via **Compliancedashboard®**.

## 6 FINANCIAL SOUNDNESS AND TRANSPARENCY

- » HBAofSC Trust is fully underwritten, which means you get the best of both worlds: premiums based on your employees' experience, plus the protections of pooling together with other building-related and land development companies to provide long-term rating stability and more predictable renewals.
- » This fully insured environment means no more worrying about cash flow issues and potential risk associated with a self-insured plan.

## 7 THE LARGEST PPO NETWORK: BCBS

- » Get access to the deepest discounts in the state of South Carolina and the U.S.
- » Your employees and their families will not have to worry about accessing high quality healthcare when it matters most.
- » You no longer have to wonder whether you are paying a fair price for healthcare services within the Blue Cross Blue Shield network.

## 8 ATTENTIVE CUSTOMER SERVICE

- » Your Account Manager will learn about your group and work to build a personal relationship with you.
- » Your staff can call on one reliable person with intimate knowledge of your eligibility, billing, accounting, benefits, and wellness.

## 9 PREMIUM SAVINGS

- » The HBAofSC Trust helps employers access better benefits and premium savings through the economies available in association health plans.

## 10 HBAofSC MEMBER BENEFITS

- » When you join HBAofSC Trust, you gain access to unparalleled advocacy, programs, training, and strategic connections.





# Membership has its perks.

We're in business to keep you in business!



Join your local Home Builder's Association and let your 3-in-1 membership work for you. Membership has many perks on the local, state, and national levels. The following money-saving insurance programs are available to all HBA members.

## Verizon Wireless

Qualifying members save 22% on their monthly Verizon Wireless Bill.



## Member Rebate Program

Get money back for using participating manufacturer's products. Participating members received an average of \$1,200 a year.



## Lowe's

Members earn a 2% discount on purchase made with your Lowe's Accounts Receivable on [Lowe'sForPros.com](http://Lowe'sForPros.com). Plus, get delivery on purchases of \$500 or more now. Also, receive an additional 5% every day at the store when you mention the 5% at the time of purchase and when you are using your Lowe's Accounts Receivable (LAR).



## Sunoco Fuel Card

This program provides a powerful way to manage your company vehicles. Fuel savings. Cost Control more.

[HBASCSuncoFuel.com](http://HBASCSuncoFuel.com)



## Auto Owners Insurance

HBASC members save 7% on commercial insurance (General liability, Automobile, Boat, Umbrella and Life)

Contact your agent for more information or contact your local association for a list of agent members.



## 2-10 Home Buyers Warranty

Get the information you need to define and implement your risk management program. Backed by an A+ rating from the BBB, they offer a complete line of warranty, insurance and risk management products whether you're building, selling or buying a home. Since their founding, 2-10 HBW has placed warranties on over 2.5 million American homes.



## Builder's Mutual

Affordable workers' compensation and general liability insurance from the industry experts.



- Preferred pricing may be considered for HBA members with monthly self-reporting payment plans and no down payment.
- Consistently distributed over \$48 million in dividends to eligible policy holders.
- Nearly 30 years dedicated solely to the construction industry with an "A" A.M. Best Rating.

## Sam's Club

Members receive up to a \$25 gift card and additional extra rewards.



## General Motors

\$500 exclusive offer on most GM passenger cars, light-duty trucks, vans, and SUVs.



And that's only the beginning!

Visit [www.hbaofsc.com](http://www.hbaofsc.com) and look under "Membership" to discover even more benefits awaiting!



