

Membership Cup Award - 2022 Application
1201 15th Street NW
Washington, DC 20005
1-800-368-5242

ID: MA15498

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
<i>Address 1:</i>	PO Box 2010
<i>City:</i>	Christiansburg
<i>State:</i>	VA
<i>Country:</i>	US
<i>Zip:</i>	24068
<i>Telephone:</i>	5404430090
<i>Email Address:</i>	kelsey@nrvhba.com

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):

One of our main objectives since 2019 has been building up our membership and creating a membership plan. We believe that this is the foundation of a successful association and will help us grow, provide more opportunities for our members, and be more visible in our community. Following the success of our 2019 Membership Drive, we developed a membership plan in 2021 that would include a membership drive, a retention plan to follow throughout the year, and creating a standing membership committee by the end of the year. As a one-staff association, I have worked with our board of directors to encourage their active involvement in the recruitment and retention of members. We utilized our retention plan that includes a schedule of communications and surveys to our new members. This plan includes sending a welcome packet with membership details and benefits, a welcome letter from the President of the association, a welcome call from our membership committee, new member surveys, follow up communication and a follow up survey mid-way through their first year of membership.

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.):

One of our goals is to have more members who become actively involved in the work of the association to help feed into future board involvement. Through our efforts, we brought in 9 new committee members (all non-board members) to serve on our committees by the end of 2021. Another goal was to grow our association to be able to provide better services and benefits. This is a multi-year goal, but by the end of the year, we grew enough to be able to have a standing membership committee that is better able to keep up with constant individualized communication with our members. Another goal of our membership efforts is to be able to transition to an association membership software to free up some staff time to be able to better serve our members. While this was not achieved in 2021 due to timing, our efforts in 2021 and into 2022 have led us to be able to make this transition this current year. It is a constant work in progress, but many of our board would say that they are surprised and pleased with the direction the association has been heading as a direct result of these membership efforts.

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

The membership plan is integrated into all association activities because growing our membership is the foundation to being able to successfully achieve our mission and goals. By growing our membership, we can have more and new members involved in various committees and on our board to help sustain the organization into the future. We can also then have more resources to provide more benefits and services to our members. Then, by striving to stay in more continuous communication with each of our members, we are working to retain those current members and encourage them to

become involved by attending or volunteering for events, joining committees, or volunteering for board service.

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

During our drives, our recruitment teams work to have a diverse group of callers that represent our membership. It is always helpful to have builders involved to speak to those specific benefits, associates to associates, but also to have the perspective of both new and veteran members as they sometimes view the association different.

When working on retention, the main goal is to actively engage with all of our members, new and veteran, and encourage them to be involved in any way they are able to. By keeping up with continuous communication, we are constantly encouraging their involvement. Our membership committee is also made up of a diverse group of members. It is helpful to have all types of members so they can all speak to different viewpoints of the association and benefits they find the most useful. The goal of this committee is to have them be in constant communication with all of our members and be that resource for them.

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

The short-term initiatives would be to continually bring in new members and retain existing ones. Our multi-year membership development initiatives are to grow membership and actively engage with them to become more involved. We need to continuously look at the future of the association and need to always bring in new members who can help the association achieve its mission and goals. Additionally, by growing our association, we will have more resources to be able to provide more and better services to our members. This membership plan is the foundation of that and how we can reach those goals.

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.):

I would say the plan is balanced in its approach to both recruitment and retention. We specifically have laid out the plan to hold a drive every 12-18 months and then focus on retention during non-drive times. Of course, we are always actively recruiting, but not necessarily to the extent of a drive. Our region is fairly small and has a limited pool of companies to recruit as new members. Many of the companies that work in our area, come from outside the area where they are members of another association. We are still working to grow the workforce in the NRV to account for the loss of companies after 08/09, so we have to be wary of pushing with drives too hard and too often. We have found the 12-18 month timeframe works well for our area at the moment. Because of this, we also have the time to focus on retention in between drives to continually keep our membership numbers up.

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):

Through our membership drives and then the member welcome packet, we continuously advocate for the core benefits and services of the three memberships. During our membership drives, our recruiting volunteers use those benefits as selling points to membership. They are also given information on all of the benefits that they can reference when they are making their calls in order to answer any questions or delve deeper into a benefit that may be more important to one member. When a member joins, they receive a welcome packet that goes into all of the benefits and services of each association.

