

Membership Cup Award - 2023 Application
1201 15th Street NW
Washington, DC 20005
1-800-368-5242

ID: MA17228

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

Membership Cup Award

Contact Information

<i>First Name:</i>	Kelsey
<i>Last Name:</i>	Grow
<i>Title:</i>	Executive Officer
<i>Company/Organization:</i>	New River Valley HBA
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Home Builders Association (HBA) Details

<i>Association Name:</i>	New River Valley HBA
<i>Association Number:</i>	4837
<i>Website:</i>	www.nrvhba.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 NRVHBA Membership Plan continues to build each year and is based upon the belief that membership is the foundation of a successful association helping us to grow, provide more opportunities for members, and be more visible in our community. The membership plan is developed each year by the Executive Officer with assistance from the Board of Directors and Membership Committee.

Our Board of Directors has set out three goals set during our annual planning retreats over the past several years: improving the overall health and growth of the organization, developing fresh ideas and being open to change, and bringing in renewed engagement from long-time members of the association. Our membership drive and established membership committee help bring in new members, therefore growing the association. Our new member engagement and communication plan, new member welcome event, and orientation presentation help engage our new members which leads to fresh ideas and better retention, therefore improving the overall health of the organization. Bringing in new members with fresh energy and ideas, and having a committee ambassador program, helps to reenergize and reengage our long-time members. These targeted ideas, engagement, and communication with members helps the HBA work towards achieving these goals.

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 2022 plan goals were met and exceeded! Our first goal was to hold a Membership Drive in September of 2022 and bring in 20 new members for the year. We on-boarded 30 new members September and 59 new members by year-end, with a total increase of 36.6% over our 2021 figure. We have utilized the NAHB Drive Training model over several drives with great success. Our top recruiter, Justin Boyle, was recognized as a top recruiter in the country and won the trip to Napa. Justin was also named the 2022 HBAV Builder of the Year, highlighting how valuable his efforts are locally and across the State. Our second goal was to establish a membership committee ambassador program to help increase our retention to 90%. Our retention rate at the end of 2022 was 90.2%, an increase of 0.8% from 2021. The committee has 9 people and is intentionally populated with mostly non-board members. Each committee member is assigned 16-20 members to communicate with throughout the year. Additionally, we succeeded in implementing a one-year member communication plan through Growthzone, created a member orientation presentation and held a new member social, with 100 attendees and both new and veteran members.

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

Recruitment and retention are included as a focus in all of our events, including our Home Expo, Awards Gala, Golf Tournament, and member networking events. Through

our committee ambassador program and the one year new member engagement plan, we are actively engaging with new and current members to attend events, provide feedback, and volunteer or join committees. Members of the membership committee also regularly attend events to reinforce that connection to their assigned members and our membership committee chair reports on committee activities at each board meeting. The Member Orientation Presentation includes highlights of all NRVHBA activities and events, as well as encourages committee participation in order to better acclimate new members to the organization. The member orientation program is also open to all members of the association to keep them up to date on member benefits – new and old. In 2022, we had 15 members take on a new committee roll. We have also had 2/3 of our new members participate in various events since joining. All of this helps to improve the overall health of our organization and preparing for future involvement and leadership.

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

Our membership plan is heavily reliant on a wide range of participation in order for it to be successful, which was intentional as we are a small market but have high aspirations. As mentioned, our membership committee is made up of 9 members and includes new members, veteran members, builders, and associates. The majority of the members are not board members. This is a significant shift from years' past where staff and board members were responsible 80-90% of the HBA's body of work. We implemented a number of new events in 2022 including Hard Hat Happy Hours, which provides a casual networking opportunity for all types of members and their employees, and a Cornhole tournament/family picnic that is designed to appeal to members with younger families. We also acknowledged that not every member is available in the evening so we added programming during breakfast and lunch hours. Finally, our Member Orientation presentation is geared towards all members, whether builder or associate, owner or employee. Attendance mix at the Orientation is designed to include both new and established members in hopes that they will network together and create relationships that will encourage retention.