## Member Advantage at a Glance

[www.nahb.org/ma](http://www.nahb.org/ma)

**Amazon Business** - Create an Amazon Business account and gain access to the NAHB Amazon store which offers recommended products tailored to your industry's needs while unlocking additional business savings. Sign up here, [www.amazon.com/NAHB](http://www.amazon.com/NAHB)

**Capital One Spark Business Card** -With the Spark® Cash credit card, you'll earn unlimited 2% cash back on every purchase—plus, there is no annual fee to use your card. Click here to learn more: <https://capt1.co/NAHB>

**Houzz** –Free access to the concierge service, instant approval into the Houzz Trade Program giving trade-only discounts up to 50% off, plus special discounts on local advertising. Visit [www.houzz.com/NAHBmembers](http://www.houzz.com/NAHBmembers)

**FCA US LLC** - A \$500 cash allowance for members, employees and household family members. This offer is good toward many new models in the Chrysler, Dodge, Jeep®, Ram or FIAT® vehicle lineup and is stackable with most current local or national incentives. Visit [www.nahb.org/fca](http://www.nahb.org/fca) to learn more.

**Lowe's** - Visit [www.LowesForPros.com/NAHB](http://www.LowesForPros.com/NAHB) or call 877-435-2440 and register to save 2% on your Lowe's Accounts Receivable (LAR) or Lowe's Business Accounts (LBA) purchases and free delivery on purchases over \$500. Save an additional 5% every day at the store when you mention the 5% at time of purchase and when using your LAR or LBA.

**General Motors** – General Motors is proud to offer NAHB Members a Private Offer of up to \$1,000 on your next Chevrolet, Buick and GMC vehicle. Visit [www.nahb.org/gm](http://www.nahb.org/gm) to learn more.

**UPS Savings Program & YRC Freight** - UPS discounts of up to 36% on a broad portfolio of shipping services. Savings of at least 70% on less-than-truckload shipments 150 lbs. or more with UPS Freight and YRC Freight. Visit [www.1800members.com/NAHB](http://www.1800members.com/NAHB) or call 1-800-MEMBERS (800-636-2377) for more information.

**GEICO** - Exclusive NAHB discounts for members on auto insurance. Visit [www.geico.com/disc/nahb](http://www.geico.com/disc/nahb) or call 800-368-2734. Mention NAHB for auto, homeowners, and commercial auto quotes.

**2-10 Home Buyers Warranty** - Visit [www.2-10.com/NAHB](http://www.2-10.com/NAHB) or call 855-280-1328 to receive exclusive access to discounts on select products, including the Builder Backed Service Program and the systems and appliances warranty.

**TSYS** (formerly TransFirst) - Payment solutions with average savings of 16% per year. Web/mobile tools, credit card and eCheck processing and more. Free "Savings Analysis" call 800-613-0148 or visit [www.tsysassociation.com/NAHB](http://www.tsysassociation.com/NAHB).

**Dell** - Up to 30% off on all Dell computers. Call 800-757-8442 and Mention NAHB or visit [www.dell.com/nahb](http://www.dell.com/nahb).

**ConstructionJobs.com** - NAHB offers a recruitment tool to all NAHB members in their search for new employees. NAHB members enjoy a 20% discount off standard rates. Visit: <https://www.nahb.org/en/members/member-discounts/archived-webpages/nahb-career-center.aspx> to connect with top talent and top employers in the construction industry today.

**Hertz** - Up to 20% off on rental cars and FREE Gold Plus Rewards membership. Visit [www.hertz.com/nahb](http://www.hertz.com/nahb), or call 800-654-2200 and use CDP# 51046.

**Avis** - Up to 25% off car rental base rates and FREE Avis Preferred Service membership at [www.avis.com/nahb](http://www.avis.com/nahb), or call 800-331-1212 and use AWD code G572900.

**Budget** - Up to 25% off car rental base rates and FREE Budget Fastbreak at [www.budget.com/nahb](http://www.budget.com/nahb), or call 800-283-4387 and use BCD code Z536900.

**Office Depot** - Office Depot – Save up to 80% in-store or online. Free shipping on orders of \$50 or more. Visit [www.officediscounts.org/NAHB](http://www.officediscounts.org/NAHB) or call Jeremy Kirkland for assistance with your business account; 855-337-6811 Ext. 2897

**Omaha Steaks** - Save 10%, in addition to any online specials. [www.OSincentives.com/promo/nahb](http://www.OSincentives.com/promo/nahb)

**TripBeat** - 25% discount on over 200,000 vacation rentals worldwide. Call 844-367-6433 and mention NAHB at time of reservation or go to [www.tripbeat.com/nahb](http://www.tripbeat.com/nahb).