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

Our association has worked really hard on focusing on membership retention and growth over the past three years. Prior to 2019, we consistently were around 85-90 members. Through the efforts we have put into focusing on membership, we have grown our association to 130 members, an over 50% increase, while also keeping our retention close to 90% over the last year. This is a direct result of the efforts we have put into focusing on membership. This drastic increase in membership each year has also provided much needed momentum for our current and new members to become more actively engaged and involved in the association. Membership is a continuous work in progress, especially given the challenges the industry has faced over the last few years, but by focusing on this as the foundation to how we can grow and be a successful organization, our efforts have surpassed what many of us thought we could achieve. We thank you for recognizing our efforts!

Supporting Documents Uploads (PDF or MS-Word Format)

Upload a written membership plan: NRVHBAMembershipPlan.pdf

Supporting Document #1: 2022NewMemberInformationPacketreduced.pdf



MEMBERSHIP PLAN

Updated 2022

The NRVHBA membership plan includes the following action items:

1. Hold a Membership Drive every 12-18 months.
2. Actively focus on membership retention throughout the year.
3. Continually follow the retention plan for members (plan on next page).
4. Continually recruit new members.
5. Actively engage new members to become involved in the association by attending events, volunteering, or joining committees.
6. Have a continuous membership committee throughout the year.
7. Have a yearly new member welcome event.

The above action items will help the association attain the following goals:

1. Have more members become involved in committees to help feed into board service.
2. Grow our association to be able to provide better services and benefits
3. Transition to an association membership software to free up staff time to be able to better serve our members
4. Having a continuous membership committee throughout the year to help with communication to current and new members

2022 New Member Information Packet



NEW RIVER VALLEY HOME BUILDERS ASSOCIATION

PO BOX 2010 CHRISTIANSBURG, VA 24068
540-443-0090
WWW.NRVHBA.COM

2022 Board of Directors

President

Justin Boyle, Green Valley Builders

justin@greenvalleybuildersinc.com

Vice-President

Ian Friend, SAS Builders

ifriend@sasbuilders.com

Treasurer

Philip Walker, National Bank

pwalker@nbbank.com

Secretary

Austin Hauslohner, Setter Construction

austinh@setterconstructionllc.com

Immediate Past President

Jeff Nosenzo, Brown Insurance

jnosenzo@llbrown.net

Board Members

Sean Beliveau, Slate Creek Builders

sean@scbhomes.com

Stephanie Bell, Gay and Neel

sbell@gayandneel.com

Reid Broughton, Sands Anderson

rbroughton@sandsanderson.com

Jason Hardy, Carter Bank and Trust

Jason.hardy@cbtcares.com

Cassidy Jones, Slate Creek Builders

Cassidy@scbhomes.com

Chris Pfohl, Rome Mechanical

cpfohl@verizon.net

Steve Semones, Balzer & Associates

ssemones@balzer.cc

Ed Tuchler, Shelter Alternatives

edt@shelteralternatives.com

James Ulmer, Back to Nature

jamesu@backtonaturelandscaping.com

Landscaping

Cat White, Tyris Homes

catwhite@pemtel.net

Kelsey Grow, Executive Officer

kelsey@nrvhba.com



NEW RIVER VALLEY HOME BUILDERS ASSOCIATION

2022

CALENDAR

FEBRUARY

8-10 International Builders
Show
Orlando, FL

MARCH

9 Builder Breakfast
23 Hard Hat Happy Hour

APRIL

9-10 NRV Home Expo
29 Excellence in Building
Awards Gala
Eastern Divide, Blacksburg

MAY

13 Paintball Outing
Wolf's Ridge Paintball,
Riner
26 Hard Hat Happy Hour

JUNE

7 Builder Breakfast
24 Member Picnic and
Cornhole Tournament

JULY

TBD Lunch & Learn

AUGUST

13 Touch-a-Truck
18 Hard Hat Happy Hour

SEPTEMBER

13 Builder Breakfast
1-30 Membership Drive

OCTOBER

6 Annual Golf Tournament
13 VA Builders Summit & Expo
Richmond, VA

NOVEMBER

TBD Lunch and Learn
16 Hard Hat Happy Hour

DECEMBER

6 Annual Membership
Meeting & Holiday
Celebration

**All events are tentative and subject to change. All events will adhere to appropriate COVID protocols at the time of the event.*

NRVHBA Membership Benefits at a Glance

1. Three in One Membership

- a. Membership includes membership in HBAV and NAHB
- b. Access to all local, state and national resources.