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

Our plan has, by design, a multi-year focus that includes short-term goals. For example, one of our overall goals for the association is to encourage more involvement from new members. By implementing short-term goals such as GrowthZone, efforts from the Membership Committee, and the New Member Orientation, we have been able to engage dozens of new members and effectively double overall attendance during our networking events. Another association goal is to improve overall health and growth of the organization. To achieve this, we have utilized periodic membership drives which are "staffed" by teams of existing members to identify and contact prospects with the goal of turning them into new members. In order to keep the drives light and engaging, we developed a system whereby callers are divided into teams, which generates the spirit of competition. Prizes are awarded to the top team and top overall recruiter, with a Stanley Cup-style trophy being awarded to the top recruiter. The trophy has the winner's name engraved on the back and will be held by that

individual until the next drive. All of this is done in a lighthearted manner with emphasis on the health of the organization.

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.):

Our membership plan has 6 goals with significant emphasis on both recruitment and retention. Our membership drive, membership committee, engagement/communication, and new member event all help in recruitment goals. Recruiting is an ongoing focus even when we don't have a drive scheduled. Existing members who are personally invited to events are more engaged and effective at recruiting additional members. When our new and current members attend a new member event they see firsthand the excitement that new people and ideas bring, which leads to them sharing their experience with non-members.

Three goals are focused on member retention: implementing a membership committee ambassador program, implementing a one-year new member engagement and communication plan through GrowthZone, and developing a membership orientation presentation. Membership committee members are responsible for reaching out and communicating with an assigned group of members. Throughout a member's first year, they receive several different types of communication from various people in the organization, including the Executive Officer, the President, and their assigned membership ambassador. We also developed our first membership orientation program with the first orientation scheduled in March of 2023. Each of these initiatives help us keep in constant communication with our members, which is key to retention.

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):

Throughout our recruiting and retention efforts, we are constantly promoting the 3-in-1 membership as a key part of the value of membership, and have modeled our advocacy, education, and subject matter expertise efforts after those at the national and state levels. We consistently send our members to IBS and had one member qualify for the Napa trip last year. Our membership committee is well versed in the Member Rebate program and uses its benefits as a means to recruit new members, and our membership drives typically result in several of our members either establishing or increasing Spike status. We have a link to the Benefits page on the main page of our website, which then highlights each level of benefit from the local to the national level, and each level has subheadings that further explain the benefits. This makes it very easy for a member or prospective member to access information. We also include detailed information on the 3-in-1 membership in the member orientation presentation, and highlight various state and national benefits in our member e-newsletters.

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

We are thankful to be considered for the NAHB Membership Cup for the second

consecutive year. Our heavy focus on recruitment and retention of members, plus our numerous events, programs, and educational opportunities, provide significant value for our members' dues. Our 2022 Membership Plan has been a culmination of our efforts toward creating a better foundation for our association. We realize that increasing membership helps revitalize our efforts to support and promote our members, ensures a successful future with new people and ideas, reenergizes our current members and encourages involvement, and ensures the NRVHBA is a vital part of our community. In August of 2019, we had 85 members. Through a targeted effort to recruit and retain our membership, we have effectively doubled our membership over the course of 3 years, all with a staff of one and completely volunteer-based board of directors. This would not be possible without the drive and team spirit that exists amongst our board, volunteers, and new and long-time members. This momentum will keep motivating us to continue to build our foundation and work towards generating targeted strategies to fulfill our mission. Thank you for recognizing our efforts for the second year in a row!

Supporting Documents Uploads (PDF or MS-Word Format)

<i>Upload a written membership plan:</i>	2022NRVHBAMembershipPlan.pdf
<i>Supporting Document #1:</i>	2022NRVHBAMembershipDrivePlan.pdf
<i>Supporting Document #2:</i>	2022NewMemberOneYearEngagement andCommunicationPlan.pdf
<i>Supporting Document #3:</i>	2022CommitteeAmbassadorPlan.pdf
<i>Supporting Document #4:</i>	CurrentMembershipOrientationPresentation.pdf
<i>Supporting Document #5:</i>	2022MemberBrochure.pdf
<i>Supporting Document #6:</i>	2022EventFlyers.pdf



MEMBERSHIP PLAN

Updated 2022

NRVHBA Association Goals tied to Members:

1. Improve overall health and growth of the association.
2. Have continuous communication with all members from both staff and their peers.
3. Have more involvement from new members in association events, committees, and activities to help encourage the development of new ideas.
4. Bring renewed engagement from long-time members of the association.

