

## **BNHBA Members Answer the Question: “Why They Became Members”**

"Why should I be a member of Bristol Norfolk Home Builders Association, Inc.?" is a question frequently asked by those who are considering membership in our Association. This paper will try to answer this question from the point of view of three of our members.

First, we INFORM our members of what is going on in our profession and our industry. Second, we act collectively as a voice to ADVOCATE issues important to our profession and industry.

Our Association provides us with a local forum. It also provides us with a state platform by our membership in the Home Builders Association of Massachusetts; and a national voice by our membership in the National Association of Home Builders, Washington, D.C., 205,000 member companies nationwide. Yes, you get all three memberships with one annual dues payment.

Our efforts locally provide scholarship funding to students in the construction programs in our local schools. We also provide local classes to help prepare students for the Commonwealth of Massachusetts' Construction Supervisors License examination.

Our meetings provide you a wonderful opportunity to exchange ideas with other members; to hear what is happening in your business in your local area; to network with others in the housing profession and to help you be aware of issues critical to your interests.

Our meetings inform you of cost saving methods, products and services to help make you more profitable, to help you succeed in a very competitive environment.

Our meetings provide you with details of pending legislation and the potential impact it may have on your business.

Our meetings provide you with a social outlet to enjoy the camaraderie of those who share common ground in your profession and industry.

The following is why some of our members joined our Association:

Mr. Donald A. Baker writes -

*"Back in the late 1970's and early 1980's I was trying to develop some parcels of land into house lots. At every turn, there were organized groups of people in opposition to any development. It readily became apparent to me that I needed help, I needed information, I needed counsel from those who had or were experiencing similar problems. I needed to take a pro-active position against the ever-growing regulations put in the way of*

*providing housing and personal income for myself and the people that I employed. The only organization that was fighting for my cause was the Home Builders Association locally and nationally. I figured that it would be stupid not to join and help in this fight. So, in early 1982 I joined what was then "The Attleboro Home Builders Association" and began to reap the benefits of the only association that works for the good of our industry.*

*I am not a "joiner" but I have been extremely pleased to have the friendship of so many fine individuals who work in our trade. We all learn from one another and I am positive that my business has prospered in good times and survived in difficult times due in large part from the information, counsel and friendship that has been and continues to be found in the Bristol Norfolk Home Builders Association, Inc., the Home Builders Association of Massachusetts as well as the National Association of Home Builders. I only wish that those who do not belong would join us in our endeavors to promote our just cause of affordable home ownership for all our fellow citizens who would like a piece of the "American Dream!"*

Mr. Donald A. Baker, President,  
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Mr. Baker has served as: past President of Attleboro Home Builders Association and past President of The Home Builders Association of Massachusetts. He serves as: Director on the Board of Directors of HBAM; a HBAM representative on the Commonwealth of Massachusetts Board of Building Regulations And Standards Code Committee; Director on the Board of Directors of BNHBA and BNHBA By-Laws Committee. He established his family business in Foxborough in 1959.

Mr. John M. Bryson writes -

*"I thought to myself: "Why would I want to become a member of the Home Builders Association? My core business is remodeling." As I started attending meetings, I found myself in the company of professionals-others, like myself. I found members who took their companies seriously enough to want to give something back to the industry that keeps them going.*

*I learned how important it was to stay on top of the latest legislative issues and their potential to overly regulate us, needlessly burden us and may even put us out of business. No other organization can do this for us!*

*When I talk to prospective customers, I know what are the latest code changes. I am an informed contractor with the answers to customer questions because I am involved in my industry. By meeting with my peers I am constantly learning about issues that our industry is facing: issues in regulations, issues in financing, issues in insurance, issues in new products and services. I learn how to save myself needless grief by knowing who can cause*

*me problems. I learn who the quality subcontractors are. I make connections with quality people who can help me in a "pinch." This translates to satisfied customers and to improvement of my bottom line profits. This is my sustainable competitive advantage-knowledge, skills, good connections. These are all the things that come with membership in our home builders association. Where else could I find these things? Frankly, I can't understand why anyone who has anything remotely to do with the housing profession is not a member of the Home Builders Association-locally, statewide and nationally. I get three memberships in one! Those in the housing industry who are not members must suffer from the worst disease of all-APATHY!! Take charge of your profession, your industry, your company and your family's income-join the Bristol Norfolk Home Builders Association, Inc. today.*

*This is my profession and the industry from which I earn my living, feed and house my family, and enables us to enjoy some of the good things in life. I will always be a member of an HBA. I'll see you January 30. Bring a friend to join as a new member that night."*

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Mr. Bryson is Past President of BNHBA,Inc. and has served on the HBAM Property Rights Committee. He is a Director of the HBAM's Board of Directors. He serves on HBAM's Legislative Committee. In addition, he is a Director on the BNHBA Board of Directors, is Chair of BNHBA's Education Committee and established BNHBA's Construction Supervisor's License Examination Preparation class program.

Mr. Joseph P. Rezza writes -

*"The reason I became a member of the Bristol Norfolk Home Builders Association, Inc. is simple. I wanted my company to become more professional. I wanted us to be recognized for our professionalism. To do that meant that we had to be associated with professionals in the housing industry. It was natural to join in order to get not only a local view, but also, the state-wide view as well as the national big picture. Our Association provides us with a voice: locally, statewide and nationally.*

*Competition in business is fierce today. It is extremely difficult to maintain profitability; and a real challenge to grow profits. The best way to do these things is to be "in the know." Knowledge is the only way to thrive in our economy. Our Association provides us with constant knowledge. It also puts a vast collection of experts only a telephone call away.*

*Every day I hear of some new effort to try to put my profession and my company out of business. These initiatives are local, at the state level and there are even national actions that can really hurt a member of the housing profession. Again, knowledge is the best weapon with which to defend my profession, my company and my family's financial security and the life-style to which we have become accustomed.*

*Our Association provides us with a constant stream of communication that keeps me informed of trends in the housing industry so that I can better respond to the needs of potential homeowners. Our Association also provides me a network capability to obtain my sub-contractors. This network also connects me to excellent suppliers. As a result, I am on the cutting edge of new technology.*

*The social aspects of our Association provide a platform for the sharing of very valuable information. It is truly amazing just how valuable a little information can be."*

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Mr. Rezza is the Chairman of the Board, President and Treasurer of the Bristol Norfolk Home Builders Association, Inc. He has served as Director, on the Bristol Norfolk Home Builders Association, Inc., Board of Directors. He is Chair of the Annual Golf Tournament and has chaired the Annual Family and Friends Day committee. He serves as Director of the Home Builders Association of Massachusetts and on the HBAM Legislative committee.

There it is. Membership in the Bristol Norfolk Home Builders Association, Inc., the Home Builders Association of Massachusetts and the National Association of Home Builders provides you with the needed knowledge, the needed networking and the needed social activity to not only survive in today's market-but also to help you succeed in today's market.