2. Networking

- a. Various events and committee volunteer opportunities to encourage member to member networking and business relationships.
- b. Access to builders, contractors, developers, suppliers and industry associates

3. Advocacy

- a. Relationships with local government elected officials and staff
- b. Stay up to date on local, state and national legislative changes affecting the building industry.
- c. Timely information and representation on state boards such as the HBAV Board of Directors, the Virginia Board of Housing and Community Development and the Virginia Board of Contractors

4. Marketing

- a. Discounted rates at the annual Touch-a-Truck event and NRV Home Expo
- b. Online NRVHBA business directory, which is used by builders, suppliers, homeowners and prospective home buyers

5. Savings

- a. NAHB Member Savings
- b. HBAV Member Savings and Rebates

6. Giving Back

- a. Scholarships for NRV high school students who are pursuing a college education in the construction industry at Virginia's colleges, trade schools and within working internships.
- b. NRVHBA charitable donations include time, service and funds to community programs
- c. Growth of Workforce Development Initiatives to engage with our community about the importance of trades education and developing local careers in construction
- d. Growth of community & family events like Touch-A-Truck where we encourage children to experience the building industry first-hand.



NRVHBA Website: nrvhba.com

STEPS FOR A SUCCESSFUL MEMBERSHIP

and making lasting connections

JOIN
the association



ATTEND
an event

VOLUNTEER
for an event



SIGN UP
for a committee



JOIN
the Board of Directors



SERVE
on the Executive Board



WWW.NRVHBA.COM

NRVHBA Committees

Participation in a NRVHBA Committee is an excellent way to get involved in the Association's activities! It also provides great networking opportunities and the chance to support the efforts of the home building industry. The following is a list of committees currently offered.

Role of Committee Members: Actively contribute time and effort to fulfilling committee goals and objectives. Expect to participate in one meeting per month and to contribute additional time as needed

MEMBER EVENTS:

The NRVHBA has many small groups responsible for helping plan and execute NRVHBA member events throughout the year, including but not limited to the annual Golf Tournament, Holiday Celebration, Gala and Awards Ceremony, member mixers and potential new events.

NRV HOME EXPO COMMITTEE

This committee is responsible for the planning and execution of the NRVHBA's largest annual event, the NRV Home Expo. The Home Expo is the largest non-dues revenue project that promotes local businesses in the home building industry and serves the community in their home building and repair needs.

TOUCH-A-TRUCK COMMITTEE:

This committee is responsible for planning and executing the annual Touch-a-Truck NRV community event. This event is a fun way to get children's imaginations in gear so they can safely explore vehicles they see around town and learn about careers that involve these big trucks, from construction to landscaping and even law enforcement vehicles.

WORKFORCE DEVELOPMENT COMMITTEE:

Responsible for developing programming and initiatives to help educate our community and raise awareness of careers in construction and the importance of trades education. Works to bring together businesses in the industry and area workforce stakeholders to grow the region's workforce.

MEMBER EDUCATION COMMITTEE:

By joining this committee, you will help our members grow personally and professionally and stay up to date on imperative building codes, legislation, & business changes. You will be encouraging business owners & managers to continue learning & growing their businesses through events such as the "Building a Better Business" educational series.

MEMBERSHIP COMMITTEE:

The Membership Committee develops recruitment and retention programs for new and current members. Additionally, this group creates and implements programs and services of value to the membership. The committee oversees Membership growth via emails and calls to potential, new, and existing members throughout the year.

BUILDERS CARE:

Responsible for the scholarship awards each year, planning any member-wide community service projects, and determining how we allocate our yearly community donations to area non-profits.

GOVERNMENT AFFAIRS:

This committee is responsible for identifying critical local, state, and national building industry issues that are relevant to members; educating our members on specific legislation including codes, mandates, tax, and other issues pertinent to our industry; and maintaining communication with the local municipalities and their representatives and overseeing potential meetings with them.