NRVHBA Membership Plan Goals:

1. Hold a Membership Drive in September of 2022 and bring in twenty new members for the year.
2. Establish a Membership Committee with at least seven members and implement an ambassador program to help increase retention rate to 90%.
3. Utilize the new GrowthZone software system to implement a One Year New Member Engagement and Communication Plan
4. Actively engage new members to become involved in the association by attending events, volunteering, or joining committees.
5. Create a Membership Orientation Program to present to membership committee and then full membership.
6. Have a yearly new member welcome event.

Goal Implementation:

- Membership Drive
 - Hold in September
 - Use the same drive process as in previous years (NAHB drive training from 2019)
 - Twenty new members
 - Continually recruit throughout the year outside of the main drive month
 - Create and order marketing materials to be able to bring to community events.
 - Logo tablecloth
 - Tabletop member benefits sign
 - Member Brochure
 - Can also place these at local building supply stores so that contractors can pick them up when picking up orders.
 - Create written membership drive plan to be utilized and updated each year.



- Membership Committee and Ambassador Program
 - Have full membership committee by the start of 2022.
 - Continually recruit for new members to the committee as needed.
 - Each committee member to be assigned 15-20 members (adjusted based on total membership and number of ambassadors)
 - Create written plan for Ambassador program and communication expectations.
 - Goal of 90% retention rate by end of 2022
 - Achieve through the new ambassador program and new member engagement plan.
- GrowthZone Update and New Member Engagement
 - Have Board authorize investment in GrowthZone software and new website.
 - Have system up and running by August 2022 and ready for the membership drive.
 - Update New Member Engagement Plan
 - Utilize past outline as a guide to update and include changes with the ambassador program and the GrowthZone automation system.
 - Have plan in place by the end of August 2022, so that new members in September can be part of the new communication process.
- Engaging with New Members
 - New website to streamline member event and benefits information.
 - Ambassador program to ensure consistent communication throughout the first year of membership.
 - Include diverse types of events during the year.
 - Breakfast, lunch, and evening events to better accommodate more people.
 - Implement events that allow for association updates to keep members up to date on various activities outside of email updates.
- Membership Orientation Presentation
 - Create presentation to first present to full membership committee in summer of 2022.
 - Will ensure that all membership committee members/ambassadors are up to date on all member benefits at a local, state, and national level, are aware of the annual event schedule, and familiar with how the association is run from a staffing and volunteer/committee standpoint.
 - Schedule first orientation to the membership for early 2023 once EO is back from maternity leave.
 - Make presentation accessible for both new and veteran members.
 - Benefits are changing all the time.
 - Encourage veteran members to join the orientation to refresh their knowledge on the work of the association and their member benefits.
 - Plan for board members and committee members to also be a part of the presentation.
 - Members hearing from their peers works best.
 - Pair members who present with topics they are enthusiastic about.
 - i.e., Steve to talk about state advocacy, Sean to talk about NAHB benefits, etc.



- New Member Welcome Event
 - Schedule for November (close to end of Drive)
 - Free to attend.
 - Send personal invites to all new members from 2022.
 - From both EO and ambassadors
 - Have it tied to a Hard Hat Happy Hour, but more included with attendance.
 - Have appetizers and drink tickets.
 - Get slightly higher sponsorship.
 - Send event invitation out to full membership to also encourage veteran members to attend.
 - Schedule for after a board meeting to ensure all board members are also in attendance.
 - Have something on nametags of new members to draw attention to the fact they are new members.
 - Announce all new members in attendance and point them out/have them raise their hands/etc.
 - Gives the chance to put a face to a name in front of a lot of members.