**Wyndham Hotel Group** - 15% off at over 7,400 hotels. Call 877-670-7088 and mention ID 8000002688. Go to [www.nahb.org/ma](http://www.nahb.org/ma) and click on the Wyndham logo to find out more.

**FTD** - 20% off floral arrangements and gifts at [www.ftd.com/nahb](http://www.ftd.com/nahb) or call 800-SEND-FTD use code 17421.

# A Free Member Benefit of the HBASC



The average rebate per HBASC  
Builder/Remodeler in 2018 was  
\$4,796.47 !!!

visit

[www.HBASCrebates.com](http://www.HBASCrebates.com)  
for more info



Participating  
Manufacturers



INSIGHTS  
Magazine



Register &  
Claim



Associate  
Directory



866.849.8400



[HBASCrebates.com](http://HBASCrebates.com)



[/MemberRebateProgram](https://www.facebook.com/MemberRebateProgram)



[@HBArebates](https://twitter.com/HBArebates)

# WANT TO START GETTING MONEY FOR PRODUCTS YOU ALREADY USE?

## Register & Claim:

866-849-8400  
[www.HBASCrebates.com](http://www.HBASCrebates.com)  
[/MemberRebateProgram](https://www.facebook.com/MemberRebateProgram)



**A Free Member Benefit of HBASC**

[www.HBASCrebates.com](http://www.HBASCrebates.com)

**IF YOU USE ANY OF THESE**  
**50+** PARTICIPATING  
 MANUFACTURERS



**THEN IT'S EASY TO PARTICIPATE!**

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



THE AVERAGE REBATE PER BUILDER/REMODELER  
 COMPANY WHO PARTICIPATED IN 2017 WAS

**\$4,796.47**





It's that time of year again and thoughts of holiday time with family and friends are on our minds.

If you are going to be traveling for the holidays, remember that you have ***Snazzy Traveler*** available to help you save on all your travel needs, through **Home Builders Association of South Carolina**.

Since many of you have signed up for ***Snazzy Traveler*** already and have saved thousands of dollars on their hotel, car rental and other travel reservations, take advantage of this free benefit from **Home Builders Association of South Carolina**.

And the other great thing about ***Snazzy Traveler***, is that it is a gift you can share with Family and Friends too.

***Snazzy Traveler*** allows you to make reservations in their names or even give them their own account, as a holiday gift.

And remember it's **free** to all **HBASC** members and their family and friends.

So if you have not signed up yet or you want to share Snazzy Traveler with your Family or Friends, just go to [www.snazzytraveler.com/HBASC](http://www.snazzytraveler.com/HBASC) and hit **Join Now** and then use promo code **HBASCtravel** and hit **Check Code**.

That's all there is to it.

Don't delay and remember our motto, "Don't be the one hearing about the great deals on ***Snazzy Traveler***, be the one getting them."





## Exclusive Member Benefit!

We're pleased to offer you a valuable member benefit: **The Sunoco Fuel Card Program** featuring exclusive Association fuel rebates, top-quality Sunoco Ultratech™ fuel, the convenience of broad card acceptance, and unparalleled customer service. With this Program, member participants will:

**SAVE 15¢/gallon FOR THE FIRST 6 MONTHS!\***

Then up to 6¢/gallon with our competitive Association rebates.\*

| Monthly Gallons Purchased at Sunoco | Fuel Rebate |
|-------------------------------------|-------------|
| 1 – 499                             | 1.0¢        |
| 500 – 3,999                         | 3.0¢        |
| 4,000 – 5,999                       | 4.0¢        |
| 6,000+                              | 6.0¢        |

**Even better:** With the collective buying power of your Association, all participating members can automatically earn the top fuel rebate regardless of your business' own monthly volume.