Contact Kelsey Grow, EO at kelsey@nrvhba.com if you are interested in joining a committee or feel free to call us at 540-443-0090.

NAHB Membership Benefits at a Glance

1. Knowledge

- a. NAHB's educational programs include courses and seminars, offered by in-person and online.
- b. NAHB professional designations provide opportunities to improve skills and advance careers.
- c. NAHB's official bookstore, BuilderBooks.com, offers members a discount on industry products and publications.
- d. <https://www.nahb.org/learn.aspx>

2. Networking – open to all members

- a. Fall Leadership Meeting
- b. NAHB International Builders Show
- c. Spring Leadership Meeting

3. Expertise

- a. NAHB members have access to expert staff advisors who can address specialized business questions. Experts include distinguished economists, tax specialists, financial experts and regulatory and technical specialists.
- b. Members also benefit from economic analysis and housing research, as well as NAHB research into innovative building products and construction techniques.

4. Advocacy

- a. NAHB fights for members on Capitol Hill, working hard to defeat excessive regulations and to protect your business.
- b. Advocacy efforts include educating policymakers and the Administration, building successful coalitions, and mobilizing grassroots on a range of issues






5. Savings

- a. NAHB's purchasing power means big savings!
- b. NAHB membership provides discounts on vehicles, car rentals, shipping, office supplies, computers and more. In fact, NAHB members saved \$20 million in 2016 through the NAHB Member Advantage Program.
- c. See attached detailed member savings sheet or visit <https://www.nahb.org/members/member-savings.aspx>




NAHB Website: [nahb.org](https://www.nahb.org)




AUTO

COMPANY	SAVINGS	PRODUCTS	INFO
 GM	Save \$500 per vehicle on select vehicles for retail customers. Save \$500 - \$1,000 per vehicle on select vehicles for fleet customers. Stackable with most national retail & fleet offers. NAHB Member & household family eligible.	Chevrolet, Buick, GMC	nahb.org/gm
 NISSAN / INFINITI	Save between \$2,000 - \$9,500 per vehicle. Must be purchased in member's company name. NOT stackable with most national offers. Member's company eligible.	Nissan, Infiniti	nahb.org/nissan
 AVIS	Save up to 30% off Avis PAY NOW rates when making a reservation with Avis Worldwide Discount (AWD) number G572900.	Rental Cars	avis.com/nahb 800-331-1212 AWD #G572900
 BUDGET	Save up to 35% off Budget PAY NOW rates when making a reservation using Budget Customer Discount (BCD) number Z536900.	Rental Cars	budget.com/nahb 800-283-4387 BCD #Z536900
 GEICO	Special discount on personal auto insurance.	Insurance	geico.com/disc/nahb 800-368-2734

BUILDING MATERIALS

COMPANY	SAVINGS	PRODUCTS	INFO
 LOWE'S	5% off* in store, plus 2% statement credit with Commercial Account (LCA) or Lowe's Business Advantage (LBA). 5-10% off online orders using any payment method	Building Materials	lowes.com/nahb 877-435-2440

SHOPPING & ENTERTAINMENT






COMPANY	SAVINGS	PRODUCTS	INFO
 MEMBER DEALS	Up to 50% off.	Theme Parks, Movie Tickets, Concerts, Water Parks, Gift Cards	memberdeals.com/nahb/?login=1 (877) 579-1201
 SAM'S CLUB	One-year membership for \$24.88.	Bulk Discount Retail	bit.ly/nahbsams (877) 579-1201
 HOTELPLANNER	NAHB members can save up to 65% on hotel room rates at over 800,000 properties worldwide in more than 250 countries.	Hotels	nahb.hotelplanner.com 1-800-497-2175