2022 NRVHBA Membership Drive Plan

- Select 4 team captains from the membership committee, who then create teams to recruit new members for the drive.
- Staff to compile and update target lists
 - Receive lists from board and membership committee members of businesses they work with who are not members
 - Pull previously dropped (Expired) member list from WMS
 - Get updated Class A and B Contractor lists from DPOR
 - Browse local chamber of commerce directories for active businesses who would be a good fit for membership
- Compile lists together, and give each team a starting target list of companies.
 - If a member on that team has a contact at the company, that company would be included on their list. This helps streamline the process, so that our recruiters immediately have a contact to go to and connect with when talking about membership.
 - Pull all lists together for one master list that all teams have access to look at.
- Allocate points for each member recruited
 - 1 point for each associate member
 - 2 points for each builder or technical trades member
 - Goal is to incentivize recruiting more builder and technical trades members.
- Run a special giving all new members a \$50 discount on their first year of membership if they signed up during the month of September.
- Schedule Three Drive Call Days in the month of September
 - This is done so that members could make the initial contact and then have time throughout the month to follow up to give a better chance of the member being recruited.
 - Each recruiter is required to sign up for at least two shifts during the month. By setting aside the time to make these calls/send emails, our recruiters will be able to connect with more companies than if they are given the task to do on their own.
- Recruitment Process
 - Each recruiter instructed to fill out a contact form for each company they contacted so that all other team members and recruiters could follow the progress and follow up if needed.
 - When they recruit a new member, they fill out a shortened version of our membership application and get a credit card number.
 - Staff then processes the application and payment.
- Drive Prizes
 - Top team gets a free private tasting event at a local distillery
 - Top recruiter gets the “Crushed It” Top Recruiter Trophy (stanley cup style) that will be handed to each top recruiter in the future.

New Member One Year Engagement and Communication Plan

Utilizing Growthzone

Updated and Finalized August 2022

Step One

Timing: One Day after member approval in the system

Task: Send New Member Welcome Email from Staff

- Include introduction and contact information for staff and executive board members
- Include links to social media pages and Facebook Group
- Offer to schedule a time to meet with staff
- More information to come over the next several weeks

Step Two

Timing: wait three days

Task: Reminder from system to retrieve NAHB Pin information from WMS and email to New Member

- Include Member PIN and login instructions to the NAHB website
- Include overview of NAHB member benefits and links to appropriate pages on NAHB website

Step Three

Timing: Wait 7 days (1.5 weeks after joining)

Task: Send Info Hub Email

- Information on how to create a login to the NRHVBA website member Info Hub
- Includes details on various resources available to the member in the member only hub (directory listing, resources, events, news, etc.)

Step Four

Timing: Wait 14 days (three weeks after joining)

Task: Send Events Email

- Include link to member login page
- Include link to online event calendar

Step Five

Timing: Wait 14 Days (five weeks after joining)

Task: Send Directory Reminder Email

- Reminder to personalize their directory listing with company information, images, links, and more.
- Link to the login page

Step Six

Timing: wait one day (five weeks after joining)

Task: Reminder from system to have committee member reach out to new member

- Reminds staff and committee to assign the new member to a committee ambassador
- Staff sends contact information to committee member
- Committee member then reaches out to welcome them to the association, check in on any needs, invite them to upcoming events, etc.

Step Seven

Timing: Wait four weeks (9-10 weeks after joining)

Task: Send Getting Involved Email

- Information about association various committees
- Include information about the benefits of getting involved with the association and other members

Step Eight

Timing: Wait four weeks (3.5 months after joining)

Task: Notification from system to send letter from the President (via mail)

- See example of letter at the end of document

Step Nine

Timing: Wait 6 weeks (5 months after joining)

Task: Send Volunteer Email

- Include information about various volunteer opportunities
- Include link to volunteer interest form

Step Ten

Timing: Wait four weeks (6 months after joining)

Task: Reminder from system for check-in call

- System sends staff a reminder for new member to receive a check-in call from committee ambassador
- Staff notifies ambassadors of members to contact and check in with at their 6 month mark at next committee meeting
 - o Committee ambassador calls to check in to see if member needs anything, has questions, invite to an upcoming event, etc.

Step Eleven

Timing: Wait 8 weeks (8 months after joining)

Task: Send New Member Survey Email

- Check in from staff to make sure we are meeting their needs and they are getting the most out of their membership
- Include link to survey
 - o Include questions about event attendance, feedback about events, benefits, and anything else they would like to comment on.

Step Twelve

Timing: Wait 6 weeks (9.5 months after joining)

Task: Pre-renewal check in call from ambassador reminder

- Notification from system to have ambassador check in with the new prior to their renewal notice going out.
- Staff to give list to ambassadors at committee meeting.