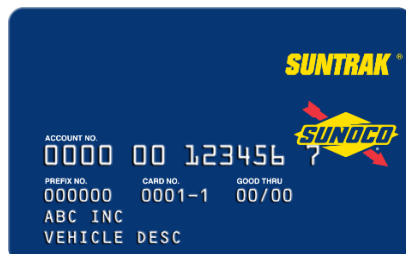
You'll save even more time and money by using the Program's easy, online tools designed to give you complete control over your fuel-related expenses:

- Set specific spending limits by hour, by day, by driver
- Eliminate manual receipt collection and expense reimbursements
- [Fuel conveniently at more than 5,000 Sunoco locations](#) (or nationwide with Sunoco Universal)
- Protect your business from fraud with driver ID and odometer prompts at purchase
- View and download reports that clearly detail every purchase transaction
- Pay your invoice and manage your account online or with the Fleet SmartHub mobile app
- Use our Fuel Card Tax Exemption & Reporting features if your business is exempt from taxes

## TAKE ADVANTAGE OF THIS MEMBER BENEFIT TODAY!

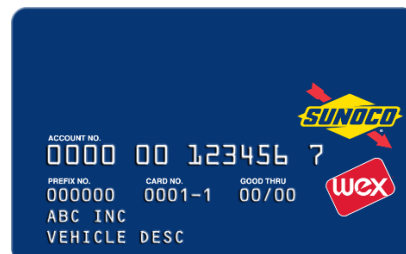
Speak with a Sunoco Fuel Card Program specialist for more details and to apply.

### Sunoco SunTrak® Fuel Card



Ideal for local fueling.

### Sunoco Universal Fuel Card



Best for fleets traveling across the U.S.

*\*Inquire for details.*

# The Value of MEMBERSHIP in your

## Home Builders Association

### By the Numbers



**\$14,285**

*average savings per housing start*

The amount saved for members through the NAHB's advocacy on the legislative, codes, regulatory, and legal fronts in 2016.

**\$25,000+**

*estimated savings per home*

Savings as a result of HBASC's interventions during the 2016 SC Legislative Session. The HBASC actively tracked over 1,000 of the more than 6,000 bills filed.

**\$500**

*minimum savings each year*

HBA members can save by taking advantage of discounted products, services, and rebate programs.

### Three Memberships In One!



**Your investment in the residential construction industry as a member of your home builders association is a great value.**

Your membership in the federation that consists of National Association of Home Builders (NAHB), Home Builders Association of South Carolina (HBASC) and your local home builders association (HBA) gives us strength in numbers and a strong voice at City Hall, the State Capitol, and in Washington, D.C.

The HBASC has **15 local HBAs** and more than **3,000 members** across South Carolina. Representing over **32,000 jobs** and more than **\$1.6 billion** annually in the SC economy, the state and local associations play a crucial role in providing housing for the Palmetto State. The NAHB has almost **140,000 members nationwide**.

### Make the Most of Your Membership!

Take advantage of the resources that are available to you as a member of the federation. A wealth of news and information is available 365/24/7 at: [NAHB.org](http://NAHB.org), [HBAofSC.com](http://HBAofSC.com), and your local HBA's website.



# Benefits

## HBA membership provides you with many benefits.

1

**Legislative and Regulatory Advocacy at all levels of government.** Local, state and federal. From building permitting and development, to statewide tax issues, to federal safety regulation, your membership gives you a voice before your elected and appointed officials from City Hall to the SC Legislature to the US Congress.

2

**Credibility.** Membership identifies you as an industry professional and demonstrates your initiative, engagement in the industry, and commitment to staying abreast of current developments in the market.

3

**A Competitive Edge.** Stay on top of the latest industry innovations, news and information that may inspire ideas to help you grow your business: industry specific education and members only publications that provide you with breaking news and current, relevant information.

4

**Community Support.** Our members and associations have a proud history of giving back in a variety of ways, and our volunteer members contribute their substantial resources to making their communities better places in which to live, work and play. Outreach includes: student scholarship programs; charity building and remodeling projects; and raising hundreds of thousands of dollars every year to support local charitable efforts.