NAHB Members Saved
over **\$29,000,000** last year

BUSINESS MANAGEMENT

	COMPANY	SAVINGS	PRODUCTS	INFO
	DELL	Up to 40% off Dell computers, servers, electronics & accessories.	Computers & Hardware	dell.com/nahb 1-800-757-8442
	HOZZZ	25% Off Houzz Pro, free help with best practices, 10% trade discount on Houzz Shop purchases.	Marketing Solutions, Building Products	houzz.com/for-pros/nahb-discounts (888) 225-3051
	OFFICE DEPOT	Up to 75% off in-store or the online regular prices on their Best Value List of preferred products. Plus, free shipping over \$50.	Office Supplies	officediscounts.org/nahb 855-337-6811 x2897
	UPS SHIPPING	Flat-rate pricing. 50% discount for next day shipping, 30% for ground commercial/residential.	Business Shipping	1800members.com/nahb 1-800-MEMBERS
	YRC FREIGHT	At least 75% off Less Than Truckload (LTL) shipping over 150lbs.	Freight Shipping	1800members.com/nahb 1-800-MEMBERS
	RINGCENTRAL	Save 15% off monthly on a new RingCentral Office service. Receive \$50 off the list price on any RingCentral phone. Current NAHB RingCentral users are eligible for discounts by calling and re-signing a 24 month agreement.	Message. Video. Phone	ringcentral.com/nahb (800) 417 0930
	AMERICAN EXPRESS®	Eligible NAHB members can earn 175,000 Membership Rewards® points after they spend \$30,000 on the Card in the first three months of Card Membership. Terms Apply.	Business Platinum Card®	nahb.org/amex
	HEARTLAND	Reduced fees and elevated customer service for NAHB members	Payment & POS Solutions	go.heartlandpaymentsystems.com/nahb 800-613-0148
	CONSTRUCTIONJOBS.COM	20% discount on standard rates.	Job Postings	nahb.org/careers 828-251-1344

NAHB ASSOCIATION DISCOUNTS

	COMPANY	SAVINGS	PRODUCTS	INFO
	NAHB INTERNATIONAL BUILDERS' SHOW®	Up to \$200 off show registration. Up to \$2.75 per sq. ft. off exhibit space.	Trade Show	buildersshow.com
	NAHB CONTRACTS	Up to 30% off contract rates.	Legal	nahb.org/nahbcontracts
	HOUSINGECONOMICS	\$100 off annual subscription.	Economic & Housing Data	housingeconomics.com
	BUILDERBOOKS	10% off books. Up to 45% off research.	Books	builderbooks.com
	ONLINE EDUCATION	Up to 30% off webinars; Up to 50% off online courses.	Education	nahb.org/education

Discounts are of 8/31/2019 & subject to change at any time. Visit nahb.org/savings for latest deals & limited time offers.

HBAV Membership Benefits

1. **Statewide Housing Industry Events**
 - a. HBAV Annual Conference
 - b. Virginia Housing Excellence Awards
 - c. Spring and Fall Membership Meetings
 - d. Virginia Builders Summit and Expo
2. **Legislative and Regulatory Representation**
3. **Money Saving Membership Programs**
 - a. National Purchasing Partners
 - i. HBAV has an agreement with National Purchasing Partners to offer HBAV members discounts on services used daily. Discounts include: Up to 22% discount on Verizon Wireless Plans, other savings discounts offered by Sherwin Williams, Office Depot and more!
 - b. Rebates on Building Materials
 - i. Over 70% of the members who participated last year received more in rebates than they paid in annual dues to their HBA!
 - ii. Associate Members: Register for a free listing in your State Directory that is sent to Builder & Remodeler members throughout the year.
 - c. Small Business Growth Partners
 - i. HBAV partners with Small Business Growth Partners to provide HBAV members with a free Business Diagnostic and Plan of Action (BPA). This \$2,000 value is a 12-month business “Plan of Action” for you and your company, broken down by the disciplines of business.
4. **Insurance** for your company, personal lines, and your employees
 - a. Health Insurance for Employees – See OneDigital Flyer
5. **Professional Recognition**
6. **Educational Opportunities**
7. **Access to Expert Advisors**



HBAV Website: hbav.com

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

50+

**PARTICIPATING
MANUFACTURERS**

1 REGISTER

2 SUBMIT A REBATE CLAIM

3 RECEIVE A REBATE CHECK

THE AVERAGE REBATE PER BUILDER / REMODELER
COMPANY WHO PARTICIPATED IN 2020 WAS:

\$1,495.13

PARTICIPATING MANUFACTURERS



AFFILIATE PARTNERS





HAVE YOU CLAIMED YOUR 2021 BPA YET?