New River Valley Home Builders Association
PO Box 2010, Christiansburg, VA 24068
P: 540-443-0090 | info@nrvhba.com
www.nrvhba.com

Dear Debbie:

Welcome to the New River Valley Home Builders Association; we are glad you made the decision to join as your membership will open professional doors and provide opportunities for personal growth. Membership in the NRVHBA or any professional organization is a give-and-take relationship so be sure to take advantage of the Association's benefits, and please contribute your unique experience, talent, and knowledge to the organization. Your contribution will be returned to you many times over.

If you would be interested in getting involved, please let us know. We have many committees that are always looking for new volunteers. We also hope that you will be able to join us at our next upcoming events:

- Cornhole Tournament & Member Picnic on Friday June 24th at 1:00pm at ABC Supply Co.
- Touch-a-Truck NRV on Saturday August 13th at 10:00am at Uptown Christiansburg
- Hard Hat Happy Hour on Thursday August 18th at 5:00pm at Iron Tree Brewery

For more information and to register, please visit our website at www.nrvhba.com or reach out to our Executive Officer, Kelsey Grow at kelsey@nrvhba.com.

We hope your NRVHBA membership is both valuable and enjoyable. If you need anything, please do not hesitate to reach out.

Sincerely,

Justin Boyle
President, New River Valley Home Builders Association
540-230-5470
justin@greenvalleybuildersinc.com

Committee Ambassador Plan

Updated June 2022

Goal: To have committee ambassador act as a liaison and resource for members

Implementation:

- Have at least 7 members on the membership committee
- Assign 15-20 members to each committee member (total number dependent on total membership count)
- Required contact from ambassador (ambassador can do more)
 - o Veteran Members
 - Pre-renewal check in contact
 - Thank you for renewing contact
 - Applicable event invite one time during the year
 - o New Members
 - Welcome Call
 - 6-month check in contact
 - Pre-renewal check-in contact
 - Thank for renewing contact
 - Invite to new member event
 - Any other applicable event invites
- Each Ambassador is required to attend at least one event per quarter and help introduce any new members to other members at the event.

At each committee meeting:

- Staff to provide the following information to ambassadors
 - o List of New Members since last meeting
 - o List of renewed members since last meeting
 - o List of dropped members
 - o List of past due members since last meeting
 - o Upcoming Events list and information
 - o New Member Communication
 - List of New Member Check-In Calls
 - List of 6-month check-in calls
 - List of pre-renewal check-in calls
 - Invite to new member welcome event

New Ambassador Onboarding:

- Staff and Committee Chair to meet with any new committee members
- Discussion to include:
 - o Information on new member communication plan
 - o Process for Member Renewals (so they know when staff is connecting with them)

- Briefly run through the member orientation presentation to refresh member on local, state, and national benefits.
- Answer questions from member regarding any benefits, events, or member processes.

Member Orientation

Three-in-One Membership



- ▶ Headquartered in Washington DC
- ▶ Founded in 1942
- ▶ Has over 140,000 Members
- ▶ Has a professional staff of more than 200
- ▶ One of the most influential trade organizations in the world



**National Association
of Home Builders**



- ▶ Five pillars of membership
 - ▶ Advocacy
 - ▶ Expertise
 - ▶ Knowledge
 - ▶ Networking
 - ▶ Savings



As part of your membership with your local HBA, you have access to the NAHB Member Advantage Program. As an NAHB Benefit, members have access to discounts and saving opportunities offered by many top companies





Search website by keyword



Shop

Welcome, Kelsey

JOIN NOW

NAHB Community

News and Economics

Advocacy

Education and Events

Why NAHB

Building Homes, Enriching Communities, Changing Lives

The National Association of Home Builders represents the largest network of craftsmen, innovators and problem solvers dedicated to building and enriching communities.

Housing's Top Priorities for the 2022 Legislative Conference



NAHB members are encouraged to attend a live webinar on Thursday, May 12, to learn more about the key issues to share with their legislators. Policy experts will discuss key points about skyrocketing building material prices and deteriorating housing affordability conditions, among several other critical topics.