5

**Expand Your Professional Network.** Membership affords you numerous opportunities to connect with other residential construction industry professionals. Bring awareness to your company and learn what your peers are doing at events that include membership meetings, business after hours mixers, state and national meetings, conferences and trade shows.

## Member Discounts & Programs



625 Taylor Street  
Columbia, SC 29201  
(803) 771-7408  
HBAofSC.com



# Advocacy



**HBASC**

## Grassroots Advocacy

*gives you immediate access to decision makers to support HBASC's government relations efforts. Your participation in Voter Voice enables the legislative team to implement a coordinated communication and grassroots advocacy campaign through email, e-newsletters and alert messages. You can quickly and easily participate in the legislative process!*

## Affiliate Programs of the HBASC

SC Builders PAC, SC's political action committee, is an essential part of the advocacy program. SC Builders PAC provides contributions in support of pro-housing candidates to local and statewide offices, as well as to the SC Legislature. Visit [hbaofsc.com/sc-builders-PAC](http://hbaofsc.com/sc-builders-PAC) for more information or to make a donation.



Southern Builders Network is a highly intensive, comprehensive educational experience reserved for home building professionals. Southern Builders Network provides the perfect platform to meet with the state's leading suppliers, service providers, trade contractors, distributors and national brands.



**southern**  
builders network

SC Builders Care. HBA members strive to build a better future through active participation in community service projects that support and promote the physical, emotional, and social well-being of South Carolina families. Local associations all work to support and develop the future of SC's construction workforce.



## Welcome to the Federation!

Members automatically receive local HBA and HBASC print and e-publications, including South Carolina Builder Journal Magazine. You will also receive NAHB's Builder Magazine, but you must sign up to receive NAHB's various e-publications at [www.NAHB.org/en/news-and-publications/publications/e-newsletters](http://www.NAHB.org/en/news-and-publications/publications/e-newsletters).

Your local HBA, HBASC and NAHB hold many committee and board meetings each year. If you're interested in the governance of your association, or if you're looking for a way to get to know your peers who share similar interests, join a committee.

To learn about all the ways you can become involved – from social to business enhancing activities – contact your local HBA executive officer, HBASC or NAHB.



# Local HBA



The Home Builders Association of South Carolina has 15 local home builders associations and more than 3,000 members across South Carolina. Membership begins at the local HBA level, so please contact the HBA in your area to join or for more information about how your membership can work for you.

Home Builders Association of Aiken County  
803-646-9706  
aikenbuilders.com

Home Builders Association of Anderson  
864-226-0347  
hbaofanderson.com

Charleston Home Builders Association  
(Berkley, Charleston & Dorchester)  
843-572-1414  
charlestonhomebuilders.org

Home Builders Association of Cherokee County  
864-487-3477

Building Industry Association of  
Central South Carolina  
(Newberry, Fairfield, Lexington, Richland, Kershaw,  
Sumter & Clarendon)  
803-256-6238  
columbiabuilders.com

Home Builders Association of Greenville  
(Pickens, Greenville & Laurens)  
864-254-0133  
hbaofgreenville.com

Hilton Head Area Home Builders Association  
(Beaufort, Colleton, Hampton & Jasper)  
843-681-9240  
hhahba.com

Horry-Georgetown Home Builders Association  
843-438-4124  
myrtlebeachhomebuilders.org

Lakelands Home Builders Association  
(Abbeville, Greenwood, McCormick & Saluda)  
864-229-7722  
lakelandshba.com

Home Builders Association of Lancaster County  
803-285-2600

Home Builders Association of Oconee  
864-882-1657  
oconeehba.org

Home Builders Association of  
Orangeburg-Bamberg-Calhoun  
(Orangeburg, Calhoun, Bamberg, Barnwell & Allendale)  
803-534-7274

Home Builders Association of the Greater Pee Dee  
(Darlington, Marion & Florence)  
843-665-5885  
hbapeedee.com

Home Builders Association of Greater Spartanburg  
(Spartanburg & Union)  
864-583-5471  
hbaspartanburg.com

Home Builders Association of York County  
803-328-8460  
hbayc.com