INCLUDED 100% WITH YOUR HBAV MEMBER BENEFIT

GO TO [SBGPINC.COM](https://sbgpinc.com) AND CLICK:



REDEEM YOUR BPA

OR TYPE: [BIT.LY/3KT8V4V](https://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

WE DELIVER

As an innovative market leader, OneDigital provides the expert guidance, robust tools and practical hands-on support to drive your success in today's complex world of health and benefits.



SIMPLIFY

Our proprietary all-in-one online platform delivers a delightful HR onboarding experience that energizes your new employees while radically streamlining your HR and benefits paperwork.

VISIBILITY

Data drives the best decisions, and our suite of predictive analytic tools uncovers deep insights and emerging risk drivers to inform strategic decision-making and drive design and execution priorities.

COMPLIANCE SERVICES

Navigating the complex web of ACA and related compliance requirements can be a frustrating, time-consuming process. With our team of dedicated attorneys and compliance experts by your side, you can rest easy with the technical advice and practical support you need to protect your organization and your employees.

HUMAN CAPITAL SOLUTIONS

Our deep bench of consultants provides the fuel to power your HR operational engine, and solve for today's complex challenges by either complementing your in-house staff or by providing full service support.

GLOBAL BENEFITS

Today's globally mobile workforce requires the promise of world class benefits and a white glove customer service experience, and our team of global benefit experts helps you deliver both while also streamlining administration, reducing risk and staying compliant wherever your employees are around the world.

About OneDigital Health and Benefits

Here at OneDigital, we believe there is a better way. We work hard every day to find new and better ways for organizations to succeed by attracting and rewarding employees with benefit plans that work across the workforce. We stand with you as one, delivering fresh thinking ahead of the market with a relentless commitment to achieving the results you need and expect from a trusted advocate and advisor.



PERSONAL

We know what's important to you and your employees, your biggest challenges and what success looks like for you.



RELENTLESS

We've got your back when you need us most, and we won't stop working until you have a solution that works for you.



STRATEGIC

We are purposeful in building and executing a multi-year benefits strategy that drives results for you.



Ritter Jonas
804-523-7168
Rjonas@onedigital.com



Jon Kennedy
804-249-5158
JKennedy@onedigital.com



Helping HBAV members get the most from their employee benefit plans.



Fresh thinking and a relentless commitment to results that HBAV members deserve.



LOWER COSTS Our benefits consultants fight against healthcare inflation by providing a well-defined, data driven strategy with a relentless, daily focus on aggressively managing carriers, vendors and the risk factors that drive costs for your organization.



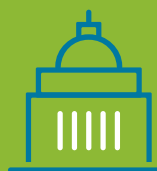
BETTER BENEFITS With a labor pool comprised of three distinct generations each with a very different approach to employment and employee benefits, our job is to help your organization align your benefits programs with your talent strategy to help you win the battle for great talent.



HEALTHY PEOPLE Our workforce health experts provide practical and forthright advice along with an array of motivating programs and the personalized, hands on support you need to successfully invest in the health of your people.



NO HEADACHES Our people and our technology solutions help make the system work better with live telephonic and in person support and engaging, high impact administrative platforms that save money and eliminate administrative headaches.



COMPLIANCE CONFIDENCE Our dedicated team of attorneys and experts is solely focused on analyzing and interpreting benefit regulations to provide you with the advice and actions steps you need to meet your regulatory responsibilities.

Helping HBAV members recruit and retain top employees with competitive costs.

Today's employer understand that a high performing health and benefits plan can be a crucial competitive differentiator in the market. The recipe for attracting high caliber talent at a competitive cost requires a data driven strategic vision, a fresh approach to benefit design and a relentless commitment to execution.

HBAV Insurance Agency has partnered with OneDigital, a leader in employee benefits to offer HBAV members the fresh thinking and proactive approach to employee benefits that members deserve.

- Group Health, Dental, Life, Disability, Vision and Supplemental Insurance
- HBAV Association Health Insurance Program
- HR Technology that eases administrative burden
- Human Resource consulting and fractional HR assistance
- Compliance Expertise and Education
- Cost saving benefit strategies

Learn how how HBAV Insurance Agency can help your business lower employee benefit costs and ease your administrative burden.