[Learn more and register](#)

Latest News

May 09, 2022

Kansas Governor Signs Affordable Housing Bill

May 06, 2022

NAHB Announces Best of 55+ Builder of the Year and For-Sale Community of the Year

May 06, 2022

Popular NAHB Business Management Live Online Courses Return in May

May 05, 2022

Agencies Issue Joint Proposal to Modernize Community Reinvestment Act Regulations

May 05, 2022

Thousands of Students Take on the Trades in Iowa

[View all](#)

- ▶ Based in Richmond, VA
- ▶ Founded in 1956
- ▶ Has over 2,700 Members
- ▶ Has a professional staff of five
- ▶ 13 local associations are a part of HBAV
- ▶ Influential trade organization at the General Assembly and various regulatory bodies





- ▶ Advocacy
- ▶ Education
- ▶ Networking
- ▶ Insurance
- ▶ Discounts

HBA REBATES



**WANT TO START GETTING
MONEY BACK FOR PRODUCTS
YOU ALREADY USE?**



**FREE MEMBER BENEFIT OF
YOUR STATE & LOCAL HBA**

HBAVrebates.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 2021 WAS:**
\$1,582.20

HBArebates.com
info@HBArebates.com



866.849.8400
@MemberRebateProgram

PARTICIPATING MANUFACTURERS



AFFILIATE PARTNERS

BUSINESS THAT PROVIDE A VALUE-ADDED BENEFIT TO HBA MEMBERS



**HAVE YOU CLAIMED YOUR
2021 BPA YET?**

INCLUDED 100% WITH YOUR HBAV MEMBER BENEFIT

GO TO SBGPINC.COM AND CLICK:



REDEEM YOUR BPA

OR TYPE: BIT.LY/3KT8V4V IN YOUR INTERNET BROWSER

HBAV has been working with our exclusive, private partner, Small Business Growth Partners (SBGP) to help our members reach maximum growth and potential through their one of a kind BPA Process. This has been refined for over 10 years of working exclusively with Builders, Remodelers & HBA Associate Members.

What is a BPA?

A BPA (Business Plan of Actions) is a 3 yr & 12 month roadmap for you and your business, addressing your:

SMALL BUSINESS
GROWTH PARTNERS



MARKETING + LEAD FLOW



SALES + SALES PROCESS



MARGINS + PROFITABILITY



TEAM, HIRING + COMMUNICATION



PROCESS + SYSTEMS



SUCCESSION PLANNING

CULMINATING IN A 40+ PAGE STEP-BY-STEP PLAN FOR YOU & YOUR BUSINESS



- ▶ Founded in 1976
- ▶ Currently has 172 members
- ▶ 1/3 are considered Builder Members, 2/3 Associate members
- ▶ One staff person
- ▶ 15-member Board of Directors comprised of at least 50% Builder Members



- ▶ Respected voice of the industry
- ▶ Representation
- ▶ Support and Promote
- ▶ Give Back

Local Involvement and Benefits

Advocacy

- ▶ Building relationships
- ▶ Collective voice

Information & Resources

- ▶ Up to date on legislative and regulatory changes
- ▶ Regular email communication with industry news
- ▶ Resource for YOU

Local Involvement and Benefits

Marketing

- ▶ Online Directory
- ▶ E-Newsletters
- ▶ Social Media
- ▶ Sponsorships
- ▶ Discounted Event Opportunities

Giving Back

- ▶ Annual Scholarship
- ▶ Donation Drives
- ▶ Workforce Development



LET'S DONATE!

Do you have unused or lightly used building materials, supplies or appliances?

When NRVHBA Members donate items to the ReStore and specify that they are with the NRVHBA with a sticker on donated items, the ReStore and the NRVHBA will split the proceeds on the sales of those items.

What do you need to do?

- Request Item Stickers (email kelsey@nrvhba.com)
- Place sticker on each item to be donated
- Drop off items at the ReStore or coordinate a pickup
- If donating large items or many items, coordinate a time for drop off or pickup with the ReStore to allow for adequate storage space

All donations are subject to ReStore staff approval
Ready to donate? Email kelsey@nrvhba.com

[Home](#)[About](#) ▾[Members](#) ▾[Events](#) ▾[News](#)[Workforce Development](#) ▾[Join Today!](#) ▾

Welcome to the New River Valley Home Builders Association

[Find a Professional](#)[Member Login](#)

Networking & Events

- ▶ Educational
 - ▶ Member Breakfasts
 - ▶ Lunch and Learns
- ▶ Sporting
 - ▶ Cornhole Tournament
 - ▶ Golf Tournament
- ▶ Networking and Member Events
 - ▶ Excellence in Building Awards Gala
 - ▶ Member Picnic
 - ▶ Holiday Dinner
 - ▶ Hard Hat Happy Hours
- ▶ Community Events
 - ▶ NRV Home Expo
 - ▶ Touch-a-Truck NRV

2023 Tentative Calendar of Events

April

1-2: NRV Home Expo
28: Annual Awards Gala

May

16: Member Breakfast:
Legislative Update

June

22: Member Picnic and
Cornhole Tournament

August

12: Touch-a-Truck
17: Hard Hat Happy Hour

September

TBD: Member Breakfast

October

5: Golf Tournament

November

8: Hard Hat Happy Hour

December

5: Holiday Dinner &
Membership Meeting





There is only one way our organization can succeed. We need you and your team members to get involved!

Be a participant and not just an observer!

Get Involved!

- ▶ Attend an Event
 - ▶ Hard Hat Happy Hour
 - ▶ Annual Excellence in Building Awards Gala
 - ▶ Golf Tournament
- ▶ Participate in an Event
- ▶ Volunteer for an Event
- ▶ Volunteer for a Committee

Committees

- ▶ Membership
- ▶ Workforce Development
- ▶ Government Affairs
- ▶ Event Planning



Meet the Staff & Volunteers!

Staff



Kelsey Grow
Executive Officer

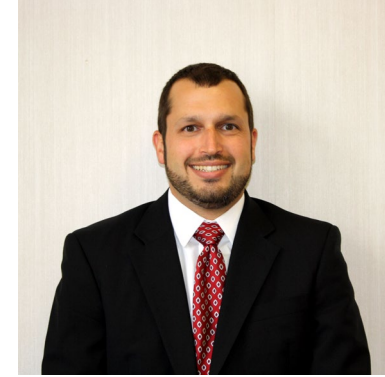
Executive Board



Justin Boyle
President



Ian Friend
Vice-President



Philip Walker
Treasurer



Austin Hauslohner
Secretary



Jeff Nosenzo
Immediate Past President

Questions?

Contact Information

Kelsey@nrvhba.com

info@nrvhba.com

(o) 540-443-0090

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Mailing Address:

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2200 Kraft Drive Suite 1050 Blacksburg, VA 24060

ABOUT US

The New River Valley Home Builders Association, Inc. (NRVHBA) is a professional trade association affiliated with the National Association of Home Builders (NAHB) and the Home Builders Association of Virginia (HBAV) and is dedicated to being the respected voice of the residential & commercial building industry in southwest Virginia. The mission of the NRVHBA is to represent the interests of residential & commercial builders, developers, and remodelers, as well as suppliers, subcontractors, and related service providers. In serving our members, we strive to advocate for the construction industry, educate our community, pave the way for the future in trades education, and give back to the New River Valley through charitable efforts and scholarships.



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TYPES OF MEMBERSHIP

Builder Member

Any person, firm, or corporation in the business of building/remodeling single/multi-family residential units or commercial structures, general contractors, and developers.

Associate Member

Any person, firm, or corporation engaged in trade, service, industry or professional businesses allied with the building industry.

Annual Dues \$595

(Dues are split between the local, state and national associations)

3-in-1 Membership

When you join the NRVHBA you automatically become a member of the Home Builders Association of Virginia (HBAV) and the National Association of Home Builders (NAHB). Your membership with the NRVHBA brings benefits from all 3 organizations and a **POWERFUL COLLECTIVE VOICE** for your industry.



Learn more and apply today:

WWW.NRVHBA.COM

LOCAL INVOLVEMENT AND BENEFITS

Networking and access to builders, contractors, developers, suppliers and industry associates

Advocacy on your behalf with local government elected officials and staff

Giving back to the community through scholarships, charitable activities and workforce development initiatives

Marketing your business to fellow members via our online directory, newsletters, social media pages, sponsorship opportunities and discounted event opportunities.

COMMITTEES

Participation in an NRVHBA Committee is an excellent way to get involved, provides great networking opportunities and gives the chance to support the efforts of the home building industry.

Membership
Workforce Development
Government Affairs
Builders Care
Event Planning

EVENTS



EXCELLENCE IN BUILDING AWARDS GALA
GOLF TOURNAMENT
PAINTBALL OUTING
CORNHOLE TOURNAMENT
TOUCH-A-TRUCK NRV
NRV HOME EXPO
NETWORKING MIXERS
BUILDER'S BREAKFAST
BUILDING A BETTER BUSINESS



NAHB BENEFITS AT A GLANCE

- Legislative and Regulatory Advocacy at the Federal Level – 2020 efforts saved builders an average of \$6,000 per housing start!
- Educational Programs - in person & online
- Professional Designations
- Access to expert staff advisors

HBAV BENEFITS AT A GLANCE

- Legislative and Regulatory representation at the State Level
- Statewide housing industry events
- Building materials rebates
- Insurance

PERKS! MEMBERS HAVE ACCESS TO MAJOR DISCOUNTS AND REBATES SUCH AS:

- Extra 2% statement credit at Lowes.
- \$500 savings on select GM vehicles
- Save \$2,000 or more on Nissan/Infiniti vehicles
- NAHB Member Advantage discounts with Amazon Business, Houzz, UPS, Dell, and much more!
- HBAV Rebate program saves builder and remodeler members an average of \$1,495 a year!
- And More!





Meet and Mingle
with fellow NRVHBA
members!

NRVHBA HARD HAT HAPPY HOUR

August 18 | 5:00 PM

Iron Tree Brewery | Christiansburg

Sponsored by:





NEW MEMBER WELCOME EVENT!

Meet and Mingle with our
new members from 2022!

NRVHBA HARD HAT HAPPY HOUR

Sponsored by:

CMG
HOME LOANS
NMLS 1820

November 16 | 5:00 PM – 7:00 PM
JH Bards Spirit Co. | Radford
Free to Attend | RSVP Required



NRVHBA BUILDER'S BREAKFAST

Building Materials & Supply Chain Issues and Updates

MARCH 9, 2022

HOLIDAY INN CHRISTIANSBURG/BLACKSBURG

99 BRADLEY DRIVE

7:30 AM - NETWORKING & BREAKFAST

8:00 AM - PROGRAM

After an association member update, hear from your fellow members about the local, state and national market conditions of different building materials and supplies, what to expect in 2022, and what our builders and tradespeople can do to prepare their businesses and client expectations for the issues that may arise or continue throughout this year.

Member Exclusive Event. All Members Welcome!

\$12 per member

Register no later than March 2nd at nrvhba.com



Thank you to our Sponsor:





NRVHBA

NEW RIVER VALLEY HOME BUILDERS ASSOCIATION

JOIN US FOR AN AFTERNOON FILLED WITH STRATEGY, FUN
AND A LOT OF PAINT!

PAINTBALL OUTING

FRIDAY MAY 13TH | WOLF'S RIDGE PAINTBALL
REGISTRATION - 12:30PM | EVENT START - 1:15PM
RAIN DATE - FRIDAY MAY 20TH

\$50 PER PLAYER | SPONSORSHIPS AVAILABLE
Don't miss out! Register at www.nrvhba.com

Cornhole Tournament



Member Picnic

sponsored by:



\$100 per team (two players)
includes entry for member picnic

\$500 GRAND PRIZE!

sponsored by:



\$25 per person
includes food, drink, music and fun!

***Bring your team for fun afternoon
to network with fellow members!***

**Lane Sponsorships
available**

**JUNE 24 | 1PM
ABC SUPPLY CO.
680 SCATTERGOOD DRIVE**

**Sponsorships and
Member Booth Space
Available**



NEW RIVER VALLEY HOME
BUILDERS ASSOCIATION PRESENTS

LUNCH & LEARN

MAKING YOUR CONTRACTS WORK FOR YOU

TUESDAY AUGUST 30TH | 12PM - 1PM
INCLUDES LUNCH

VT CORPORATE RESEARCH CENTER
1900 KRAFT DRIVE SUITE 1000
BLACKSBURG, VA 24060

SPONSORED BY:

COWAN PERRY PC

Members - \$10

Non-Members - \$15

RSVP at nrvhba.com by August 26th